

How to use Securian Financial's LIFT calculator

Show clients how retirement income distribution choices can raise or lower taxes.

1. Prepare client information

Determine if your client has a retirement income gap using Securian Financial's "Filling the gap in your desired retirement income" flyer (F82833-2). Complete the chart to calculate your client's monthly retirement income gap:

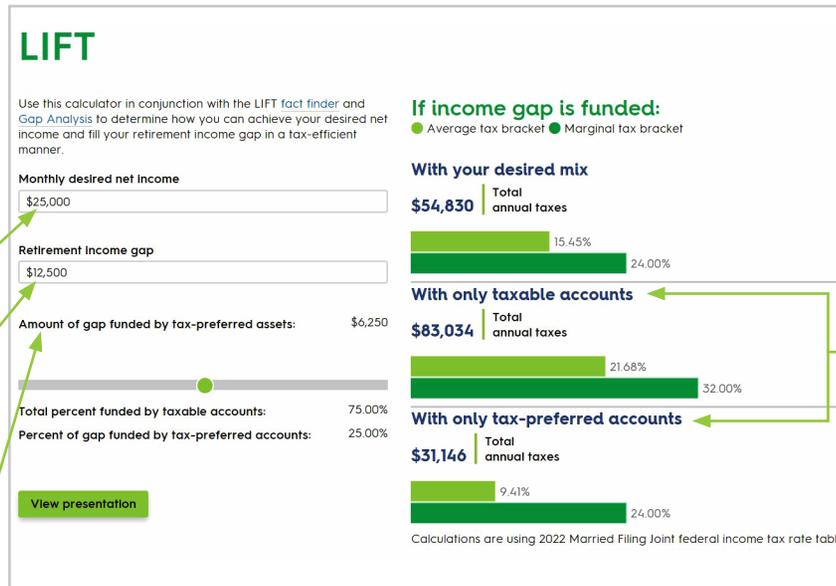
Sample client input

Step 1: Calculate desired retirement income	Monthly retirement income needs (food, shelter, medical, etc.)	\$15,000
	+ Monthly retirement wants (vacations, hobbies, etc.)	+ \$10,000
	= Desired income for retirement	= \$25,000
Step 2: Subtract required retirement income	- Required income (Social Security, required minimum distributions, pensions, etc.)	- \$12,500
Step 3: Uncover retirement income gap	= Retirement income gap	= \$12,500

2. Input client information into LIFT calculator

Now you're ready to start using the LIFT calculator. Visit [securian.com/LIFT calculator](https://securian.com/LIFT_calculator) and add this information:

- **Desired net income:** Input client's monthly desired retirement income (\$25,000 in the example)
- **Retirement income gap:** Input client's monthly retirement income gap (\$12,500 in the example)
- **Amount of gap funded by tax-advantaged assets:** Move the slide rule to demonstrate how filling the income gap with different amounts of tax-advantaged assets changes your clients' tax brackets. The "desired mix" and tax rates change based on the percent chosen.



The output also displays static numbers highlighting the minimum and maximum potential tax rates for your clients' desired net income. Use these amounts to show clients their tax rates if they filled their retirement income gap with "only taxable accounts" or with "only tax-advantaged accounts."

3. View presentation

Click “View Presentation” to create a pdf of your clients’ illustration in an easy-to-read format, suitable for printing. The output highlights:

- The percentage of your clients’ retirement income to be funded with taxable and tax-advantaged accounts.
- How your clients’ strategy may lower their effective tax rate.
- Their projected effective tax rate.
- The total taxes owed under each funding option

Sample LIFT calculator output

Your strategy will fund your monthly retirement income of \$25,000 with 75.00% taxable accounts and 25.00% tax advantaged accounts. This will lower your effective tax rate to 15.67%.

Your retirement income gap funding

	Your desired mix	Only taxable accounts	Only tax-preferred accounts
Amount from taxable sources	\$280,722	\$386,225	\$182,038
Amount from tax-advantaged sources	\$75,000	\$0	\$150,000
Marginal tax bracket	24.00%	32.00%	24.00%
Effective tax rate	15.67%	22.33%	9.65%
TOTAL TAXES	\$55,722	\$86,225	\$32,038

Calculations are using 2022 Married Filing Joint federal income tax rate tables.



Learn more

Use our LIFT calculator to show clients how permanent life insurance can help them maximize retirement income, minimize taxes and build a more secure financial future for their families. Contact your Life Sales Support Team today to learn how: **1-877-696-6654**

Please keep in mind that the primary reason to purchase a life insurance product is the death benefit.

Life insurance products contain fees, such as mortality and expense charges (which may increase over time), and may contain restrictions, such as surrender periods.

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