



# Advanced Planning Strategies for Your Older Clients

2025



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# Today, we'll cover:

- 1 Estate, liquidity, and tax planning
- 2 Charitable giving
- 3 Long-term care needs
- 4 Underwriting




# The problem

Older clients are oftentimes **not considered** for life insurance

Clients assume they're **not healthy enough** to get underwritten

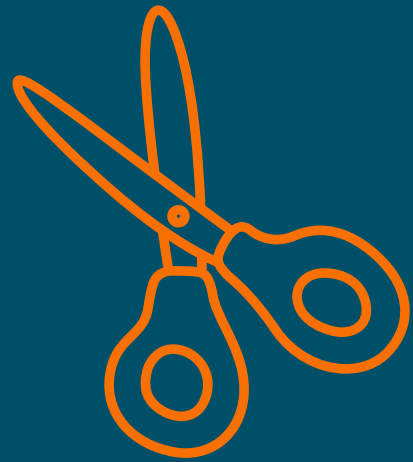
Many advisors are **unaware** of the ways life insurance can benefit older clients

Clients believe life insurance would be **too expensive** at their age





# Help your clients use life insurance to **do more.**



Reduce  
estate taxes



Protect  
their family

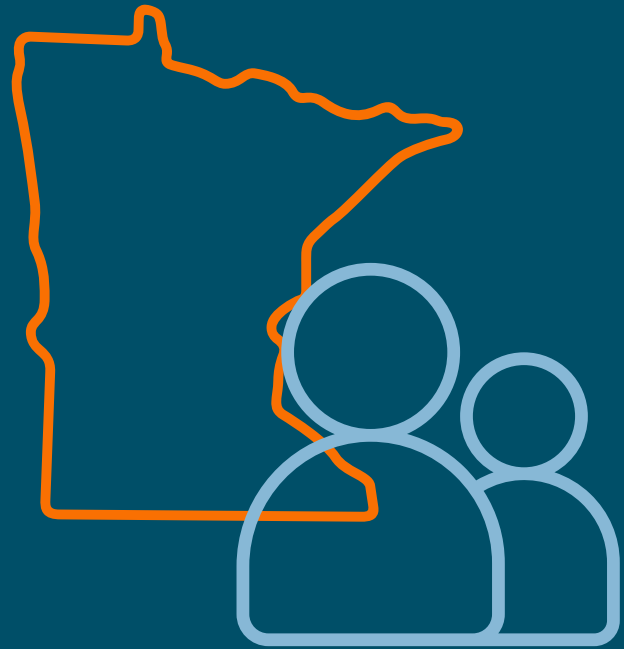


Give  
generously

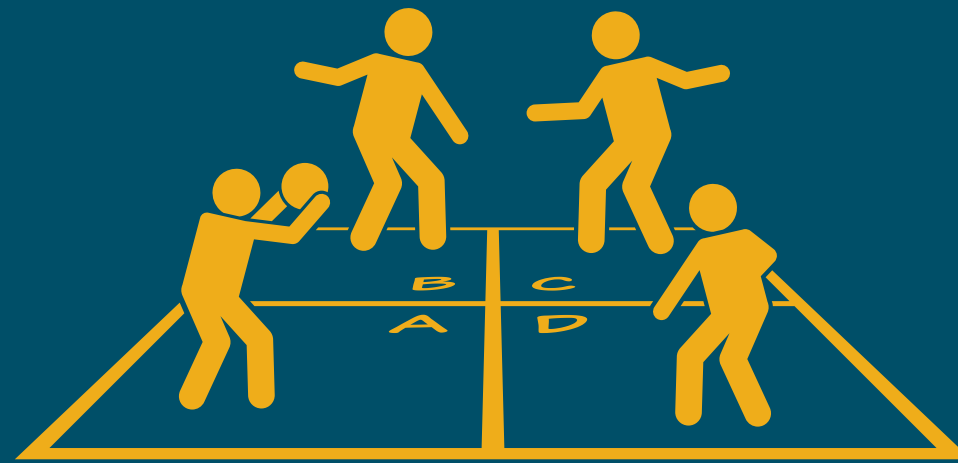
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# Creating liquidity for **estate taxes** or **estate equalization**

# Tom and Mary Jones



70-year-old couple  
in Minnesota



Four kids



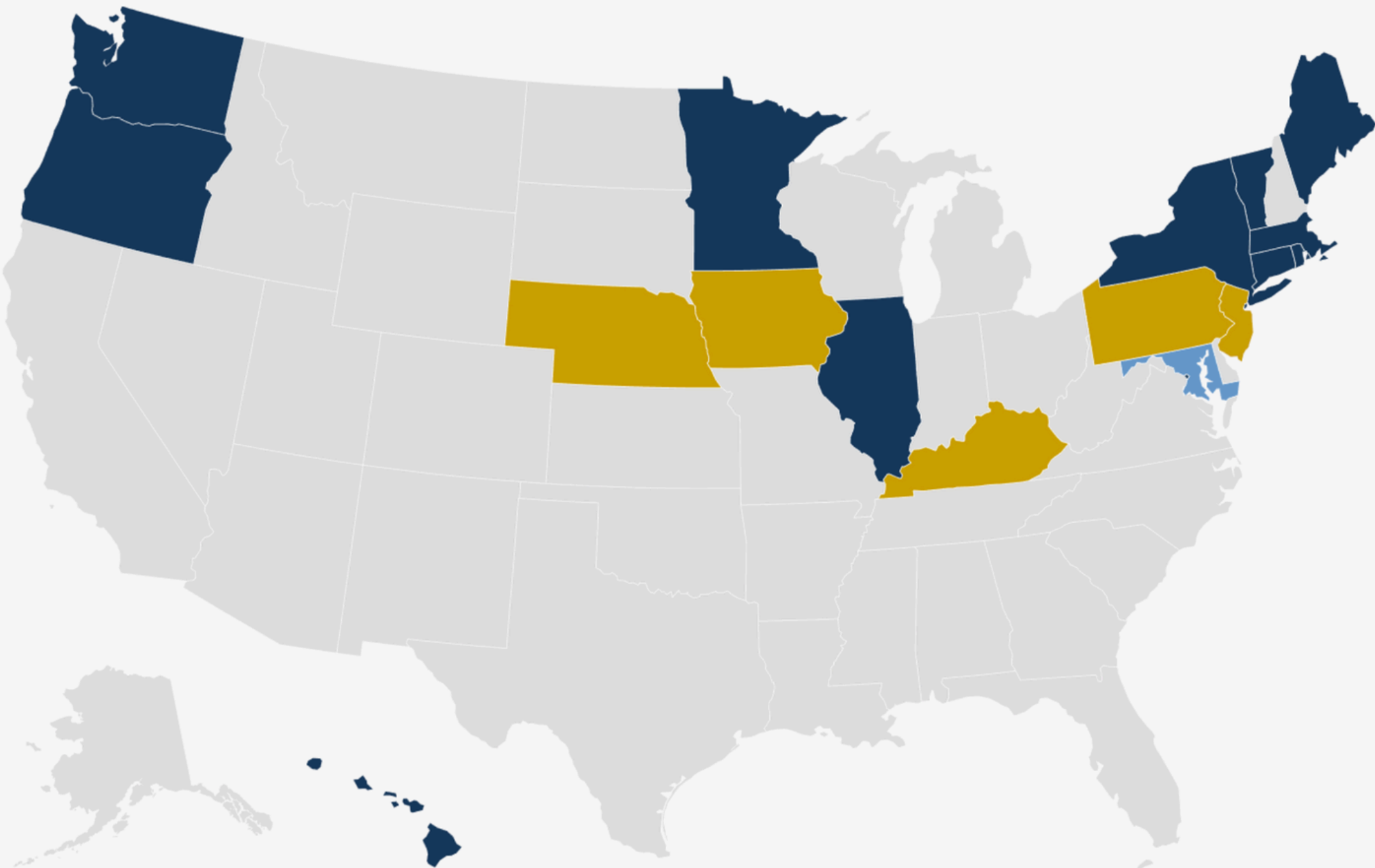
Own a farm worth  
\$15 million with \$1  
million annual cash  
flow



# Does Your State Have an Estate or Inheritance Tax?

*State Estate & Inheritance Tax Rates and Exemptions in 2024*

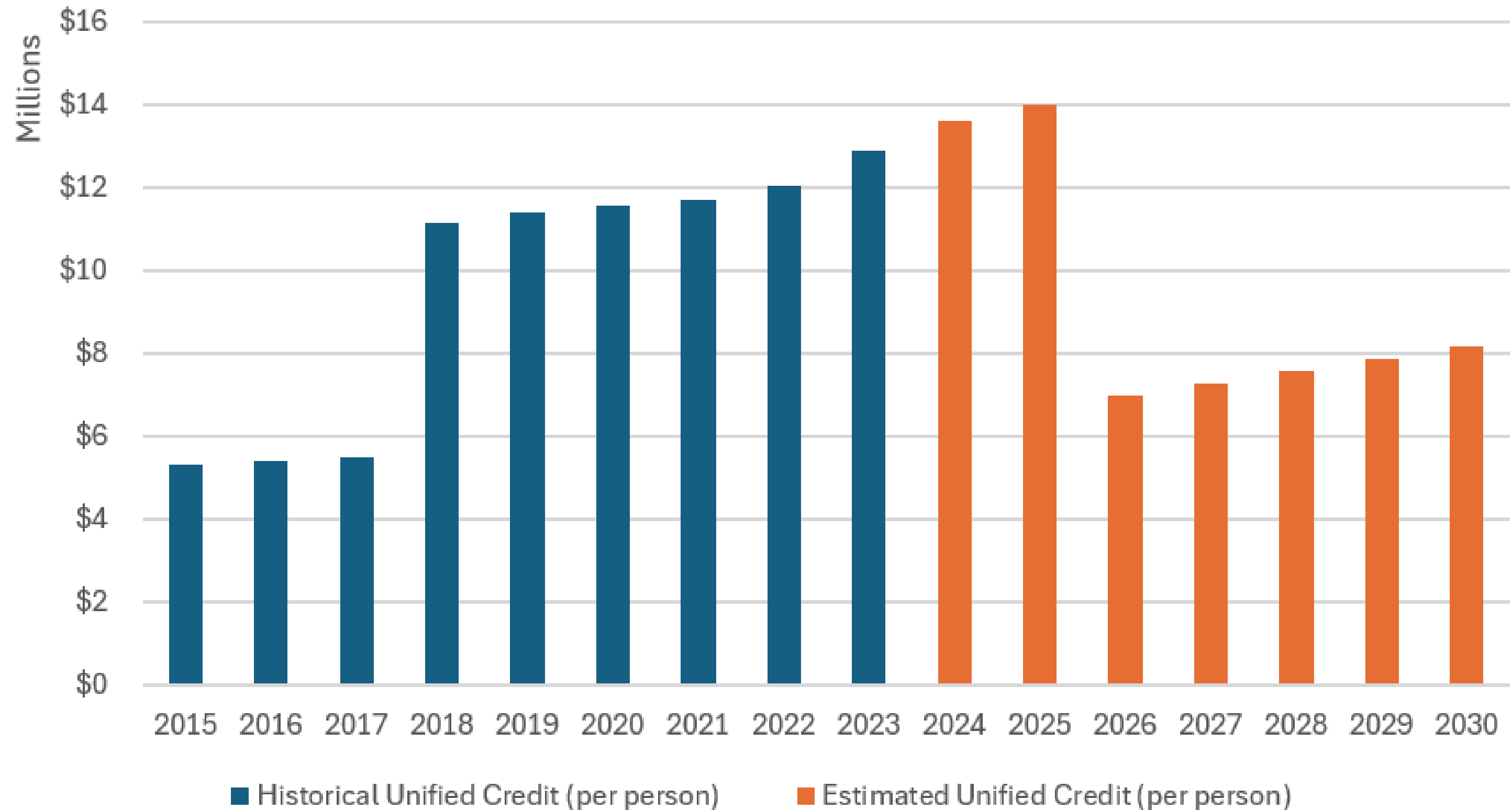
■ State Has an Estate Tax ■ State Has an Inheritance Tax ■ State has both an Estate Tax & Inheritance Tax



**Minnesota estate tax**

13% over \$3 million  
(per person)

## Unified Credit / Estate Tax Exemption Over Time



# What happens when they pass?

They owe \$1,170,000  
to Minnesota

&

They could owe  
\$2,000,000 in federal  
estate tax

★ How do the  
taxes get paid?

★ Will they have to  
sell the farm?

★ What if one child  
wants to keep the  
farm?



# If something were to happen today...



**Farm:**  
**\$15 million**



**Estate tax due to  
state and fed:**  
**\$3.17 million**

# Setting up an ILIT

**Estate**

\$15 million farm



**ILIT**

\$52,000/year  
(.35% of estate)

\$3,170,000  
in the ILIT

2

Supporting philanthropic causes  
with life insurance



ANNE





# Anne's Situation

Receives significant income from her pension and social security



Donates \$400/week to her church



The church cannot afford renovations and she wants to help





# Her Ongoing Support



The church depends on  
Anne's regular donations



She also volunteers and  
supports church operations



# The Strategy

## Current scenario

Anne continues to donate \$400/week to her church

## Planned giving

- Working with Anne, the church purchases a GUL policy on her life
- Her weekly donations are redirected to pay the premium

**The church will now receive \$1 million upon her passing**

# The Legacy



Church receives \$1  
million at Anne's passing



Funds cover full  
renovation



The church honors  
Anne with a memorial  
garden for her family  
to visit

3

# Protecting families from future care expenses

# Maria and Jesse

Married,  
both 71 years old

\$2 million in  
retirement assets

Social Security + small  
withdrawals from nest egg

Want to pass \$2m to  
their children

# Future Care Needs

Maria's 92-year-old mother has spent five years in memory care, **depleting her savings**.

**Now, Maria worries that the same thing could happen to her family.**





# LTC Insurance: A Costly “What If?”

\$25k/year for the next 20 years = \$500k

If **care is needed** = a smart investment

If **care isn't needed** = \$500k less is passed to their children

# Financial Advisor Recommendation

Their advisor recommended looking into  
**life insurance with a long-term care rider**

They can purchase a policy with \$500k death benefit

Jesse's premium \$19,060/year

Maria's premium \$17,400/year

## **Current Scenario (no action taken)**

### **No LTC event**

\$2,000,000 estate at  
death

### **LTC event**

\$500k to \$1,000,000  
estate at death

## **Purchase LTC policy**

### **No LTC event**

\$1,500,000 estate at  
death

### **LTC event**

\$1,500,000 estate at  
death

## **Purchase life policy with LTC rider**

### **No LTC event**

\$2,500,000 estate at  
death

### **LTC event**

\$1,750,000 estate at  
death

# How Core Helps

## Underwriting

- Quick quote
- Full informal underwriting
- The best underwriting advice is just a phone call away

## Advanced Support

- Your team at Core
- Rob Wellendorf
- Phil Vogel

# STRENGTHEN YOUR ADVISORY SKILLS WITH ACTUARIAL INSIGHTS TO **DELIVER FINANCIAL CERTAINTY**



Dan  
Head Actuary

Tim  
Head Sales

## 2025 Intel Dates:

- ★ July 17-18
- ★ September 18-19
- ★ November 6-7

*Join Us  
Today!* ★



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