



Restricted Beneficiary Payouts: Deferred Contracts



OPPORTUNITY CONCEPT

- » Annuity contract owners often have varying interest in controlling the windfall of a Death Benefit they leave to their beneficiaries.
- » Occasionally owners will pursue legal remedies, like Trusts, in order to direct distribution provisions, such as spendthrift protections or tax-managing strategies for young, or less financially astute, heirs.
- » Many of these interests can be accomplished through use of a detailed Beneficiary Designation, including preservation of an irrevocable beneficiary interest.



IDEAL CUSTOMER

- » Contract owners who wish to control a beneficiary's access to Death Benefit proceeds on deferred annuity contracts through specific direction for full or partial restriction of payout options.



DESCRIPTION

- » Contract owners may indicate their wishes for Death Benefit disbursement in the event they pass away prior to annuitization of the contract.
- » Contract owners may select:
 1. Who is a beneficiary, and designate if they should be primary or contingent beneficiaries;
 2. What percentage of proceeds are to be disbursed to each;
 3. Any restriction on payout for any or each beneficiary;
 4. If that restriction is on the full amount of the benefit, or partial remainder after a permitted lump sum payment to a beneficiary; and
 5. The payout option, either annuity or scheduled, under which each beneficiary will receive distribution.



IMPLEMENTATION PLAN

- » The CUNA Mutual Financial Group (CMFG) Beneficiary Designation with Restricted Payout Options form provides contract owners significant flexibility in controlling death benefit distributions for any or all their designated beneficiaries. This capability can accommodate a wide variety of Owner directions, minimizing the need and potential cost of drafting legal documents to accomplish the same objectives. And Contract Owners can easily make changes, or even remove restrictions, in their discretion at any time during their lifetime.
- » The Restricted Beneficiary Payout customization is limited to individual person (non-entity) contract ownership and individual person (non-entity) beneficiaries only. Trust, charity, or estate beneficiaries are not eligible for Restricted Payout Options.



YOUR PRODUCT CONNECTION:

We provide annuity strategies for different needs of client's retirement phases - accumulation, income and legacy.



TIPS FROM NEW BUSINESS:

Review with clients who are no longer intending to use their annuities for their own income but wish to plan for structuring distribution after death to their beneficiaries.

Use CUNA Mutual Financial Group (CMFG) Beneficiary Designation Form

40RESTRICT(ML) 0619 following Instructions and review of Disclosures to add client Owner wishes to their contract, at new issue, or on existing accumulation phase contracts.

CUNA Mutual Group Annuity Sales Team:



877.345.GROW (4769)



smartriskcontrol.com

CUNA MUTUAL GROUP

IMPORTANT DISCLOSURES

Annuities are long-term insurance products designed for retirement purposes. Clients should consider an annuity's investment objectives, risks, charges and expenses carefully before investing. The prospectus contains this and other information. Encourage clients to read it carefully.

CUNA Mutual Group is the marketing name for CUNA Mutual Holding Company, a mutual insurance holding company, its subsidiaries and affiliates. Annuities are issued by CMFG Life Insurance Company (CMFG Life) and MEMBERS Life Insurance Company (MEMBERS Life) and distributed by their affiliate, CUNA Brokerage Services, Inc., member FINRA/SIPC, a registered broker/dealer and investment advisor, 2000 Heritage Way, Waverly, IA, 50677. CMFG Life and MEMBERS Life are stock insurance companies.

MEMBERS® is a registered trademark of CMFG Life. **Investment and insurance products are not federally insured, may involve investment risk, may lose value and are not obligations of or guaranteed by any depository or lending institution.** All contracts and forms may vary by state and may not be available in all states or through all broker/dealers.



ELEVATETM
Advanced Planning Resources
POWERED BY CUNA MUTUAL GROUP