



Tax Efficiency Checklist

KEY: In the upper boxes of the Purpose columns, enter either **ST** (Short-Term Savings), **LT** (Long-Term Savings) or **AT** (Asset Transfer). In the lower boxes, enter either Retirement, Education or Other.

Tax Now (see disclosures)			Tax Later (see disclosures)			Tax Never* (see disclosures)		
	Amount	Purpose		Amount	Purpose		Amount	Purpose
Savings ¹		IRAs ^{3,4,5}			Roth IRAs ^{5,7}			
Checking ¹		401(k), 403(b) and Other Pension Plan Assets ^{3,4,5}			Roth 401(k) ^{5,7}			
CDs ¹					Municipal Bonds ⁸			
Mutual Funds ¹		Variable Annuities ^{3,5}			Whole Life Insurance Cash Value ⁹			
Stock Dividends ¹		Fixed Annuities ^{3,5}			Variable Universal Life Insurance Cash Value ⁹			
Bonds ¹		Stocks ¹			Universal Life Insurance Cash Value ⁹			
U.S. Treasuries ^{1,2}		U.S. Savings Bonds ⁶			Other			
Other		Other						
TOTAL			TOTAL			TOTAL		

¹Any interest, dividends or capital appreciation is subject to taxation when realized.

²U.S. Treasuries are generally exempt from state and local income tax.

³Gains subject to income tax when withdrawn.

⁴Generally funded with pre-tax dollars.

⁵Distributions prior to age 59½ may incur a 10% premature distribution penalty; all distributions may incur surrender charges.

⁶Generally exempt from state income tax. Special tax benefits may apply.

⁷Funded with after-tax dollars; gains may be tax-free.

⁸Interest is free from federal income tax; may be subject to state income tax, federal alternative minimum tax and capital gains tax.

⁹The primary purpose of life insurance is for the death benefit protection. Withdrawals may be available income-tax-free to the extent of basis. Lifetime distributions of the cash value are subject to possible income taxation and penalties, could reduce the death benefit, and could cause the contract to lapse.

*The withdrawal of dividends or the amount of a loan or partial surrender may be subject to ordinary income taxes.

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Use the checklist on page one to uncover assets that may be best positioned to help you reach your financial goals. Keep in mind that the checklist only considers income tax treatment of the listed assets, which also may be subject to state and federal estate and/or inheritance tax.

Time diversification

If you project your life on a timeline, there are a number of short- and long-term goals that you will likely be planning and saving for, like a new home, college education for your children, retirement, travel or charitable giving.

How and when you plan to use the money are important factors in deciding the most tax-efficient type of investment to help you reach your goals.

Investment diversification

Investment diversification is the process of allocating investments across a variety of asset classes. Diversification alone cannot protect against losses in a declining market, but it can be an effective way to minimize risk and protect you from inflation. As such, it is an important component for investors who have multiple goals with different time horizons.

Income tax diversification

Income tax diversification helps you position your assets more income-tax-efficiently and increase your total spendable income. Different types of investments are taxed at different times. For example:

- **Tax Now** assets are liquid and are best positioned for current, short-term needs. They include savings and checking accounts, certificates of deposit and U.S. Treasuries.
- **Tax Later** assets are generally earmarked for longer-term needs, like college and retirement funding. They include qualified plans, traditional IRAs and annuities.
- **Tax Never** assets generally offer preferential income-tax treatment on the accumulated value and its distribution. They include Roth IRAs, municipal bonds and life insurance, and are funded with after-tax dollars.

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