Dependents

Your client’s family profile may trigger conversations about legacy planning needs.

Wages (Line 1)

Did your client report a high salary? It could be a good opportunity to discuss their current retirement plan contributions.

Taxable interest and dividends (Lines 2b and 3b)

Is high interest and dividend income affecting your client’s tax burden?

Social Security benefits (Line 5b)

Is your client paying taxes on their Social Security income?

Overpayment (Line 19)

Did your client pay too much in taxes?

A fixed-indexed annuity with a death benefit rider offers a tax-efficient way to grow assets, and can provide a financial legacy that’s paid directly to beneficiaries without going through probate.

If your client is currently maximizing their contributions to an employer-sponsored plan and they still have assets to use toward retirement, a tax-deferred annuity could be a good option.

By moving assets into an annuity, your client can defer taxes on some of the money they are saving for retirement.

To reduce your client’s tax liability, consider repositioning other income sources into a tax-deferred annuity.

While a tax refund can be a nice bonus, it may mean it’s time to review your client’s withholding. By withholding too much, they could be missing opportunities to put their money to work for them.