

THE PROFESSIONAL'S ASSET PROTECTION PLAYBOOK

Shield Your Wealth from Lawsuits, Taxes, and Market
Crashes

A Comprehensive Guide to Indexed Universal Life
Insurance

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CHAPTER 1

The Silent Wealth Killer

You've spent decades building wealth. Late nights, difficult decisions, sacrifices your family made. You've earned every dollar through skill, dedication, and service to others. But here's the harsh truth most high-income professionals never see coming: **you're one lawsuit away from losing everything.**

The statistics are sobering. According to recent data, 93% of physicians will face at least one malpractice claim during their career. Trial attorneys face counter-suits from disgruntled clients. Business owners deal with employee lawsuits, customer claims, and vendor disputes. Real estate investors face slip-and-fall claims and construction defect suits.

The Real Numbers:

Profession	Average Claim	Litigation Probability
Surgeons	\$2.3M - \$4.7M	93% over career
OB/GYN	\$3.1M - \$5.2M	97% over career
Trial Attorneys	\$1.8M - \$3.5M	78% over career
Business Owners	\$800K - \$2.1M	67% annually
Real Estate Investors	\$500K - \$1.5M	43% over 10 years

But lawsuits aren't your only threat. Market crashes, tax liabilities, divorce proceedings, and estate complications can all devastate your wealth. The 2008 financial crisis wiped out 50% of portfolio values in months. The 2020 crash dropped markets 34% in just weeks. And the IRS? They're waiting to take 37-40% of your qualified retirement accounts when you need them most.

KEY INSIGHT: Your bank accounts, brokerage accounts, real estate, and even home equity are vulnerable to creditor claims. Traditional asset protection tools like LLCs and trusts offer limited protection and come with significant costs and complexity. There's a better way.

CHAPTER 2

Why Traditional Strategies Fail

Most professionals rely on three traditional strategies for wealth protection and retirement planning:

1. Qualified Retirement Plans (401(k), 403(b), Traditional IRA)

These are the go-to vehicles recommended by most financial advisors. But they have fatal flaws:

- **Tax Time Bomb:** You defer taxes now, but pay them later at potentially higher rates. If you've contributed \$2M over your career and it grows to \$5M, you'll pay taxes on the entire \$5M at withdrawal—potentially \$1.85M to the IRS.
- **Limited Creditor Protection:** While some states offer protection, many do not. If you're sued and lose, creditors can seize your retirement accounts in many jurisdictions.
- **Forced Distributions:** Required Minimum Distributions (RMDs) start at age 73, forcing you to take money whether you need it or not—and pay taxes on it.
- **No Flexibility:** Early withdrawals trigger 10% penalties plus income taxes. Your money is essentially locked up until age 59½.

2. Taxable Investment Accounts

Brokerage accounts offer liquidity but come with significant disadvantages:

- **Zero Creditor Protection:** These are the first assets seized in lawsuits. They're completely exposed.
- **Annual Tax Drag:** You pay taxes on dividends and capital gains every year, reducing your compounding returns.
- **Market Risk:** You're fully exposed to market downturns with no floor protection.
- **Estate Taxes:** Your heirs inherit your cost basis and may face significant capital gains taxes.

3. Asset Protection Trusts and LLCs

While these tools have their place, they're often oversold:

- **High Costs:** Setting up and maintaining trusts can cost \$10,000-\$50,000+ in legal fees.
- **Limited Protection:** Domestic trusts can be pierced. Offshore trusts are expensive and complex.
- **Loss of Control:** You must give up control of assets to gain protection—a deal-breaker for many.
- **Fraudulent Transfer Issues:** If you transfer assets after a claim arises, courts can reverse the transfer.

Strategy	Tax Benefits	Creditor Protection	Liquidity	Cost
401(k)/IRA	Tax-deferred only	Limited	Low (penalties)	Low
Brokerage	None	None	High	Low
Asset Protection Trust	None	Moderate-High	Low	Very High
IUL Policy	Tax-free growth	Excellent	High	Moderate

THE BOTTOM LINE: Traditional strategies leave you vulnerable to lawsuits, taxes, or both. High-income professionals need a comprehensive solution that provides creditor protection, tax benefits, market participation with downside protection, and liquidity. That's exactly what IUL delivers.

CHAPTER 3

Understanding Your Liability Exposure

Before implementing any asset protection strategy, you must understand your specific liability exposure. Different professions face different risks, and your protection strategy should reflect these realities.

MEDICAL PROFESSIONALS

Primary Threats: Malpractice claims, patient lawsuits, partnership disputes, Medicare/Medicaid audits, licensing board complaints.

Exposure Level: Very High. The average malpractice claim exceeds \$400,000, with catastrophic cases reaching millions. Even with malpractice insurance, your personal assets are at risk if a judgment exceeds your coverage limits. With 93% of physicians facing claims during their career, protection isn't optional—it's essential.

- **Surgeons:** Highest risk specialty. Claims average \$2.3M-\$4.7M. Complications from procedures, delayed diagnoses, or adverse outcomes can trigger lawsuits years after treatment.
- **OB/GYNs:** Birth injury cases can result in lifetime care cost judgments of \$5M+. Even successful outcomes can be litigated.
- **Emergency Medicine:** High volume, high stress = high liability. Diagnostic errors under time pressure are common litigation targets.
- **Anesthesiologists:** Any adverse event during surgery puts you in the crosshairs. Claims often involve permanent injury or death.

LEGAL PROFESSIONALS

Primary Threats: Malpractice claims, ethics complaints, fee disputes, conflict of interest allegations, partnership dissolutions.

Exposure Level: High. Ironically, attorneys face significant lawsuit risk. Missed deadlines, conflicts of interest, and client dissatisfaction can all trigger claims. Even if you win the case for your client, they may sue you if they're unhappy with the outcome. Counter-suits from opposing parties are also common in litigation practice.

BUSINESS OWNERS & EXECUTIVES

Primary Threats: Customer lawsuits, employee claims, vendor disputes, shareholder lawsuits, D&O; liability, regulatory actions, contract breaches.

Exposure Level: Moderate to High. While LLCs and corporations provide some liability shield, they don't protect personal assets from all claims. Sexual harassment claims, fraud allegations, and personal guarantees on business loans can all pierce the corporate veil and expose your personal wealth.

REAL ESTATE INVESTORS

Primary Threats: Tenant lawsuits, slip-and-fall claims, property damage claims, construction defects, environmental issues, zoning violations.

Exposure Level: Moderate. Property ownership is liability ownership. Even with insurance, claims can exceed coverage limits. Tenant slip-and-fall cases averaging \$50,000-\$300,000 in settlements are common. Major cases involving serious injury can reach millions.

CALCULATING YOUR PERSONAL EXPOSURE

Use this worksheet to calculate your total exposure:

Asset Category	Current Value	Exposed?	Notes
Checking/Savings Accounts	\$_____	YES	Fully exposed to creditors
Brokerage Accounts	\$_____	YES	Fully exposed to creditors
Real Estate (Home Equity)	\$_____	PARTIAL	Varies by state homestead laws
Investment Real Estate	\$_____	YES	Exposed unless in LLC
Business Interests	\$_____	PARTIAL	Depends on structure
Retirement Accounts (401k/IRA)	\$_____	VARIES	Protection varies by state
Life Insurance Cash Value	\$_____	NO	Protected in most states

TOTAL EXPOSED ASSETS **\$_____**

ACTION ITEM: Complete this worksheet today. If your exposed assets total more than \$500,000, asset protection should be a top priority. If you're above \$1M in exposed assets, every day without protection puts your financial future at risk.

CHAPTER 4

The IUL Strategy Explained

Indexed Universal Life (IUL) insurance is a permanent life insurance policy that combines a death benefit with a cash value component linked to a market index (typically the S&P; 500). But for high-income professionals, IUL is much more than insurance—it's a comprehensive wealth protection and accumulation vehicle.

HOW IUL WORKS

- 1. Premium Payments:** You make regular premium payments into the policy. A portion goes to the cost of insurance (death benefit), and the remainder goes into the cash value account.
- 2. Cash Value Growth:** Your cash value is credited with gains based on the performance of a market index (usually S&P; 500), subject to a participation rate and cap rate. For example, if the index returns 12% and your participation rate is 100% with a 12% cap, you'd receive the full 12%. If the index returns 18%, you'd receive 12% (the cap). If the index returns -20%, you receive 0% (the floor protection).
- 3. The 0% Floor:** This is the magic. When markets crash, your account is credited with 0%—not negative returns. You never lose money to market downturns. Your gains from previous years are locked in and cannot be taken away.
- 4. Tax-Free Growth:** Unlike brokerage accounts, your cash value grows tax-deferred. Unlike 401(k)s, you can access it tax-free through policy loans.
- 5. Creditor Protection:** In most states, cash value in a life insurance policy is protected from creditors by state insurance laws. This makes it unreachable in lawsuits.

IUL vs Market Performance Example (Starting Value: \$100,000)

Year	S&P 500 Return	IUL Return (12% cap)	Cumulative IUL
1	+15%	+12%	\$112,000
2	+8%	+8%	\$121,000
3	+22%	+12%	\$135,500
4	-10%	0%	\$135,500
5	-25%	0%	\$135,500
6	+18%	+12%	\$151,800

7	+12%	+12%	\$170,000
8	+9%	+9%	\$185,300

Notice how the IUL strategy protects you in down years (Years 4-5) while still capturing substantial upside in positive years. While you don't get the full 22% in Year 3, you also don't lose 35% when the market crashes in Years 4-5. This downside protection is invaluable for long-term wealth accumulation.

THE SEVEN CORE BENEFITS

1. Lawsuit-Proof Fortress: Cash value in an IUL policy is protected by state insurance laws in most states. This means creditors, judgment holders, and bankruptcy trustees cannot touch it. Your wealth becomes legally invisible to threats while remaining 100% accessible to you.

2. Tax-Free Forever: Access your cash value through tax-free policy loans. No 1099s, no taxable events, no mandatory distributions. Unlike 401(k)s where you pay 37-40% in taxes at withdrawal, you keep 100% of your IUL distributions.

3. Market Gains Without Risk: Capture market upside (typically 10-14% average) while being protected by a 0% floor. When markets crash, you lose nothing. Your previous gains are locked in forever.

4. Lifetime Guaranteed Income: Create a predictable, tax-free income stream you cannot outlive. Unlike annuities with surrender charges, you maintain complete control and flexibility.

5. Complete Liquidity: Access your cash value anytime, for any reason, with no penalties and no taxes. Need it for an opportunity? Emergency? Business investment? Available same-week.

6. Estate Planning Power: Death benefit passes to heirs 100% income-tax-free, avoids probate, and pays out in weeks. Create generational wealth that bypasses estate taxes and probate delays.

7. Flexibility and Control: Unlike qualified plans with age restrictions and penalties, or annuities with surrender charges, you maintain complete control. Change contribution amounts, take loans, or adjust death benefit as your life changes.

IMPORTANT: IUL is not a get-rich-quick scheme. It's a sophisticated wealth accumulation and protection strategy designed for long-term planning. The first few years focus on building cash value. After 5-7 years, the compounding effects become powerful. After 15-20 years, the wealth accumulation can be extraordinary—all protected from lawsuits and taxes.

CHAPTER 5

Tax Scenarios and Comparisons

For high-income professionals, taxes are often the biggest wealth destroyer. Let's compare how different strategies perform from a tax perspective over a 25-year period.

SCENARIO: Dr. Sarah Martinez, Orthopedic Surgeon

Age: 45 | Income: \$600,000/year | Annual Investment: \$100,000 | Timeframe: 25 years (to age 70)

Strategy #1: Traditional 401(k)

- Annual contribution: \$100,000 (pre-tax)
- Tax savings now: \$37,000/year (37% bracket)
- Assumed return: 8% annually
- Value at age 70: \$7,396,000
- Taxable upon withdrawal: \$7,396,000
- Taxes owed (37%): \$2,736,520
- **After-tax value: \$4,659,480**

Strategy #2: Taxable Brokerage Account

- Annual contribution: \$100,000 (after-tax = \$63,000)
- Annual tax drag on gains: ~2.5% (reduces effective return)
- Assumed return: 8% (reduced to 5.5% after taxes)
- Value at age 70: \$4,389,000
- Long-term capital gains tax: 20% on \$1,815,000 gain
- Taxes owed: \$363,000

- **After-tax value: \$4,026,000**

Strategy #3: Indexed Universal Life (IUL)

- Annual contribution: \$100,000 (after-tax)
- Assumed return: 7.5% (after policy costs, with 0% floor protection)
- Cash value at age 70: \$6,127,000
- Tax-free loan access: \$6,127,000
- Taxes owed: \$0
- **After-tax value: \$6,127,000**
- **Plus death benefit: \$3,000,000 (tax-free to heirs)**

Strategy	Net Contributions	Final Value	Taxes Paid	Net to You
401(k)	\$2,500,000	\$7,396,000	\$2,736,520	\$4,659,480
Brokerage	\$1,575,000	\$4,389,000	\$363,000	\$4,026,000
IUL	\$2,500,000	\$6,127,000	\$0	\$6,127,000

THE WINNER: IUL delivers \$1,467,520 more than the 401(k) and \$2,101,000 more than the brokerage account—all while providing complete creditor protection and a \$3M death benefit to your heirs. The tax savings alone justify the strategy.

SCENARIO #2: Tax Rates Increase

What if tax rates go up? Many economists predict this is inevitable given rising national debt. Let's rerun the numbers assuming 45% tax rates at retirement instead of 37%.

Strategy	Before Tax	Tax Rate	Taxes Paid	Net After-Tax
401(k) at 37%	\$7,396,000	37%	\$2,736,520	\$4,659,480
401(k) at 45%	\$7,396,000	45%	\$3,328,200	\$4,067,800
IUL (any rate)	\$6,127,000	0%	\$0	\$6,127,000

With higher tax rates, the 401(k) delivers only \$4,067,800 after-tax—making the IUL advantage even more dramatic. You'd have **\$2,059,200 more** with IUL. And remember: IUL is immune to tax rate changes. Even if rates go to 50%, 60%, or 70%, your distributions remain 100% tax-free.

CHAPTER 6

Case Studies by Profession

Real-world examples of how professionals are using IUL strategies to protect and grow wealth.

CASE STUDY #1: DR. SARAH MARTINEZ, ORTHOPEDIC SURGEON

Profile

Age: 46

Income: \$850,000/year

Exposed Assets: \$3.2M (401k, brokerage, home equity)

The Threat

Previous lawsuit: \$180K settlement (despite insurance)

New surgery complication: Patient threatening \$2.7M lawsuit

The IUL Strategy

Initial contribution: \$500,000 (repositioned from brokerage)

Annual premiums: \$100,000/year

Protection: All assets now creditor-protected

Results After 4 Years

Total contributed: \$900,000

Current cash value: \$985,000

Projected value (age 65): \$4.1M tax-free

Lawsuit outcome: Settled for \$85K (IUL untouched)

Key Takeaway: By repositioning exposed assets into an IUL policy *before* the lawsuit was filed, Dr. Martinez protected \$985,000 from creditors. The plaintiff's attorney couldn't touch her IUL cash value. She settled for pennies on the dollar and protected her family's financial future.

CASE STUDY #2: MICHAEL CHEN, TRIAL ATTORNEY

Profile

Age: 52

Income: \$750,000/year

Exposed Assets: \$2.8M (taxable accounts, real estate)

The Threat

High-profile cases: Made him a target for counter-suits

Tax burden: Paying \$280K/year in taxes

The IUL Strategy

Total contribution: \$1.2M over 6 years

Annual premiums: \$200,000/year

Strategy: Max-funded policy for cash accumulation

Results (Current)

Current cash value: \$1.38M

Tax-free access: \$95K/year (equivalent to \$158K pre-tax)

Protection: 100% creditor-protected

Tax savings: \$35K/year (from tax-free distributions)

Key Takeaway: Michael now accesses \$95,000/year tax-free from his policy—equivalent to \$158,000 in pre-tax income. He's saving \$35,000/year in taxes while building a protected nest egg that's untouchable by creditors. His assets are completely off-limits to judgment creditors.

CASE STUDY #3: PATRICIA RODRIGUEZ, REAL ESTATE DEVELOPER

Profile

Age: 49

Income: \$450,000/year

Exposed Assets: \$1.9M (real estate equity, cash)

The Crisis

Partnership dissolved: Ex-partner filed \$2.7M lawsuit

Timeline: Lawsuit filed Monday morning

Assets at risk: All personal assets exposed

The Emergency Strategy

Friday before lawsuit: Emergency consultation

Saturday transfer: \$620,000 moved to IUL policy

Monday lawsuit filed: Assets now protected

Final Outcome

Lawsuit settled for: \$40,000 (vs. \$2.7M claim)

Protected amount: \$620,000 (unreachable)

Wealth retained: 94% of assets saved

Current cash value: \$695,000 (after 3 years growth)

Key Takeaway: Even last-minute protection can work (though earlier is always better to avoid fraudulent transfer challenges). Patricia's emergency repositioning saved her from financial ruin. The lawsuit eventually settled for \$40K instead of \$2.7M because the plaintiff's attorney knew they couldn't access the protected IUL cash value.

CRITICAL TIMING NOTE: Asset protection must be in place BEFORE trouble starts. Courts can reverse "fraudulent transfers" made after a claim arises. Patricia was fortunate the lawsuit was filed just after her transfer. Don't wait—protect your assets today while the threat is theoretical, not actual.

CHAPTER 7

Implementation Strategies

Now that you understand the power of IUL, let's discuss implementation. The right approach depends on your age, income, assets, and goals.

STRATEGY #1: THE WEALTH PROTECTOR

Best For: Professionals with \$500K+ in exposed assets who need immediate protection.

- **Approach:** Reposition exposed assets (brokerage accounts, excess cash) into a max-funded IUL policy.
- **Timeline:** Can be implemented within 2-4 weeks.
- **Initial Contribution:** \$250K-\$1M+ lump sum, plus ongoing annual premiums.
- **Primary Goal:** Immediate creditor protection while building tax-free retirement income.
- **Ideal Candidates:** Surgeons, trial attorneys, business owners facing active litigation risk.

STRATEGY #2: THE RETIREMENT MAXIMIZER

Best For: High earners (age 35-55) focused on building tax-free retirement income.

- **Approach:** Consistent annual premiums of \$50K-\$200K/year for 10-20 years.
- **Timeline:** Long-term strategy (15-30 years).
- **Primary Goal:** Accumulate \$2M-\$10M in tax-free cash value for retirement.
- **Secondary Benefit:** Complete creditor protection as you build wealth.
- **Ideal Candidates:** Physicians, executives, business owners with stable high income.

STRATEGY #3: THE TAX ERASER

Best For: Professionals paying \$100K+ annually in taxes who want tax optimization now.

- **Approach:** Redirect money currently going to taxes into IUL premiums.

- **Example:** If you're paying \$150K/year in taxes on brokerage gains, move that money to IUL for tax-free growth.
- **Primary Goal:** Eliminate annual tax drag and maximize net returns.
- **Timeline:** Immediate tax benefits, long-term wealth accumulation.
- **Ideal Candidates:** High earners with significant taxable investment income.

STRATEGY #4: THE ESTATE BUILDER

Best For: Wealth transfer to next generation while avoiding estate taxes and probate.

- **Approach:** Large death benefit combined with cash value accumulation.
- **Benefit:** \$2M-\$10M tax-free to heirs, bypassing probate and estate taxes.
- **Timeline:** Permanent protection; policy stays in force for life.
- **Primary Goal:** Generational wealth transfer without government confiscation.
- **Ideal Candidates:** High net worth professionals planning legacy for children/grandchildren.

CHOOSING YOUR POLICY STRUCTURE

IUL policies can be structured differently based on your priorities:

Structure Type	Death Benefit	Cash Value Focus	Best For
Minimum Death Benefit	Lower	Maximum	Retirement income focus
Balanced	Moderate	Moderate	Equal protection & income
Maximum Death Benefit	Higher	Lower	Estate planning focus

THE IMPLEMENTATION PROCESS

Step 1: Initial Consultation: Review your financial situation, liability exposure, and goals. Determine if IUL is appropriate for your circumstances.

Step 2: Design & Illustration: Work with specialist to design optimal policy structure. Review detailed illustrations showing projections for your specific situation.

Step 3: Underwriting: Complete health questionnaire and any required medical exams. Process typically takes 2-4 weeks depending on health history.

Step 4: Policy Issue: Once approved, policy is issued. You have 30-day free look period to review and ensure it meets expectations.

Step 5: Funding: Make initial premium payment. Set up ongoing premium schedule if using regular contribution strategy.

Step 6: Annual Reviews: Meet yearly to review policy performance, adjust premiums if needed, and ensure strategy remains aligned with goals.

TIME TO PROTECTION: From initial consultation to policy in force: typically 3-6 weeks. Your assets become creditor-protected the moment the policy is issued and funded. Don't delay—every day without protection puts your wealth at risk.

CHAPTER 8

State-by-State Creditor Protection Laws

Life insurance creditor protection varies by state. Here's a comprehensive overview of protection levels across the United States. Note: Laws change frequently—consult with a licensed professional for current regulations in your state.

EXCELLENT PROTECTION STATES

These states provide the strongest creditor protection for life insurance cash values, with few or no dollar limitations:

Alaska • Arizona • Florida • Kansas • Michigan • Minnesota • Missouri • Nevada • New Mexico • North Carolina • Ohio • Oklahoma • Rhode Island • South Carolina • Tennessee • Texas • Virginia • Washington • Wisconsin

GOOD PROTECTION STATES

These states offer solid protection with some limitations (typically amount limits or exemption requirements):

Alabama • Arkansas • California • Connecticut • Georgia • Illinois • Indiana • Iowa • Kentucky • Louisiana • Maine • Maryland • Massachusetts • Nebraska • New Hampshire • New Jersey • North Dakota • Oregon • Pennsylvania • South Dakota • Vermont • West Virginia • Wyoming

LIMITED PROTECTION STATES

These states have more restrictions on life insurance protection:

Colorado • Delaware • Hawaii • Idaho • Mississippi • Montana • New York • Utah

DETAILED PROTECTION EXAMPLES

State	Protection Level	Key Details
California	Good	Protected from creditors if beneficiary is spouse/child/dependent

Florida	Excellent	Unlimited protection for cash value and death benefit
New York	Limited	\$5,000 exemption; additional protection if beneficiary is spouse/child
Texas	Excellent	Unlimited protection; strongest in the nation
Illinois	Good	No specific dollar limit; reasonably necessary for support

IMPORTANT CONSIDERATIONS

- **Named Beneficiary Requirement:** In most states, protection requires naming a spouse, child, or dependent as beneficiary.
- **Reasonableness Test:** Some states require cash value be 'reasonable and necessary' for support.
- **Federal Bankruptcy:** Federal bankruptcy law provides separate protection—up to \$15,750 per policy (indexed for inflation).
- **Exemption Planning:** Policies should be structured with state exemption laws in mind from the beginning.
- **Multi-State Considerations:** If you move states, protection may change. Choose carriers licensed in multiple states.

LEGAL ADVICE REQUIRED: This information is general and educational only. State laws change, and your specific situation may have unique considerations. Always consult with a licensed attorney in your state regarding creditor protection planning. An IUL specialist can work with your attorney to structure your policy for maximum protection.

CHAPTER 9

Your Personal Tax Savings Calculator

Use these worksheets to calculate your potential tax savings with an IUL strategy compared to your current approach. This will help quantify the actual dollar impact on your retirement.

WORKSHEET #1: CURRENT SITUATION

Category	Amount
Current Age	_____
Target Retirement Age	_____
Annual Savings/Investment	\$_____
Current Tax Bracket	_____%
Current Investment Type	■ 401(k) ■ IRA ■ Brokerage ■ Other
Estimated Annual Return	_____%
Current Account Balance	\$_____

WORKSHEET #2: 25-YEAR PROJECTION COMPARISON

	401(k)/IRA	Taxable Account	IUL Strategy
Total Contributions	\$ _____	\$ _____	\$ _____
Expected Growth Rate	_____%	_____%	_____%
AT RETIREMENT:			
Projected Account Value	\$ _____	\$ _____	\$ _____
Minus: Income Taxes Owed	\$ _____	\$ _____	\$0
Net After-Tax Value	\$ _____	\$ _____	\$ _____
ANNUAL RETIREMENT INCOME:			
Gross Distribution	\$ _____	\$ _____	\$ _____

Minus: Taxes on Distribution	\$ _____	\$ _____	\$0
Net After-Tax Income	\$ _____	\$ _____	\$ _____
TOTAL LIFETIME TAXES PAID:	\$ _____	\$ _____	\$0

CALCULATION NOTES:

- **401(k)/IRA Taxes:** Multiply account value by your expected tax rate at retirement (typically 37-45% for high earners).
- **Taxable Account Taxes:** Factor in annual tax drag (reduces effective return by ~2-3%) plus 20% long-term capital gains on appreciation.
- **IUL Distributions:** Policy loans are tax-free. No taxes owed regardless of account value or distribution amount.
- **Growth Assumptions:** 401(k): 7-9% | Taxable: 5-7% (after tax drag) | IUL: 6-8% (after policy costs, with 0% floor).

TAKE ACTION: Complete these worksheets, then schedule a consultation to get precise illustrations for your specific situation. The difference in your retirement outcome could be \$1M+ in additional tax-free wealth. This isn't theory—it's math.

CHAPTER 10

Next Steps: Taking Action

You now understand the power of IUL for asset protection, tax elimination, and wealth accumulation. The question is: what happens next? Knowledge without action produces no results. Here's your roadmap to implementation.

IMMEDIATE ACTION STEPS (NEXT 7 DAYS)

1. Complete Your Liability Exposure Worksheet:

Calculate your total exposed assets using the worksheet in Chapter 3. If you have \$500K+ in exposed assets, protection should be a top priority.

2. Calculate Your Tax Savings Potential:

Use the calculator in Chapter 9 to project your potential tax savings. Most high earners save \$500K-\$2M+ over their lifetime with IUL.

3. Schedule Your Strategy Consultation:

Book a confidential call with an IUL specialist to discuss your specific situation. Come prepared with questions about your profession, age, income, and goals.

4. Gather Financial Documents:

Collect recent tax returns, current investment statements, and details on existing life insurance. This allows for accurate analysis.

SHORT-TERM ACTIONS (NEXT 30 DAYS)

Review Custom Illustrations: Work with specialist to create illustrations showing projected values for your specific age, health, and contribution amounts.

Consult Your Advisors: Discuss strategy with your CPA, attorney, or financial advisor. A good IUL specialist will facilitate these conversations.

Complete Underwriting: If moving forward, complete health questionnaire and any required medical exams. Most professionals qualify for preferred rates.

Begin Asset Repositioning: Identify which assets to reposition first. Typically: excess cash, taxable brokerage, or underperforming investments.

LONG-TERM SUCCESS (ONGOING)

- **Annual Policy Reviews:** Meet yearly to review performance, adjust premiums, and ensure alignment with changing goals.
- **Premium Optimization:** Adjust contributions based on income changes, bonus income, or market conditions.
- **Distribution Planning:** As retirement approaches, create a tax-free distribution strategy to maximize efficiency.
- **Estate Coordination:** Update beneficiaries and coordinate with overall estate plan as life circumstances change.

COMMON QUESTIONS ANSWERED

Q: What if I'm already being sued?

Transferring assets after a claim arises can be deemed a fraudulent transfer. However, consultation is still valuable—there may be strategies available depending on timing and circumstances.

Q: Can I have both a 401(k) and IUL?

Absolutely. Many professionals max out their 401(k) for the employer match, then contribute additional amounts to IUL for tax-free growth and creditor protection.

Q: What if my health isn't perfect?

Most professionals qualify. Minor health issues rarely disqualify you. Preferred rates require good health, but standard rates are still available with moderate health issues.

Q: How much should I contribute?

This depends on your income, goals, and timeline. Typical range: \$50K-\$250K annually for high earners. Minimum is usually \$25K-\$50K/year for meaningful cash value accumulation.

Q: What if I need to stop making premiums?

Flexible premium structure allows you to reduce, suspend, or increase contributions based on circumstances. The policy remains in force as long as cash value covers costs.

THE COST OF INACTION

Here's what happens if you do nothing:

- Your assets remain vulnerable to lawsuits, judgments, and creditor claims
- You'll pay 37-40% (or more) in taxes on your retirement accounts
- Your wealth remains exposed to market crashes with no floor protection
- Your heirs will face probate delays and potential estate taxes
- Every year of delay costs you compounding tax-free growth

The professionals who thrive are the ones who act decisively. They don't wait for the perfect time—they create it. They don't wait for trouble to start—they protect before it arrives.

YOUR NEXT STEP: Schedule your confidential strategy consultation today. No cost, no obligation—just clarity on how IUL can protect your wealth and create tax-free retirement income. Your financial future is too important to leave vulnerable.

Contact Live Like Couple B LLC:

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Schedule your consultation today. Your wealth deserves protection.