

# LIFE INSURANCE: A VERSATILE TOOL

Life insurance goes far beyond traditional estate planning or income replacement. From tax-deferred investing to business continuity, it's one of the most versatile tools in financial planning. There are four innovative ways affluent families and business owners use life insurance:

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## RETIREMENT FUNDING

Life insurance is unique in that the cash value grows on a tax-deferred basis, while also providing tax-free distributions in the forms of withdrawals and loans.

## TAX-DEFERRED INVESTING

Many types of policies are available for various investment objectives and risk tolerances. Even some alternative asset classes are available in insurance policies.

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## CHARITABLE GIVING

Clients who are charitably inclined often use life insurance to replace the wealth that they donate to important causes. Depending on the charitable gift strategy, sometimes the life insurance premiums are provided by the income stream or tax deductions from the plan.

## BUSINESS PLANNING

Life insurance is commonly used to protect a business against the loss of key employees, to provide funding to buy business interests from the heirs of a deceased business owner, and to provide supplemental benefits to executives and owners.

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**TENZING**  
INSURANCE STRATEGIES