

# Tax diversification can help maximize income



Everyone wants to maximize cash flow — especially in retirement when you want to make sure you can maintain your current lifestyle. One way to do this is by minimizing taxes through diversification of your assets.

Bonus plans for you and/or your key employees have funding options that have varying tax implications. So, as you consider a plan from Principal®, it's a good idea to look carefully at those options to get a better idea of the potential tax outcomes.

## You have options

Let's compare three different funding assets for your bonus plan to another likely source of retirement income — a 401(k) plan.

	Bonus plan financing options			
	401(k) plan	Mutual fund	Deferred annuity	Life insurance
<b>At time of contribution</b>				
Income taxable	No	Yes	Yes	Yes
FICA taxes apply	Yes <sup>1</sup>	Yes <sup>2</sup>	Yes <sup>2</sup>	Yes <sup>2</sup>
<b>Growth</b>				
Tax deferred	Yes	No	Yes	Yes
<b>At time of distribution</b>				
Income taxable	Yes	Yes <sup>3</sup>	Yes (LIFO) <sup>4</sup>	No (FIFO) <sup>5</sup>
Capital gains apply	No	Yes <sup>3</sup>	No	No
<b>Tax to heirs</b>				
Income taxable	Yes	No	Yes	No

LIFO: Last in, first out  
 FIFO: First in, first out

The above comparison provides an overview of the possible tax outcomes and is provided for educational and informational purposes only. It is not intended to provide a complete comparison of all asset types nor make life insurance appear to be an alternative to traditional retirement vehicles. Specific situations may vary and should be discussed with your professional tax advisor.



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<sup>1</sup> Employer contributions to a qualified plan are excluded from the definition of “wages” under Social Security and are not subject to Social Security taxes.

<sup>2</sup> If business is an S corporation, FICA applies only if W-2 compensation is used.

<sup>3</sup> Mutual funds pass their dividends, interest, and capital gains to their shareholders. Capital gain or loss may also be recognized upon sale of mutual funds shares. To the extent the funds are invested in tax-exempt bonds, interest may be federal and/or state income tax-free.

<sup>4</sup> Withdrawals may be subject to surrender charges, and are taxable as ordinary income to the extent of the gain in the contract. Withdrawals prior to age 59½ may be subject to a 10% penalty.

<sup>5</sup> Withdrawals are generally tax-free until cost basis has been recovered. Thereafter, policy loans are generally tax-free unless the policy lapses. Withdrawals and loans will reduce the policy cash surrender value and net death benefit and may cause the policy to lapse. Lapse of a life policy may cause loss of death benefit and adverse income tax consequences. A life insurance policy classified as a modified endowment contract (MEC) will have less favorable tax treatment during the life of the insured compared to other life insurance (non-MEC policies). Such tax treatment would be similar to tax treatment of a deferred annuity.

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