



LIFE INSURANCE

PROFILE

ADVANCED MARKETS

Spousal Access Trust

CLIENT PROFILE

Age	Pre-retirement.
Marital Status	Married.
Level of Income & Retirement Assets	Has (or will have) estate tax exposure, usually with an estate of above \$4,000,000 for married couples.
Big Concern	Does not want the federal government to be his or her primary heir.

PROBLEM

- Desire to retain access to a life insurance policy's cash value.
- Potential estate tax problem.

SOLUTION

Spousal Access Trust. Establish a Spousal Access Trust, also known as a Spousal Support irrevocable life insurance trust (ILIT), to create the liquidity necessary to address the client's estate tax exposure as well as provide access to potential policy cash values.¹

REACHING THE SOLUTION USING A SPOUSAL ACCESS TRUST

Lifetime Distributions. The trustee may make distributions to the non-insured spouse and children for health, education, maintenance, and support over their lifetime.

Spousal Access to Cash Value. The non-insured spouse is able to receive distributions from the trust, thus the family does not give up access to the tax-favored cash value. The non-insured spouse can be a trustee and a beneficiary of the trust.

Supplement Retirement Income. The potential tax-deferred cash accumulation may be used as a supplement to retirement income.

Tax-Free Death Benefits. If the trust is properly drafted and administered, the trust proceeds will pass to the heirs free from income and estate taxes.

If you have a client that fits this profile, contact your John Hancock Representative or the Advanced Markets Group at (888) 266-7498, option 3 to find out more about JH Solution's Spousal Access Trust system today!

¹ Trusts should be drafted by an attorney familiar with such matters in order to take into account income and estate tax laws (including the generation-skipping tax). Failure to do so could result in adverse tax treatment of trust proceeds.

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