Putting the spotlight on life insurance opportunities using Form 1040

Form 1040 can be a powerful tool towards uncovering potential life insurance planning opportunities with your clients¹. This tax form offers a personalized look at their financial situation and risk exposures. Below we've highlighted a few opportunities that may be uncovered by reviewing Form 1040 with your clients.

What to look for on Form 1040

1 Filing Status:

- Has your client's family dynamics changed? A change in marital status may require careful review. Examples:
 - A newlywed may need coverage for income or debt protection.
 - A second marriage may require a blended family estate planning review.
 - A qualifying widow(er) may have dependents relying on them and need protection in the event of their death.

2 Home Address:

- Has your client's address changed? A change in address could point towards a need for mortgage protection.
- Does your client have property in multiple states? Having multiple properties could point to opportunities for estate planning as they may not be aware of each state's estate/inheritance laws.

3 Dependents:

- Has your client's family grown? The addition of children could point to opportunities for adding a Child Term Rider² to in-force coverage or purchasing standalone coverage, college planning needs, survivor income needs or special needs planning.

4 Wages-Line 1:

- How will your client's family replace lost income due to death or disability? It's important to discuss the impact a family may experience in the event of lost income. This could lead to opportunities for income replacement coverage.

5 Interest & Dividends- Lines 2a-3b:

- Are your client's assets diversified? The information shown within this section may indicate that they could benefit from tax-deferred cash value growth, which life insurance offers.
- Does your client have taxable interest or ordinary dividends? Income not needed and earmarked for children/grandchildren may provide opportunities for legacy planning.
- Does your client have tax-exempt interest? If yes, they may already understand the tax advantages life insurance offers and could be interested in leveraging this income towards purchasing life insurance protection instead of reinvesting these assets.

6 Retirement Income- Lines 4a-6b:

 Is your client taking IRA distributions, annuity distributions or receiving a pension or social security benefit? If yes, they may be facing multiple risks; lower investment returns during distributions, longevity or long-term care expenses. These risks could lead to opportunities for income protection planning or Chronic, Critical or Terminal illness planning, utilizing an Accelerated Death Benefit Rider³.

Foresters Ƴ Financial

Filing status: Single Married filing joint	ue Service (99) 2018 OMB No. 1545-0074 ITIS Use City-Dopot.w Married filing separately Head of household Qualifying widow(er)
Your first name and initial	Last name Yuu
Your standard deduction: 📃 Someone can claim	u as a dependent 🔄 You were born before January 2, 1954 📃 You are blind
If joint return, spouse's first name and initial	Last name Spouse'
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	spouse as a dependent Spouse was born before January 2, 1954 Full-y rate return or you were dependents alien
Spouse is blind Spouse itemizes on a s	rate return or you were designed us alien or ex
	rate return or you were the full salien or ex xx, see instructions. 2 Apt. no. Presiden (see inst.)
Spouse is blind Spouse itemizes on a s Home address (number and street). If you have a P.C	rate return or you were of the taus alien of e8 ar a foreign address, attach Schedule 6.

4	1	Wages, salaries, tips, etc. Attach f	orm(s)	W-2	
	2a	Tax-exempt interest	2a		×
tach Form(s) -2. Also attach	3a	Qualified dividends	3a		D d
rm(s) W-2G and 99-R if tax	4a	IRAs, pensions, and annuities	4a		b Tax
hheld.	5a	Social security benefits	5a		b Tax

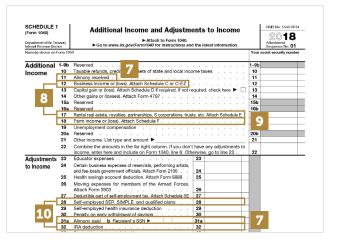
What to look for on Schedule 1

Alimony received/paid- Lines 11 & 31a:

 Is your client divorced or in the process of finalizing a divorce? A divorce agreement may require life insurance protection. If life insurance is not required, it could lead to opportunities for discussions around the impact a family could experience from an untimely death of an exspouse who's paying or receiving the alimony.

⁸ Business Income- Lines 12 & 17:

- Does your client own a business? If they own a business they may have multiple needs that require your attention. This could lead to opportunities to discuss topics such as succession planning, creditor protection, retirement planning or key-person planning.
- Does your client have rental income? If they have rental income, there's a possibility for having outstanding mortgages on these properties. This could lead to opportunities for estate planning as rental properties are not easily liquidated and could be hard to divide between beneficiaries.



9 Farm Income- Line 18:

- Does your client own a farm? If they own a farm they may have multiple needs that require your attention. This could lead to opportunities to discuss topics such as succession planning, estate planning, creditor protection or retirement planning needs.

10 Self-employed retirement- Lines 28 & 32:

- Is your client saving for retirement (W-2 employees would see contributions on their W-2 statement)? High income earners may be limited on contributions due to plan limits and others may have no available plans for retirement. This could lead to discussions around retirement planning and how life insurance fits.

What to look for on Schedule A

11 Gifts to Charity- Lines **11** & **12**:

 Does your client donate to charities? If they make giving back part of their lifestyle, it could lead to opportunities to discuss other gifting strategies, such as Charitable Remainder Trusts or the Foresters Financial[™] Charity Benefit Provision⁴ available on Foresters Life Insurance products².

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To learn more about how Foresters products may be a viable solution, call:

- ¹ Foresters, their employees and life insurance representatives, do not provide, on Foresters behalf, legal or tax advice. The information given here is merely a summary of our understanding of current laws and regulations. Advise your clients and prospective purchasers to consult their tax or legal advisor.
- ² Foresters products and their applicable riders may not be available or approved in all states and are subject to eligibility requirements, underwriting approval, limitations, contract terms and conditions and state variations. Refer to the applicable Foresters Producer Guide and the insurance contract for your state for these terms and conditions. Underwritten by The Independent Order of Foresters.
- ³ (if applicable) This product is a life insurance policy that accelerates the death benefit on account of chronic illness and is not a health insurance certificate providing long term care insurance subject to the minimum requirements of New York Law, does not qualify for the New York State Long Term Care Partnership Program and is not a Medicare supplement certificate. Receipt of the accelerated death benefits may affect eligibility for public assistance programs. Receipt of the accelerated death benefits may be taxable. Not available in CA.
- ⁴ When a claim is paid to the beneficiaries, Foresters will pay the eligible designated charitable organization in the name of the insured. The maximum payment under this provision is \$100,000. The designated charitable organization must be an accredited 501(c)(3) organization under the Internal Revenue Code and eligible to receive charitable contributions as defined in section 170(c) of that code.

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