

WHOLE LIFE INSURANCE

See two ways to use Prestige 20 Pay

Ohio National has added Prestige 20 Pay to its whole life lineup, joining other limited pay products Prestige 10 Pay II and Prestige Max III (paid up at 65). With a premium period of 20 years, it can be a flexible solution for clients seeking a paid-up policy. Look at these scenarios where Ohio National's 20 Pay can make sense.

Neil: Successful, married executive with goals for tomorrow

Neil, 44, has entered the prime earning years of his career in a good place, being promoted as an executive vice president of a successful IT consulting firm. While Neil and his wife Nina are still many years from their retirement, they want to be certain that all their hard work results in a comfortable future income. Because of this financial goal, Neil has been maximizing his contributions through his company's qualified retirement savings plan, but his increased salary means he has even more ability to save for the future.

Neil's goal: Find a tax advantaged savings vehicle that provides protection today and flexibility in his retirement years

Solution: Ohio National's Prestige 20 Pay could be a great fit for Neil. With the 20 Pay he will:

- Own a policy that becomes paid-up right before he plans to retire
- Enter his retirement years having built cash value for rainy day needs
- Have a policy unaffected by market downturns
- Be able to access his policy cash value when market drops make withdrawals from other plans, like his 401(k), unattractive



Product spotlight: Preferred loan feature

Ohio National's 20 Pay has a preferred loan rider available at the later of age 65 or 20 years after the policy is issued. This feature gives Neil the ability to access more of his cash value, due to lower loan rates after the policy is paid up.

Important consideration: Death benefit protection

Neil is the kind that likes to dot all his i's and cross his t's. Another key benefit of Ohio National's 20 Pay he would appreciate is the potentially tax-free death benefit that his wife Nina would receive should he die before reaching his retirement years.



Rich and Joan: Wealthy, retired couple now full-time grandparents

Rich, 67, and Joan, 64, turned years of hard work into a very comfortable retirement. Rich's years as a sales executive and Joan's career as a small business owner built a solid nest egg. After becoming empty nesters and selling her business, Joan and Rich looked forward to years of travel and leisure.

But the unexpected happened with the arrival of Isabella, their first grandchild. Their retirement picture quickly changed from cruises and golf to playdates and hide-and-seek. Rich and Joan wouldn't have it any other way. Both of them want to use their hard earned wealth to build a foundation for Isabella when she grows up and hopefully have the chance to see her enjoy it.

Rich and Joan's goal: Provide their granddaughter with a solid financial future

Solution: Prestige 20 Pay could be a great option for Rich and Joan to give Isabella. With the 20 Pay, Rich and Joan can gift the premiums on the policy with Isabella as the insured. This will:

- Allow Rich and Joan to gift a whole life policy to Isabella that is paid up in her early twenties
- Provide death benefit protection for Isabella as she starts on her own
- Establish a solid financial foundation for Isabella with a policy not affected by market downturns



Product spotlight: Guaranteed Insurability Option (GIO) Rider

Prestige 20 Pay has a Guaranteed Insurability Option Rider that will allow Isabella to purchase additional life insurance to increase her protection and financial potential regardless of her future health.

Additional consideration: Gifting limits

The Tax Cuts and Jobs Act of December 2017 made significant changes to gift taxes, with the annual gift tax exclusion amount of \$15,000 per person. This gives Rich and Joan the possibility to gift \$30k annually to a trust to buy the policy on Isabella.

Contact the FASTeam at 877.665.2468 (Option 3) to see Prestige 20 Pay in action.

Whole life insurance is issued by The Ohio National Life Insurance Company. Guarantees are based on the claims-paying ability of the issuer. Dividends are not guaranteed. Products, product features, and rider availability vary by state. The issuer is not licensed to conduct business in New York.

The Ohio National Life Insurance Company

One Financial Way | Cincinnati, Ohio 45242 | 513.794.6100 | ohionational.com
Post Office Box 237 | Cincinnati, Ohio 45201-0237

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