


**DRESCHER INSURANCE**

JULY 15, 2010

**DO YOU NEED LIFE INSURANCE AFTER RETIREMENT?**

**CONTACT US BY  
PHONE: 203-272-2122  
FAX: 203-272-2126**

**DAVE DRESCHER EXT.**

DDRESCHER  
@DRESCHERINS.COM

**104****LYNN HYDOCK EXT.**

LHYDOCK  
@DRESCHERINS.COM

**105****PAULA GRAHAME EXT.**

PGRAHAME  
@DRESCHERINS.COM

**106****JEN SINISCALCO EXT.**

JSINISCALCO  
@DRESCHERINS.COM

**100****JAMIE OLMSTEAD EXT.**

JOLMSTEAD  
@DRESCHERINS.COM

**102****CAROL TESTA EXT.**

CTESTA  
@DRESCHERINS.COM

**110****AS A FULL SERVICE AGENCY:**

- **Comprehensive product lines to meet the many insurance needs of privately owned businesses.**
- **Families and individuals have evolving insurance needs. We offer a complete product line with multiple insurance companies to help you meet your needs for today, and tomorrow.**
- **On-line insurance services available 24 hours a day, 7 days a week.**

The simple answer: "yes."

And here are 10 reasons why you'll need life insurance after retirement:

**LAST EXPENSES**

Consider the cost of funeral arrangements, and the payment of debts, probate fees, appraisal fees, etc.

**TAXES**

Passing assets to the next generation can trigger estate taxes, inheritance taxes, capital gain taxes and/or income taxes. Very large permanent life insurance policies are purchased regularly by older individuals just to pay estate taxes. Pension, IRA and other qualified money passed to children is often taxed twice and therefore greatly diminished.

**UNKNOWN NEEDS**

No one can predict the future or what insurance needs they will have in a year, let alone 10, 20, 30 or more years. People get divorced, remarry, start new businesses, have children late in life, refinance mortgages for longer periods of time, loan money to relatives or friends, etc., etc. Life insurance may be desired or required for any of these needs or many others.

**ESTATE EQUALIZATION**

Life insurance is an effective way

to guarantee all children are treated equally. For instance, when one child is involved in a family business and another is not, life insurance proceeds can be given to the child not involved in the business in lieu of ownership in the family business. Equalization can also be important where step-children are involved.

**SPECIAL REQUESTS TO GRANDCHILDREN**

A grandparent may want to leave a bequest to a grandchild or trust for the grandchild's benefit to assure they have money for their education. Life insurance can be an inexpensive way to leave a legacy.

**CHARITABLE PURPOSES**

By changing the owner and beneficiary to a charity a person can make a significant donation at death without taking away money from their family. Tax benefits may also be available to the donor.

**PENSION MAXIMIZATION**

The highest monthly benefit available from a pension plan does not include survivor benefits. A life insurance policy can be used to provide survivor benefits and thereby assure the retiree receives the highest payment possible from the pension. Survivor

benefits on a pension plan cannot be changed once they are elected. If the beneficiary of the pension survivor benefits predeceases the retiree the survivor benefits are lost. If a life insurance policy is used the beneficiary can simply be changed or the policy discontinued.

**SUPPLEMENTAL RETIREMENT INCOME**

Cash can be taken in the form of loans or withdrawals from permanent life insurance to supplement retirement income.

**REPLACE INVESTMENT LOSS**

Stock market losses can seriously deplete planned inheritances and income. We cannot predict when we will die or if the market will be up or down. Life insurance is guaranteed to pay exactly when it is needed and for a specified amount regardless of market conditions. Sufficient income to a surviving spouse can be guaranteed with life insurance. Furthermore, life insurance death benefits are income tax free and are not subject to capital gains tax—so 100% goes to the beneficiary.

**LIFE SETTLEMENTS**

There is a market for selling life insurance policies on older individuals. This can potentially yield a significant amount to the owner of the life insurance policy.