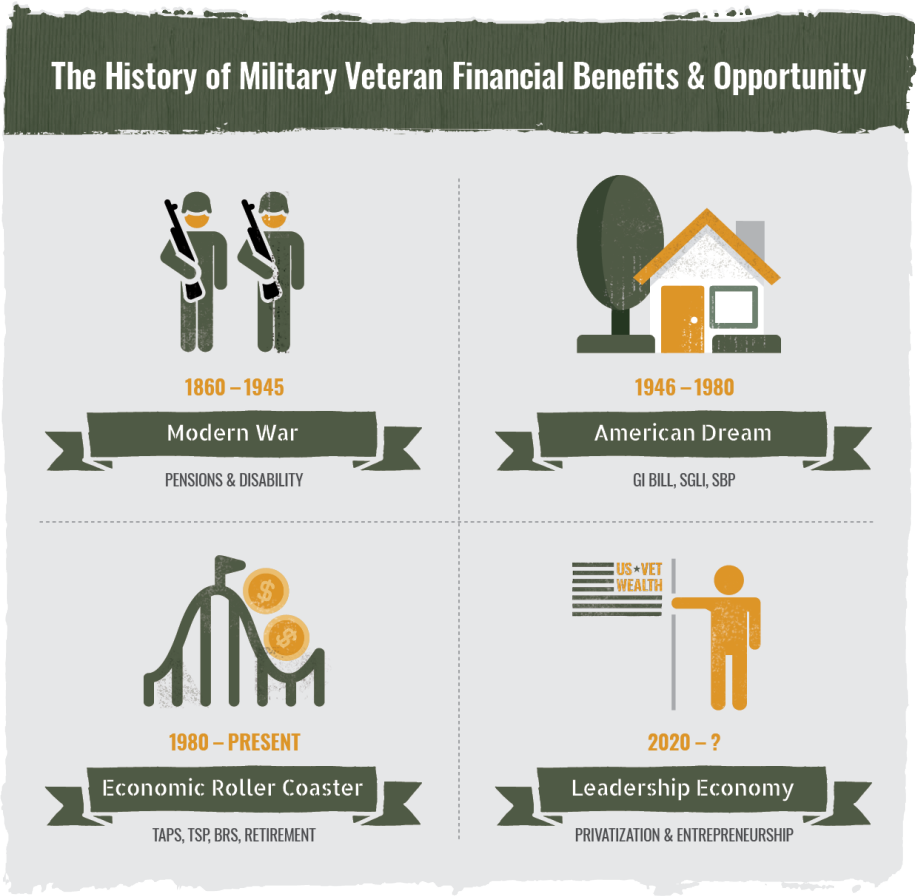
THE BETTER SURVIVOR BENEFIT PLAN ALTERNATIVE

How to Protect Your Pension,
Avoid Sunken Costs and Use
Modern Life Insurance To Guarantee
a Return On Investment
(even if you don't die early!)

US ★ VET
WEALTH

SUMMARY

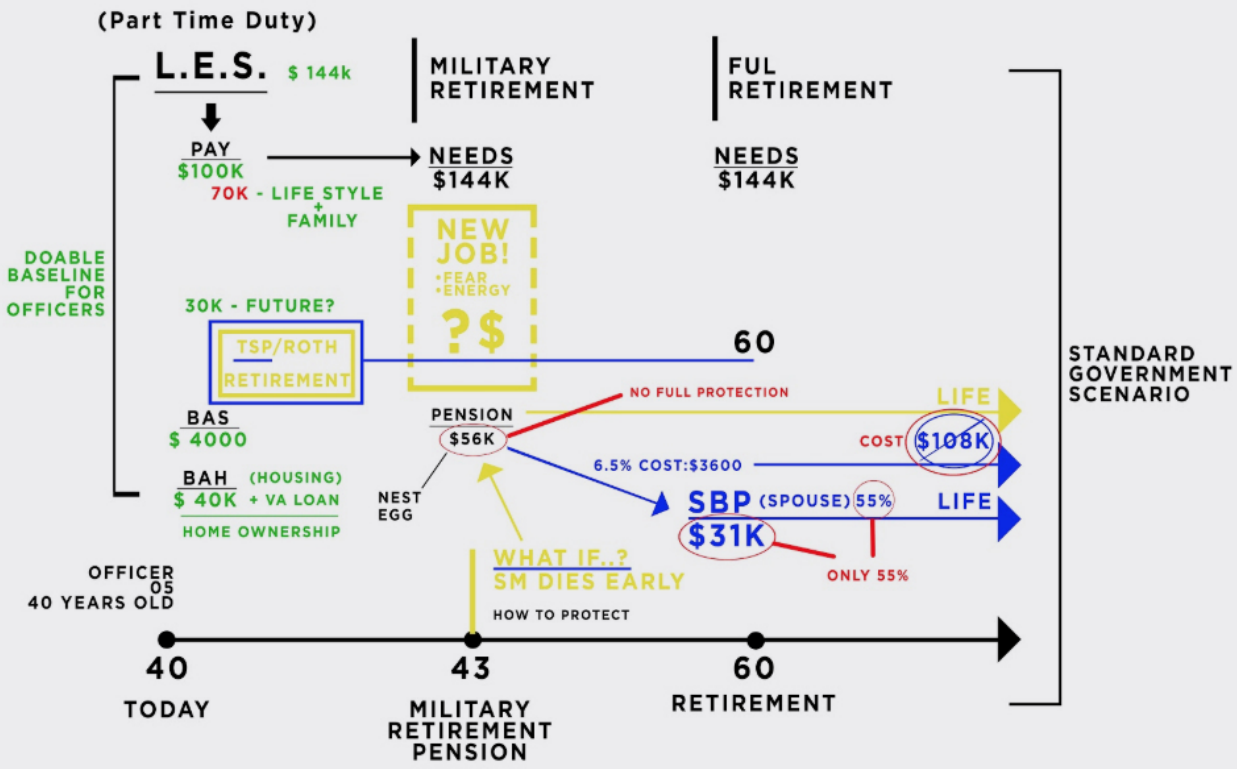
Retiring career military service members and their families are uninformed about the details of how their military pension is valued and are led to believe that a costly government insurance program is the only feasible option to protect it. Fortunately, modern advancements in the insurance industry offer a viable alternative to the Survivor Benefit Plan (SBP), ensuring security and liquidity for the insured while they are still living, giving them the ability to leave a lasting legacy.



WHAT IS THE SURVIVOR BENEFIT PLAN?

Created in 1972, the Survivor Benefit Plan (SBP) is a form of life insurance that operates as an annuity. Instead of paying out a lump sum to the beneficiary like most life insurance policies, it pays out a portion (55%) of the member's retirement pay each month until the survivor either passes away or is no longer eligible to receive the payments. It was designed to provide a basic level of support in the event a retired veteran predeceases their spouse. The SBP costs the same for everyone—6.5% of their pension, deducted automatically from their pension check—and is payable only upon the death of the insured veteran.

How most military families understand the government compensation system



The graphic above is my attempt to diagram the government compensation system. If it looks confusing, that's because it is. Watch **this video** to see how I graphically visualize military pay and benefits.

SERVICE MEMBERS AND THEIR FAMILIES ARE POORLY EDUCATED ABOUT SBP AND VGLI

Due to the high op tempo since 9/11 and the many changes to the retirement system, modern military retirees and their families are severely under-educated when it comes to their benefits. The first time many service members truly begin to learn about and understand their retirement benefits is when they attend one of a firehose of retirement briefings about 12 to 18 months before their separation. The timing of these briefings is problematic in that it removes the option for military families to take ongoing ownership of their financial situations. It is also problematic in that military families are not informed how much the costs for these programs will increase upon separation, making it difficult to make accurate financial plans for transition and beyond. In fact, retirees and their spouses are often shocked to discover the costs involved in both survivor benefit protection and replacing Servicemembers Group Life Insurance (SGLI) with Veterans Group Life Insurance (VGLI), and spouses (who aren't usually included in these briefings) are shocked to learn how little they'll receive in survivorship payments if the worst actually does occur. Furthermore, while these are all presented as benefits, they are really not; the service member and veteran are paying for them.

Government insurance packages are still insurance after all; and as such, they are managed by someone or some company, who doesn't work for free. SBP, SGLI, and VGLI are only benefits in that coverage is guaranteed without qualification. There is a false perception that SBP is the only option available to ensure that in the case of a retiree's death, the surviving spouse will continue to receive financial support.

Any retiree or spouse interested in alternatives finds that there is almost zero guidance available regarding privatized options on the free market. As a result of this confusion and limited information, the prevailing idea that SPB is part of the retirement program, along with a habit of following orders (in some cases for decades), roughly 80% of career servicemembers feel compelled to enroll in SBP and/or VGLI and commit themselves to the program for life. This means millions of dollars of taxpayer-funded benefits are being redirected right back to the government each year to fund existing SBP payments or to pay a third-party contracted insurer (Prudential). Because much like social security, the continuity of the program depends upon each succeeding generation paying into it, the government is forced to entice its employees to enroll rather than encouraging military families to ensure they are doing what is in their best interest.

The truth is, the status quo military financial planning programs are confusing and chaotic, making it difficult to weigh your family's options when trying to decide what's best for your family's unique situation when you retire from the military. That's why we wrote this white paper: to try to simplify as much as possible the pros and cons of the various financial planning approaches available to military families today, including alternatives to the financial protection products that service members and veterans are already paying for.

WHAT'S WRONG WITH THE STATUS QUO GOVERNMENT BENEFITS?

THE SURVIVOR BENEFIT PLAN

SBP is sold as a way to provide a guaranteed monthly income for the life of the surviving spouse. It is offered without qualification to every retiree, regardless of their age, health, disabilities, physical condition, life expectancy, or any other factors. Both the lack of qualification and the guaranteed income appear to benefit the spouse; the problem is that those are the only arguments made. Neither the retiree nor the spouse ever hear the arguments against accepting the SBP:

- ★ It is expensive, especially given the low likelihood that a retiree's spouse (or a child under 21) will ever actually receive any tangible benefit from it. There is zero possibility that anyone other than a spouse or a minority child will receive the benefit.
- ★ Because SBP premiums are deducted pre-tax, SBP payments to the surviving spouse are taxable.
- ★ No benefits will be paid (and no refunds given) if the spouse predeceases the service member. This is worth considering in cases where there is a significant age gap, the spouse is ill, or the service member is female (statistically, women live longer than men).
- ★ The SBP does not offer any equity or return on investment while the insured retiree is still living.
- ★ It only pays out to the spouse if the insured retiree dies.
- ★ Children over 21 cannot be beneficiaries. If the spouse dies at any point after the retiree, if all children are over the age of 21, SBP payments stop.
- ★ It is complicated to manage during major life events like divorce, and there is a risk of losing the benefit.
- ★ If the insured retiree doesn't die within the 30-year term of the payment plan, then there is a significant (hundreds of thousands of dollars) opportunity cost.
- ★ The processing time to receive SBP benefits is significantly longer than the processing time for other life insurance products. It takes a minimum of 45 to 60 days to start receiving benefits, assuming there are no problems handling the paperwork. Other life insurance products will send you a check for the full death benefit tax-free within a week or two.[1]

Whether or not to take the SBP is a one-time decision that must be made at retirement, or within a year of a change in life circumstances, like remarriage or parenthood. If the veteran has a spouse at retirement, then it isn't even a choice. The spouse and children are automatically enrolled at full coverage (6.5% of the pension) unless the spouse elects a lower amount or declines coverage. The decision as to whether or not to take the SBP rests SOLELY with the spouse, who must opt out with a notarized signature. There is no requirement to qualify during the underwriting process. There is also no requirement to set up premium payments, as the money is deducted pre-tax directly from the veteran's pension.

[1] https://www.military.com/benefits/survivor-benefits/survivor-benefit-plan-faqs.html

These are presented as advantages, but in reality, they are drawbacks. A plan that doesn't have qualification requirements isn't an advantage for someone in excellent health, who could qualify for a much lower premium rate in the private marketplace. The lack of opportunity to make an informed decision is not necessarily a good thing either. True, the SBP can provide a monthly check to help pay the bills in the event that a service member or veteran dies prematurely. In the long run, however, the amount of money the beneficiary receives in that annuity is usually considerably less than what the monthly premium amounts could have generated as investments and insurance in the private marketplace. This is ironic, as SGLI and VGLI are all connected to and being underwritten in the private marketplace. What few service members and veterans realize is that it's not the government they are paying for these policies, it is a contracted private insurer who is profiting from them as a middleman. And your SBP payments? Like social security, they are going to some pot of money the government controls and helping to fund current SBP survivorship payments. They are not being saved and grown somewhere in order to fund your spouse's SBP payments thirty years from now.

The ONLY way that the SBP makes good financial sense with regards to ROI is if a service member dies within a few years of retiring. 6.5% of his/her pension adjusted for inflation, deducted over a couple of years, in return for 55% of his/her pension, again adjusted for inflation, to be paid to the spouse for the rest of the spouse's life sounds like a pretty good deal, as long as the insured retiree dies within a few years of retiring from the military, before tens of thousands of dollars are contributed.

If you have sat through a military retirement SBP briefing then you have no doubt heard the argument that SBP premiums are "paid up" after 30 years, meaning that there is a cap on premium payments, while the SBP annuity is paid in perpetuity for as long as the spouse lives. Therefore, even a surviving spouse of a retiree who paid into the SBP for the full 30 years only needs to receive the annuity for just under 2.5 years beyond those 30 years in order to have recouped the total amount the couple spent on premiums, and the spouse is likely to receive more in annuity payments than was paid into the plan. In some cases this will be true. However, what was paid into the SBP will be a complete loss should the spouse predecease the retiree, and annuity payments stop when the spouse dies, which means that there is no opportunity for the amount of money the retiree and spouse have paid into the SBP plan to provide a legacy for their grown heirs.

A further matter for consideration is that there is no survivor payment on disability income. If the retiree's disability payment makes up a significant portion of the income that his or her family depends on, that income is simply lost when the retiree dies, regardless of whether or not the SBP has been elected.

VETERANS GROUP LIFE INSURANCE (VGLI)

VGLI is administered by the Veterans Administration. It is presented to the veteran as a replacement for SGLI, which is the government-sponsored life insurance provided during active duty service. It's presented as a benefit, since there's no qualification required if coverage is accepted within 240 days of service. This is a good option for the service member with a life-threatening disability who is thus unable to qualify for privatized life insurance. But many of our veterans without life-threatening disabilities who are paying into this program are not fully aware of the severe structured cost increases that occur as they get older. The price of VGLI goes up every five years, and it's a fixed cost for all participants. It's easy to calculate exactly how much someone will be paying into this by referring to the cost table provided by the government. Ironically, when the insured gets into their sixties and seventies, when the probability of actually dying does go up, the costs are so astronomical that it's unrealistic to expect that any veteran who's living off their pension will be able to keep up with these costs. If they are forced to stop coverage because they are no longer able to afford the premiums, then that $400,000 death benefit is forfeited when the service member or veteran intends to leave a legacy.

Government Life Insurance

VGLI	SBP
No Underwriting From SGLI Required	Automatic Enrollment
Cost Goes Up Every 5 Years	Cost Fixed Amount of Pension
Lump Sum Payment	Monthly Taxable Annuity
Unaffordable Longterm	No Option for Legacy

IT'S ABOUT THE VALUE, NOT THE COST.

Officers are paid significantly more than enlisted service members, and you can rightly assume that their pensions reflect those ranks. Regardless, as you will see, the true value of an individual's ser-vice can be quite staggering, especially when you account for the law of large numbers and the in-crease in life expectancy due to health improvements.

In the examples below, we show both the present value of 30 years of pension payments in today's dollars, as well as the projected value of 30 years of pension payments adjusted for inflation. These are the same types of values that the government Military Pay and Retirement calculators show. The value of the pension over 30 years is a relevant data point because that's the maximum num-ber of years an individual pays into the SBP. The present value of a pension is how much it is worth in today's dollars (i.e., $27,516/yr is worth $793,066 in a lump sum today). To calculate the present value of a pension it must also account for inflation over 30 years as both a pension and SBP have a Cost Of Living Adjustment (COLA) due to the declining value of the dollar over time.

Another term we are going to use in this discussion is opportunity cost. An opportunity cost is the loss of potential gain from other alternatives when one alternative is chosen. Specific to this white paper, the opportunity cost of choosing the SBP and VGLI is the loss of what you could have gained from channeling those SBP/VGLI payments into alternative and privatized financial vehicles. This is why understanding the value of the pension is so critical. You can watch a video about how we find these values using the DFAS Military retirement calculators here.

THE SBP DOESN'T PROTECT THE TRUE VALUE OF SERVICE.

In this section, we are going to look at a few typical retirement scenarios. All of the figures used in these examples are derived from the DFAS Military and Retirement Pay Calculators. You can play with these calculators for yourself using your own data here. If you would like an explanation of how we used the calculators to derive the data in these scenarios, you can watch our video explanation here.

HOW MUCH ARE YOUR ACTIVE DUTY PAY & BENEFITS REALLY WORTH?

We use the value **Regular Military Compensation** (RMC) to reflect the true value of what a service member is receiving from the government in pay and benefits (insurance, housing allowance, etc.). For example, this year an E-7 completing his 20th year of service is living on a $104K/year lifestyle based on his RMC. Here's a video that shows how to find this value on the Military Pay website.

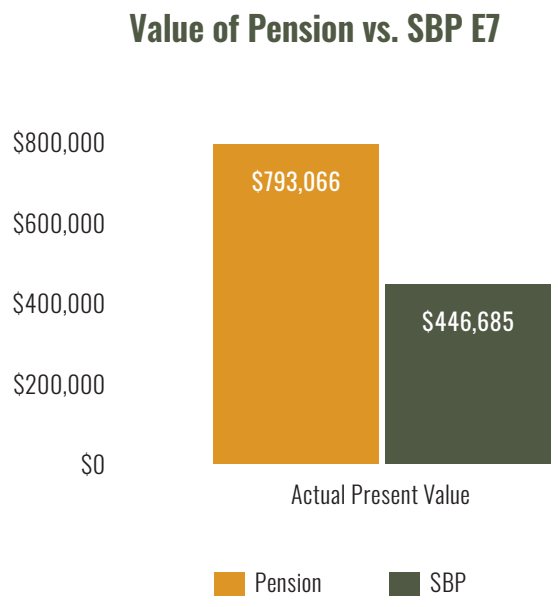
Scenario 1: E-7 with 20 years of service

A retiring male E-7 with more than 20 years of service will receive an annual pension of roughly $27,516. If at any time he should meet an untimely demise, his spouse would receive 55% of the pension, or about $1,261 per month, on which she will have to pay taxes, until she, also, passes.

The SBP will not preserve the full value of your pension and the 20+ years of service and sacrifice made by you and your family, and here's why. In order to generate $27,516 a year in annual in-come on his own, the E-7 would need to have $793,066 in an investment account today, generat-ing an estimated 4.5% annual return, which means that the actual current present value of the E-7's pension is over three quarters of a million dollars. If that E-7 dies, SBP cuts that value nearly in half instantly, since the surviving spouse only receives 55% of the pension, $15,134 per year, with its own present value of $446,685. Therefore, the SBP isn't properly covering the true value of the service, and the taxable $1,261/month doesn't go very far for the family should the veteran die early.

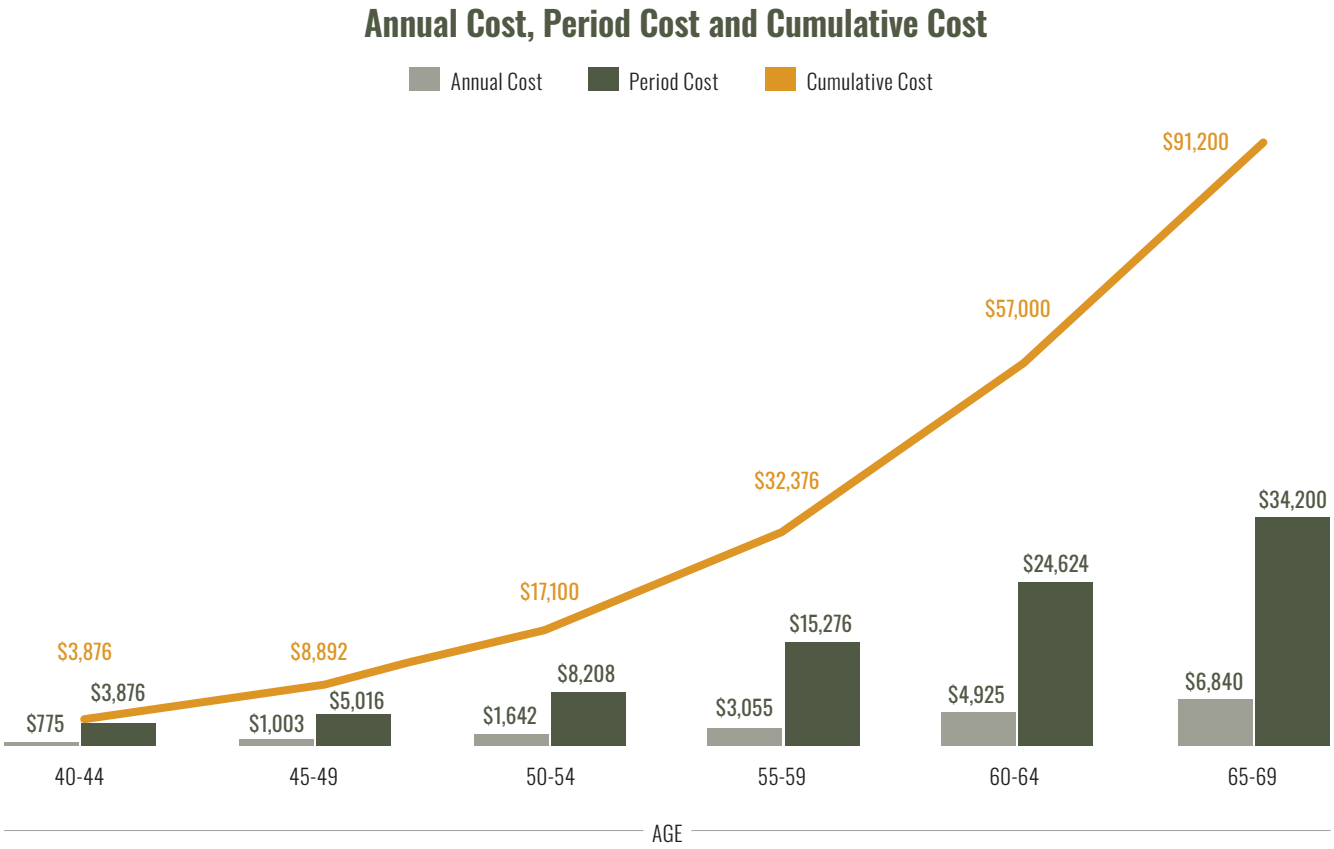
Further, there is no option for the spouse to receive the remaining value of the pension in a lump sum. If the surviving spouse was able to receive the remaining value of the pension in a lump sum, he or she would be able to take control of the family's finances. As it stands now, SBP sets a spouse up for very limited income and gives little control to the family. This is a risk that the family should not have to assume.

If the spouse received that $446,685 cash on day one (or better yet, the $793,066 that is the pre-sent and proper value of the entire pension to the retiree), she would be able to make decisions about what to do with it that might allow her to both increase and protect her income. As it stands, however, the current government safety blanket really sets a spouse up for very limited income and leaves little flexibility or control for solving the problem of losing the family's primary breadwinner. It further disrespects the ability of the spouse to manage and facilitate the family fi-nances should the worst-case scenario occur. This is a tremendous risk for the family to take.



THERE IS AN OPPORTUNITY COST TO WHAT IS PAID INTO THE SBP.

Our E-7 with 20 years of service is used to paying about $300 a year for life insurance (SGLI). When he gets to his retirement briefing, the government mails an elective form to the spouse via certified mail. If the spouse accepts the standard government option of the SBP, then the family's insurance cost skyrockets from $300/year to 6.5% of his $27,516 pension: $1,788 every single year.



These values represent the total cost for $400K of VGLI each five years cumulatively as it increases.
You can see these costs for yourself **here**.

Similarly, the cost of VGLI (offered to replace SGLI upon retirement) skyrockets because it is subsidized by the government at a much lower rate than SGLI. In year one, the cost of VGLI is $775 a year (vs. $300 a year being paid previously) at age 40. The cost of VGLI is the exact same for everyone, regardless of age, rank, gender, health, etc., and the maximum death benefit is $400,000, which doesn't go very far in today's economy. If the retired E-7 who was used to paying $300 a year elects the maximum death benefit, he is now paying $2,563 a year ($1,788 for the SBP + $775 for VGLI) in insurance coverage to protect his family, an increase of nine times. And every five years, the costs will go up. The cost increase structure is laid out very clearly at the VGLI premium calculator provided on the Prudential website. However, they don't make future costs clear. You can watch this video to better understand future cost increases. Over a 30-year period, during which the insured is statistically unlikely to die, he will have contributed over $169,418 ($91,200 for 30 years of VGLI premiums + $78,218 for 30 years of SBP premiums + inflation) into these plans, for which he may never see any return. Even the DoD actuary mortality tables that calculate the probability of a surviving spouse receiving the SBP confirm this.

	Month	Day	Year
*Enter Your Date of Retirement:	January	1	2020
*If you are electing SBP post retirement, enter the date that your SBP coverage			
Enter Your Date of Birth:	January	1	1980
Enter Your Spouse's Date of Birth:	January	12	1982
Enter Your Gender:	Male		
Enter Your Spouse's Gender:	Female		
Enter Your Type of Retirement:	Non Disabled (Regular)		
Enter Your Personnel Category:	Enlisted		

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Please Read Disclaimer!!

43 Year Old Female O-5

If You Elect SBP, the Probability That Your Spouse Will Receive;	
At Least 1 Month of SBP Benefits is	*72%*
At Least 5 Years of SBP Benefits is	*56%*
At Least 10 Years of SBP Benefits is	*40%*
At Least 20 Years of SBP Benefits is	*17%*
At Least 30 Years of SBP Benefits is	*6%*

This is a screenshot from the DOD Actuary SBP Probability Calculator tool that you can download from **here**.

WHAT'S THE PROBABILITY OF RECEIVING THE BENEFIT?

If, in our example, the E-7 was born in 1980 and his spouse was somewhat younger and born in 1982, there is only a 56% probability that the spouse would receive five years' worth of SBP payments, and only a 72% chance she would receive even one month's worth of payment. Anyone can access these same calculators directly from the Government website. We have created a video about how to do this that you can watch here.

30 Year Total Cost of VGLI and SBP for an E7 Retiring at Age 40 with 20 Years of Service and Living to Age 69

It should be noted that the objective of this white paper is to show that these probabilities are unacceptable for our veteran families when modern advances in the insurance industry exist that both greatly enhance the probability of an ROI and provide significantly greater access to leverage the benefit. Veterans deserve more flexibility and control over their tax-payer-funded benefits, and for the first time ever, these new advances allow for that.

> **If there was a way to leverage that same $169,418 to protect your family's pension, at less cost, while also providing equity-producing opportunities you could utilize while you are alive, you'd want to know about it, right?**

CALCULATING RETURN ON INVESTMENT

A more realistic way of determining the potential return on investment is to combine the SBP and the VGLI to also look at the present value of the potential benefit. In this scenario, a lump sum payment would only be made if the retiree dies while the VGLI is still in force. The SBP would then pay a monthly stipend of 55% of what the retiree was receiving as a pension. For someone like the surviving spouse of the E-7 in the example above, who is used to a $104,000 a year lifestyle, when you account for all military pay and benefits, neither the $400,000 VGLI death benefit nor the $1,261-a-month stipend will go very far, especially as the actual cost of living is significantly outpacing the cost of living adjustments provided by the government.[2]

Scenario 2: O-5 with 20 years of service

For a 43-year-old female retiring as an O-5, those numbers get bigger. Assuming she doesn't have any major life-threatening health concerns (even if there's a high disability rating), she can easily expect to live another 30+ years. In inflation-adjusted dollars, she can expect to have received about $2,518,000 in pension benefits by the time she's 73. If she and her spouse also enroll in SBP, she will have paid roughly $148K for the protection coverage that's only valued at 55% of the pension. Assuming she makes it to her life expectancy, that's a significant opportunity cost, especially if her spouse predeceases her and there is no benefit or Return on Investment (ROI) whatsoever.

WHAT ABOUT COLA?

The SBP annuity does include an annual cost of living adjustment to preserve the value of the pension in the face of inflation. The amount of increase is "declared" each year based on a government interpretation of the Consumer Price Index (CPI).[1] This increase is better than nothing, but the CPI is not the most reliable indicator of inflation because it leaves out various data points which keep predicted inflation rates lower. Realistically, inflation depends on many variables, and it's not possible to accurately predict what the rate of inflation is going to be. Why leave it to the government to declare a COLA when you can participate in the free market using modern privatized financial instruments to earn money in realtime dollars?

[2] https://www.businessinsider.com/if-people-knew-the-actual-inflation-rate-it-would-crash-the-economy-2016-8 and https://www.forbes.com/sites perianneboring/2014/02/03/if-you-want-to-know-the-real-rate-of-inflation-dont-bother-with-the-cpi/#f3eaa7f200b4

	Month	Day	Year
*Enter Your Date of Retirement:	January	1	2020
*If you are electing SBP post retirement, enter the date that your SBP coverage			
Enter Your Date of Birth:	January	1	1977
Enter Your Spouse's Date of Birth:	January	12	1977
Enter Your Gender:	Female		
Enter Your Spouse's Gender:	Male		
Enter Your Type of Retirement:	Non Disabled (Regular)		
Enter Your Personnel Category:	Officer		

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Please Read Disclaimer!!

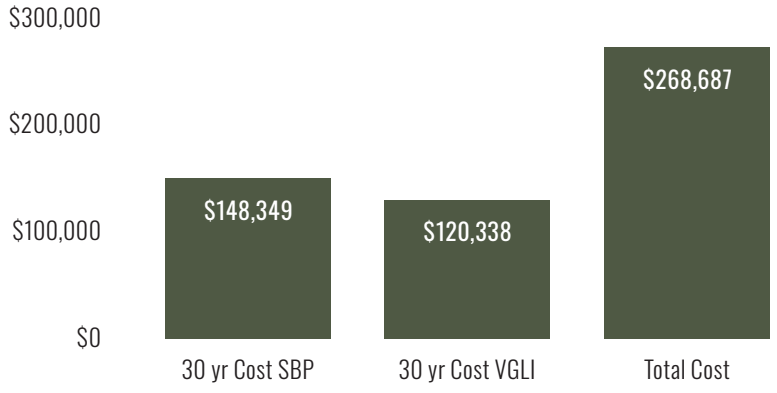
43 Year Old Female O-5

If You Elect SBP, the Probability That Your Spouse Will Receive;	
At Least 1 Month of SBP Benefits is	*45%*
At Least 5 Years of SBP Benefits is	*28%*
At Least 10 Years of SBP Benefits is	*16%*
At Least 20 Years of SBP Benefits is	*5%*
At Least 30 Years of SBP Benefits is	*1%*

In this scenario for the retiring female officer, the probabilities of receiving the benefit are even lower. This is simply due to the fact that the mortality rates for women are much lower than for men, so their cost of insurance is significantly less on the private free market. However, females are paying the same 6.5% for the SBP as their male counterparts, although they have a significantly less probability of any return on their investment.

These scenarios continue to play out year after year without anyone addressing the root of the problem.

30 Year Total Cost of VGLI and SBP for Female O-5 Retiring with 20 years at age 43 and living to age 72



THE STATUS QUO OPTIONS FOR PROTECTING YOUR LOVED ONES AREN'T GOOD ENOUGH.

THE SBP AND VGLI: A RECAP

Again, these plans are not really benefits. They are not given to service members and veterans, they are sold to them. Government insurance packages are financial solutions that are managed by a private company operating in the private marketplace, and the fact is that what these plans offer is not the best deal across the board, just for those who have no other options. If you are already paying for insurance or plan to, doesn't it make financial sense to find the best plans available that will do the most for your family?

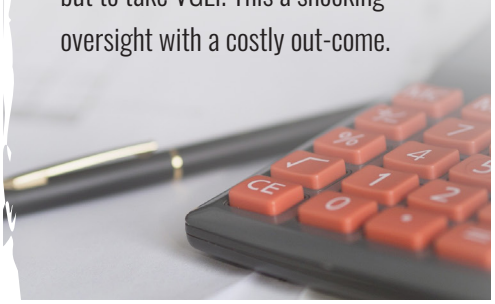
Another irony is that the SBP and VGLI are rarely discussed in the same conversation. Retirees going through their disability screenings as part of the retirement process are told to make sure that they convert their SGLI to VGLI. At the same time most are being told that they have some level of disability, they are also sold that there are no underwriting requirements for VGLI. The underlying implication of this is that the retiree should elect VGLI because he or she may not qualify for other life insurance options, which is simply not true for many veterans. Thus, decisions about whether or not to accept the SBP pension and life insurance are made largely in isolation from each other, causing fragmentation in what should be a single conversation about the best wealth-planning strategy for securing each individual veteran family's financial future.

WISHFUL THINKING: BECOMING SELF-INSURED WHILE PAYING FOR TERM LIFE INSURANCE

Many financial planners and experts recommend using a privatized solution like a 30-year term policy from a military-friendly company that can offer some cost savings. The idea, and this follows much of the Dave Ramsey philosophy, is to get the term coverage for an amount to cover family expenses should an untimely death occur. As an untimely death is statistically unlikely, though, the goal is to become "self-insured" over that 30-year period, meaning that you would have to save and invest enough money successfully in the stock market that your spouse wouldn't need any life insurance, so you'd be able to stop paying for it after those 30 years.

THERE IS AN OPPORTUNITY COST TO COMPLACENCY ABOUT SGLI.

When the topic of life insurance comes up during active duty service, it is usually about the SGLI, and the response is typically, "I'm good for insurance. I don't have a family yet, and SGLI will take care of it for me when I do." This creates a tremendous risk of never being able to qualify for a privatized option in the future, should some medical issue come up during service. It is in everyone's financial best interest to qualify for private insurance when they are young and healthy and not wait until they are in their thirties and forties and leaving service with a number of medical issues. SGLI ends with active duty, so using it as a safety blanket backfires time and again when transitioning service members are not able to qualify for any other life insurance op-tions and have no choice but to take VGLI. This a shocking oversight with a costly out-come.



This solution makes several erroneous assumptions. No one advising that people should "buy term, invest the rest," explains in what vehicles one should "invest," nor in what amounts, nor how to weather a bear market. The "invest the rest" component is closer to wishful thinking than to an actual solution. There are two wildcards that make the "invest the rest" component to this solution unworkable: market returns and marginal income tax rates.

Market Returns

The stock market is generally expected to provide an average 7% to 8% rate of return on investments; however, this is incredibly misleading, since this average takes into account massive drops and massive recoveries within the market. Particularly alarming is the sequence of returns risk. During the last few accumulation years or the first few distribution years on a securities portfolio, the owner is only ONE market correction away from financial ruin.

Marginal Tax Rates

The other wild card is marginal income tax rates. As of this writing, the United States is $22.5 trillion in debt. Standard and Poor downgraded U.S. credit in 2011, and it has yet to recover. You do not have to be a fiscal or monetary policy expert to understand what that means. When a consumer takes on too much debt and has a reduced credit score, the interest on that debt increases dramatically. That is happening on a national level. Uncle Sam can only do two things to pay down this interest: borrow more and increase taxes. You can expect both to happen in the next 10 to 15 years. This will dramatically increase the taxation on distributions from IRAs, 401(k)s, and TSPs. The fact that the government limits the amount that can be contributed to Roth IRAs is also telling.

Regardless of one's ability to successfully "invest the rest" over 30 years despite the alarming number of variables out of an individual's control, this is money meant for living, not leaving a legacy, and there will be even more taxes paid by the heirs when the money passes to them. The wealthy know how to avoid this kind of loss. The estate planning tools most used by the wealthy to protect themselves and their heirs from taxes is life insurance, as the death benefit is paid tax-free.

Other Options

And what becomes of that term policy?

If a 40-year-old veteran buys a 30-year term policy of $1,000,000 at a cost of $100/month, then lives until age 70, they now find themselves in a dilemma. They must either pay the new term costs that are now significantly higher due to their advanced age, or they must give up the policy and thus deprive their children of the $1,000,000 inheritance they had planned to leave.

By the way, the current cost for a healthy 70-year-old to get $1,000,000 20-year term life insurance policy is $1800/month. Expensive? Absolutely, but still a way better deal than VGLI, which offers a death benefit of only $400,000 for $920/month.

Old Life Insurance

TERM		WHOLE LIFE	
$	Low Cost – Initially	High Cost – Initially	$
>2%	Low Probability of ROI	No Reward for Good Health	⊘
⊘	No Equity	Some Cash Equity	
⊘	No Long Term Care Benefits	Coverge Never Ends	∞

THE PROBLEM WITH WHOLE LIFE INSURANCE WITH PAID-UP ADDITIONS

Beginning in the 1980s, many wealthy individuals started leveraging whole life insurance as a way to provide a tax shelter for their growing assets. Around the same time, some financial firms that focus on serving military and veteran clientele recognized that Permanent Whole Life insurance was a way to privatize the protection of a military pension, offering a permanent solution to estate planning, something that a 30-year term policy could not do.

During the stock market boom of the 1990s, these firms leveraged the investing mania that was going on in America and were able to get more clients to come in and start things like retirement or college savings plans. Adding whole life insurance to their plan was an easy sell as a way to both provide a death benefit for their loved ones and allow them to leave a permanent legacy. At some point in retirement, the policy would be paid in full, and the insured wouldn't actually have to pay for the insurance anymore. Furthermore, they wouldn't have to qualify when they got what are called paid-up additions every few years. As long as the insured paid a little more, they were guaranteed to get some more insurance. Over time, taking this approach during a military career was designed to leave you with the perfect amount of insurance to cover the pension so that the SBP would not be needed.

While whole life insurance can offer both equity and permanent coverage, this approach has some major flaws and is very confusing. Unfortunately, most life insurance agents are told by their firms just to sell. They don't understand and don't properly explain the distinct value proposition of these policies, nor do they understand the unique situation of military/veterans. A large majority of veterans who purchase whole life insurance don't really understand what they are purchasing. They believe it is just another form of life insurance; however, comparing a term policy to any type of permanent policy, especially a whole life insurance policy, is comparing apples to oranges. Consequently, years later, when the veteran just sees the cost of this policy without fully understanding what they are paying for, they are told that they could arrange a death benefit much more cheaply with a term policy. Then they end up losing what equity they had built, even if it was only a few thousand dollars.

There is a great deal of misunderstanding and misinformation around this topic. But the real flaw with whole life insurance is that it hasn't changed in decades. In a world of constant innovation, this is just old technology. Most of the policies that were sold to veterans don't really account for their health beyond smoker and non-smoker rates. So how is it any different than the SBP or VGLI? It isn't. Furthermore, the way that these funds work is that you pay most of the cost up front; that's how you can eventually have it paid off. This makes these policies much like a mortgage, where you're paying a lot of the interest up front and the building of equity doesn't come for a long period of time. And yes, that equity can be accessed tax-free later in life; but often, there's a loan provision stipulating that you have to pay the company in order to access your money, just like you would get a loan from a bank.

Properly funded, properly used, and properly understood, the whole life insurance strategy can work. However, a traditional whole life insurance policy doesn't offer a great deal in terms of equity. The ROI is a "declared dividend;" this is the amount that the whole life insurance company decides to credit policy holders in interest, based on the company's annual profits. The ROI on whole life policies has been decreasing and is severely limited by market interest rates. These policies see growth comparable to a bank Certificate of Deposit (CD). That's not a smart way to leverage compound interest over 30+ years, as purchasing power is eaten away from regular inflation. Wouldn't you rather the free market determine your potential returns, rather than some committee?

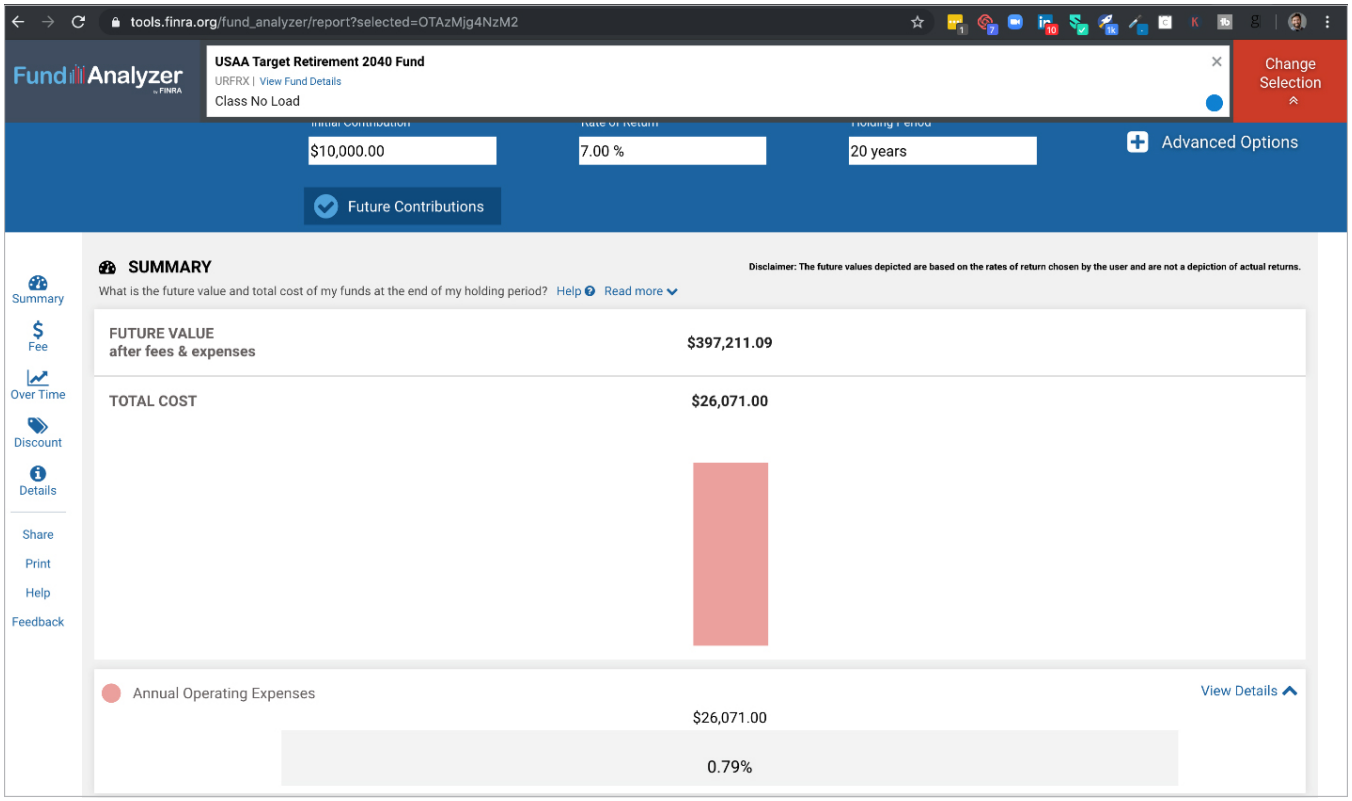
Fortunately, those that have already purchased whole life insurance can leverage something called a 1035 exchange to move the cash value into a more modern, permanent policy that we will discuss below, all tax-free and with no penalty.

SEIZE OPPORTUNITY WITH YOUR SURVIVOR LIBERTY PLAN

Our alternative to the SBP and VGLI problem gives a client both a lot more equity growth (as interest is credited based on the S&P 500 performance, not the federal bond rate, the CPI, or a declared dividend) and a lot more liquidity that they can access while they're still alive. It offers a safeguard against negative market returns and allows its owner to both comfortably fund their retirement and still be able to leave a legacy behind them when they die. We call it your Survivor Liberty Plan.

This completely new approach to privatizing the SBP or pension protection has become available in recent years; however, the majority of financial experts and professionals are still very unaware of this solution and the game-changing benefits it brings to solving the SBP problem. Modern life insurance can provide the death benefit protection of a term policy while also producing an annuity stream much like the SBP; to be more accurate, it can provide an annuity stream much like the pension, because you can use it while the veteran is still alive! Further, after 30 years, the costs are significantly lower than an SBP, and the ROI is significantly higher than on a term insurance or whole life policy. It also costs less than the fees involved in typical 401k, mutual funds, or other retirement plans that come along with money managers all taking a cut of the investment, regardless of the plan's performance. To illustrate, consider the following example taken from the Financial Regulatory Authority (FINRA) website, where any consumer can access their investment fund cost calculator. This example shows a very common scenario where a military family is investing in a relatively low-cost target date retirement fund at an expense ratio of 0.79%, which is about the average of what the typical investor pays. Many who "do it themselves" use index funds at a more reduced rate, but anyone working with a financial professional can expect to pay anywhere from 1% to 1.5%, which is the industry standard.

USAA Target Retirement 2040 Fund			
Year	Redeemed Value	Cumulative Total Fund-Only Cost	Cumulative Total Costs for All Types
1	$10,615.81	$81.41	$81.41
2	$21,885.35	$249.24	$249.24
3	$33,848.88	$508.82	$508.82
4	$46,549.14	$865.79	$865.79
5	$60,031.49	$1,326.15	$1,326.15
6	$74,344.10	$1,896.27	$1,896.27
7	$89,538.09	$2,582.91	$2,582.91
8	$105,667.75	$3,393.24	$3,393.24
9	$122,790.68	$4,334.88	$4,334.88
10	$140,968.06	$5,415.91	$5,415.91
11	$160,264.83	$6,644.93	$6,644.93
12	$180,749.90	$8,031.04	$8,031.04
13	$202,496.47	$9,583.92	$9,583.92
14	$225,582.21	$11,313.83	$11,313.83
15	$250,089.60	$13,231.69	$13,231.69
16	$276,106.17	$15,349.05	$15,349.05
17	$303,724.87	$17,678.22	$17,678.22
18	$333,044.36	$20,232.23	$20,232.23
19	$364,169.37	$23,024.92	$23,024.92
20	$397,211.09	$26,071.00	$26,071.00



These screen shots illustrate what the typical investor can expect to pay in fees on their retirement accounts.[3]

Ironically, with the traditional plans, you pay more in fees over time as your money grows, and even reducing fees based on account size doesn't solve this issue. The advisor is simply offering a discount to incentivize you to invest with them instead of with the "other guy."

When these things are taken into consideration, the buy term and invest the rest plan is actually much more expensive than many realize and certainly more expensive than the Survivor Liberty Plan.

[3] https://www.nerdwallet.com/blog/investing/millennial-retirement-fees-one-percent-half-million-savings-impact/

YOUR SURVIVOR LIBERTY PLAN OFFERS FLEXIBILITY AND CONTROL.

The key differences between the Survivor Liberty Plan and what most think are the only other solutions (SBP, term life insurance (SGLI/VGLI), and whole life) are flexibility and control.

SBP offers neither. Once enrolled, you pay a fixed cost for 30 years or until you die. All participants pay the same rate, regardless of your health and age. Assuming the veteran passes away first, the spouse receives a significantly reduced monthly annuity (55% of what the veteran was receiving) until their death. Additionally, any additional VA disability pay stops. That's it. There's nothing beyond that. The veteran's service is forgotten and there is no legacy.

With term insurance the problem is actually much worse, even though it's perceived to be a better option due to its much lower cost. But again, flexibility and control remain elusive. A 30-year term means exactly that. You are now committed to a fixed program that only has an ROI if the insured dies early. What's worse is the assumption that typically goes along with the purchase of term insurance, which is that the veteran will eventually "insure themselves" via asset growth. There are far too many variables in the market and in life that are likely to take place within the next 30 years for anyone to have any re-alistic sense of self-insurance relying on the stock market.

Traditional whole life insurance is a little bit better on both counts, but it does have significant drawbacks. Underwriting is not done in the same way; life expectancy risk is calculated solely with regards to whether you are a smoker or a non-smoker, so no advantage exists for being in good health. Although unlike term life insurance a whole life insurance plan does generate equity, the growth rate of that equity is vaguely pegged to the federal interest rate, so the ability to beat inflation is minimal. Finally, you have to front-load the equity into the policy before you are able to access any of it. It can be 10 to 15 years before you are able to access your equity in a traditional whole life policy, whereas in the more modern life insurance vehicles, you are able to access up to 90% of your equity in the plan right away, at minimal cost.

For both SBP and term insurance, the likelihood of sunken cost and no legacy protection are VERY real, and whole life insurance policies are simply not the best deal on the market. Yet no one in the government, the financial planning world, or the expert blogging community are focusing on these problems. Instead of being intuitive enough to recognize the innovations occurring in the industry, or creative enough to design an income protection solution that guarantees the insured AND their family will see a return on their investment, they've accepted the limitations of SBP and term or whole life insurance as the status quo. This dishonors not only the financial investment that veterans have made in order to provide a survivor benefit, but also the 20+ years of investment (sacrifice) that the veteran and their family gave to this country.

We believe it is just plain wrong to accept that those 20 years of service won't be rewarded for a lifetime and beyond, when in the modern age such a solution is both possible and accessible. That's why we have spent the better part of ten years researching the financial vehicles and creating your Survivor Liberty Plan.

There are many situations where SBP may not adequately address a financial need or is a more expensive alternative to term life insurance. For example, SBP may not be a good choice for female servicemembers. Women are statistically more likely to outlive their male spouses. Unless there's a significant age difference, it just doesn't make sense. It might not be the best use of money for people who are otherwise financially stable and don't need to rely upon a pension because their post-military career and choices have more than made up for it.

WHY THE SURVIVOR LIBERTY PLAN OFFERS A REAL SOLUTION

PAY FOR LONG TERM CARE COSTS.

People are living longer. They are acquiring additional health costs that didn't exist just a few decades ago, but not all of these costs will be covered by the VA and Medicare. What if you need assisted living? There's no option to leverage the SBP death benefit to help with long term care costs. Neither do term life insurance or whole life offer any feasible long-term care option.

Your Survivor Liberty Plan offers a long-term care provision with which a living insured would be able to use a portion of their death benefit to pay for assisted living costs, even if those costs are paid to a close friend or family member. This provision is a game-changing solution that can mitigate the risk of a veteran being forced to liquidate their hard-earned retirement funds to pay for health care costs before they are able to qualify for Medicare. With a Survivor Liberty Plan, the veteran can ensure their own self-care and still have a large probability of leaving a lasting legacy for his/her heirs.

> Another point to consider — and this is a big deal — is Long Term Care. For one reason or another, Long Term Care is frequently ignored in Financial Planning…this is a serious mistake.
>
> – **CHRIS FLIS**, Resilient Asset Management, USNA

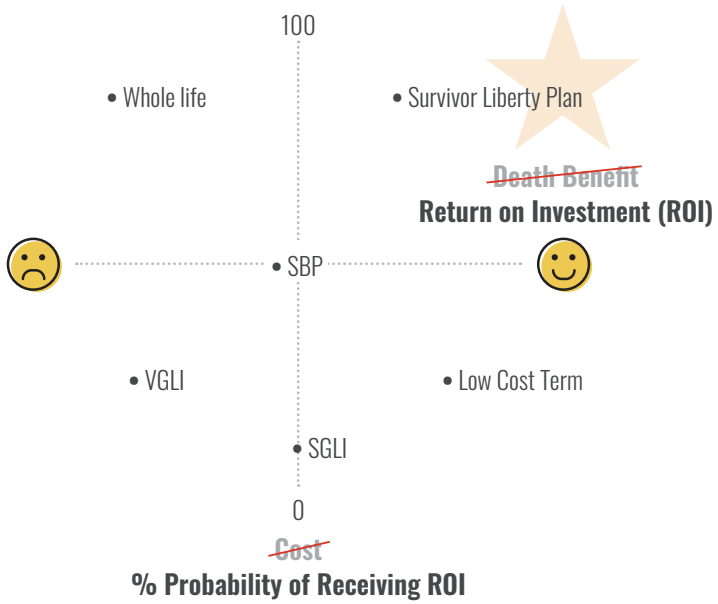
GET A GUARANTEED RETURN ON YOUR INVESTMENT.

The SBP will cost you up to 6.5% of your pension, which can add up to a significant amount of money over twenty or thirty years. There is no ROI unless the insured dies, and even then, there is no real legacy available to the heirs. Unlike the SBP, the Survivor Liberty Plan offers more equity as well as liquidity that the insured can access while they're still living. And unlike term insurance, the protection doesn't disappear without any ROI when the term is up. With your Survivor Liberty Plan, you are able to both capture and lock in the growth offered by the securities market without the value of your policy being negatively affected by market corrections. The worst-case scenario market rate of return in any circumstances is zero, meaning you get to keep all of your market gains, but you don't experience market losses; during any downturns you simply experience zero growth on your intact principal. Furthermore, the benefit doesn't just get paid to the spouse, nor does that benefit evaporate should the spouse predecease the retiree. Your Survivor Liberty Plan can be structured so that it gets paid to the next generation as a legacy.

> In the last 10 years before somebody retires, market returns on traditional retirement vehicles like 401(k)s and IRAs become incredibly important because they have the strongest bearing on whether or not a person's accumulated nest egg is going to sustain them through retirement. This puts entirely too much control into the hands of a mysterious and uncontrollable force called Lady Luck. With the Survivor Liberty Plan, we've effectively eliminated the possibility of ever turning up a negative return because as a contract, life insurance offers a legal written guarantee against the cash value ever actually losing money.
>
> – **ETHAN SAMUELS**, Director of Financial Solutions, US VetWealth

AVOID OPPORTUNITY COST.

There is an opportunity cost for not having that 6.5% of your pension liquid and invested. While the SBP, if it is ever paid at all, will provide a monthly annuity for the remaining lifetime of the surviving spouse, that annuity is considerably less than what might have been generated had those premiums been invested over the long term.



Rather than comparing cost for death benefit protection, this graph represents the probability of receiving an ROI and how much that ROI potential can be. For example, whole life does offer a guarantee of ROI; however, the cost and growth structure of the equity significantly limits its potential over a lifetime. SBP also offers a guarantee, and the ROI can be quite large—but only if the veteran dies well before the spouse, and there are certainly no guarantees. See DOD actuary table.

Though this wasn't always the case, modern life Insurance is now a new asset class available to anyone. When we first set up your Survivor Liberty Plan, we structure it so as to provide the lowest possible death benefit at inception. We do this because the smaller the death benefit initially, the lower the cost to fund the plan. In this way, we can take the type of product like whole life that would normally take 10 to 15 years just to break even and bring that timeline down to three to five years, if not immediately. It takes a lot less time for the cash value of the policy to grow at a pace that outstrips inflation and quickly starts keeping pace with things like the S&P 500. The money you are using to fund the plan not only keeps pace with inflation, but grows in value over time, because it is invested and is tax deferred.

By leveraging up-to-date longevity improvements, new technology, and the unique tax status of these tools, insurance companies have financial vehicles that can build equity with little risk and protect the life of the insured and their loved ones, build a legacy for their heirs, and simply enjoy life.

> All the necessary information is available from government sources. However, when you try to research it online, it can be difficult to piece together due to how spread out the information can be. You probably have heard a variety of opinions from others who already made the SBP decision, and there are a lot of thoughts about the best approach to making a decision. Your situation is unique and different, so be careful making a decision based upon someone else's thought process.
>
> – **DANIEL KLOPP,** Wise Stewardship Financial Planning

THE SURVIVOR LIBERTY PLAN AT WORK

OUR STRATEGY IS BOTH OFFENSIVE AND DEFENSIVE.

Our approach to setting up the Survivor Liberty Plan has both offensive and defensive elements. The defensive element involves the use of a convertible term life insurance policy to provide an adequate death benefit beginning on day one. The defensive element keeps costs low and includes the ability to convert equity in the policy into a modern insurance policy at a later time at a locked-in rate, regardless of whether or not the health of the insured has deteriorated by that time. The offensive element of our strategy is to set up a an advanced equity life insurance policy with a relatively small death benefit, thus making it more affordable to fund what would otherwise be an expensive plan like with whole life or SBP, while allowing immediate access to up to 90% of the plan's equity from day one. Here's how that combination offensive/defensive strategy looks in a real-life scenario.

Modern Life Insurance

CONVERTIBLE TERM		ADVANCED EQUITY LIFE	
	High Death Benefit – Initially	Low Death Benefit – Initially	
	Low ROI, Lowest Cost	High ROI, Low Cost	
	Convertible to Equity	Enhanced Cash Equity	
	Coverage Ends	Leave a Lasting Legacy	

A REAL-LIFE SURVIVOR LIBERTY PLAN SCENARIO

Lewis[4] is a Navy O-5 with three years until transition. Statistically speaking, at 40 Lewis is still young, and he is in great shape. He's married, and he has four children ranging in age from five to twelve. He has done all the "right things" when it comes to traditional financial planning. He had term life insurance and had "invested the rest" in mutual funds. He also had several whole life policies, because of all the paid-up additions. These policies weren't doing very much for him; they weren't providing him much in terms of death benefits or cash value growth. Before Lewis met us, he intended to take the SBP and VGLI for his family, as this course had been recommended to him by multiple financial advisors he's worked with in the past, some who had zero knowledge of the military benefits system and some who were actually retirees themselves. Lewis was considering committing himself to invest $250,000 into these government plans without any potential for equity growth.

We improved Lewis' situation with a combination of a 1035 exchange[5] and a modern insurance policy. Lewis wanted to have at least $1.3 million in a death benefit, which correlated to the present value of his estimated pension. The bulk of the death benefits ($1,000,000) we set up as a convertible term insurance with the opportunity to convert growing amounts of that money into advanced equity insurance as more funds became available. We did this in order to keep Lewis' costs low, while setting him up for the highest return on his investment.

We then had Lewis do a 1035 exchange to move about $10,000 from one whole life policy with a $45,000 death benefit into a modern insurance policy with a death benefit of $350,000. We also wanted to deploy whatever funds he wanted to start contributing into the new modern policy. Lewis decided to contribute $10,000 per year into that new policy over the next 20 years. Lewis is 40 years old, so by the time he reaches 60, he will not need to put another dime into the plan. By the time he's in his mid-sixties, that $210,000 in contributions growing at just 6% (without risk) over those 20 years will provide him with a cash value of about $580,000 from which he can then take about $46,000 in an annual, tax free pension (in addition to his military pension and whatever other income he might be earning) that he can access anytime he wants to. Lewis' military pension is roughly $55,000 a year. Since the $45,000 a year from his modern insurance policy is tax free, it doesn't raise Lewis' tax bracket on his military pension.

[4] Name has been changed to protect privacy.

[5] A 1035 exchange is a provision in the tax code which allows you, as a policyholder, to transfer funds from a life insurance, endowment or annuity to a new policy, without having to pay taxes.

Before making these changes, Lewis didn't know about the limitations of SBP and VGLI because he was not aware of or educated about it or any alternatives. As mentioned above, without having crunched the numbers, he may have unknowingly committed almost $250,000 to SBP and VGLI over 30 years for what would likely have been substantially less return. With the Survivor Liberty Plan, he's only committing $210,000, and if he averages 6% growth over 30 years in the equity portion, which is below the average rate at which these policies typically perform, he'll have seen his equity grow to almost $600,000. At that point, because he's still alive and healthy with many more years ahead of him, he could use that money to supplement his pension with an additional $45,000 of non-reportable, tax-free income for the rest of his life, while still maintaining the death benefit so that he can leave a lasting legacy to his family or to a cause that he supports. Remember, these are not options with the SBP. There's no way to draw equity if you don't die, and there's no way to leave a legacy once both you and your spouse are gone.

You can learn more about how this works behind the scenes by watching this video. As we did for Lewis, we here at US VetWealth can examine your personal financial situation during a consultation and explain how setting up a modern life insurance policy is a better and less risky way to provide retirement income for your family.

> The idea that your money is YOUR MONEY is something that's unfortunately lost on a lot of people. Uncle Sam believes that it has a claim on 40% of that money. Wirehouses[6] consider your money to be part of their assets under their management. The person that kind of gets left behind in the traditional financial equation is the person out of whose bank account that money originates. Your money is and always should be considered to be yours to use however you like.
>
> – **ETHAN SAMUELS,** Director of Financial Solutions at US VetWealth

[6] A full-service broker-dealer.

ADDITIONAL ADVANTAGES OF THE SURVIVOR LIBERTY PLAN

YOU DON'T HAVE TO START A PLAN FROM SCRATCH.

Service members and veterans who have already sunk money into older whole life insurance plans can redirect that investment into the Survivor Liberty Plan, along with whatever other contributions they want to provide, using a mechanism called a 1035 exchange. In the best case scenario, whole life plans usually grow between two and four percent compounded annually, and the death benefits are typically significantly higher than they need to be because they are sold as an alternative to term instead of as a compliment, to the benefit of the agent (not the client), who gets paid much more for selling whole life. As a result, the cost to insure is also very high, and it takes about 10 to 15 years of regular contributions for an insured person to fully cover the cost of their insurance before they break even and there is any equity that can be accessed. Moving these funds into a Survivor Liberty Plan using the 1035 provision allows those returns to take effect much earlier. This basically amounts to taking money that you've already put to work for you and giving it a raise.

YOU DON'T HAVE TO BE IN PERFECT HEALTH TO QUALIFY.

A common concern among those considering the Survivor Liberty Plan is that they won't qualify for various reasons: disability rating, tobacco use, flight status, Special Forces, pre-existing health condition, cannabis use, etc. However, this is simply not the case. With regards to the disability rating, many retiring service members receive disability ratings from the VA for issues that are relatively minor and of no concern at all to life insurance underwriters. There are many disabilities that are quite serious with regards to their effect on your daily life that don't necessarily impact your potential lifespan, so it is worth the time to go through the underwriting process to see whether or not your disability will prevent you from qualifying. With regards to other possible concerns, it is possible to obtain a policy within a variety of situations. When qualifying during the underwriting process, the insurance company makes a determination of how much of a death benefit they should offer you based on the likelihood that they are going to have to pay out this death benefit. Any impact that your physical condition or lifestyle may have on the amount of death benefit you qualify for should not prevent you from pursuing this option should you determine that it is the best option for your individual situation, because unlike only using a term life insurance policy, in which the only advantage is the death benefit, the Survivor Liberty Plan is about much more than the death benefit; it's about having a place to protect and grow your money, without risk of loss due to market volatility or taxes.

That said, health qualification is an aspect of establishing a Survivor Liberty Plan. If you think this might be a viable financial solution for you, the sooner you initiate the process, while younger and in good health, the easier the process will be.

YOU DON'T HAVE TO HAVE A LOT OF MONEY TO FUND THE PLAN.

While the modern equity-producing life insurance policy may once have been a tool exclusive to the wealthy, that is no longer the case. You have complete flexibility in funding. Plans can be started and funded at whatever level is affordable for the insured. You can pay smaller amounts of money over a long period of time, or larger amounts of money over a short period of time. You can customize your premiums/contributions and adjust them over time as your life circumstances change.

THE SURVIVOR LIBERTY PLAN OFFERS LITIGATION RISK PROTECTION.

A permanent life insurance policy is not considered part of an estate tax bill or otherwise considered to be part of an individual's net worth in terms of what lawyers are able to retain or what can be tapped to pay for legal damages. In the event that you are involved in a lawsuit that ends badly, whatever other assets might be taken from you, you will retain complete control over and access to your Survivor Liberty Plan.

THE SURVIVOR LIBERTY PLAN OFFERS LIQUIDITY.

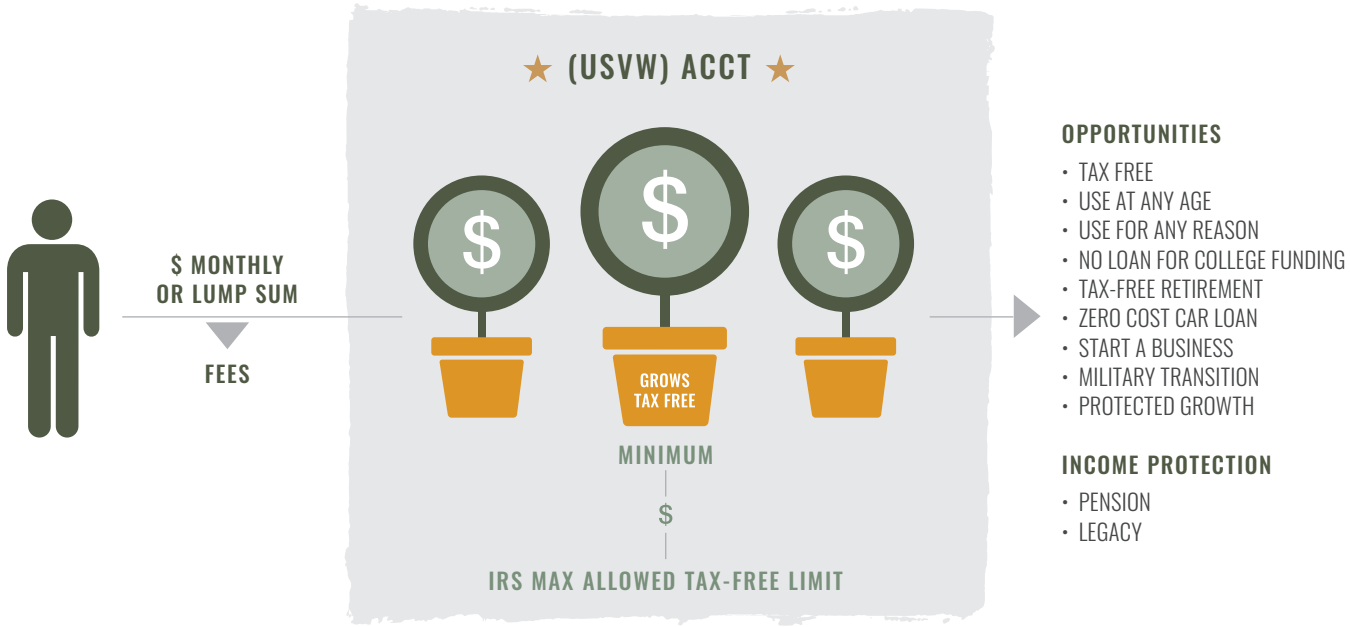
The Survivor Liberty Plan offers substantially more liquidity than the SBP, term life insurance policies, or even whole life. With the Survivor Liberty Plan, there is something called the cash surrender value, which is the amount of fully liquid cash that's available to be taken in distributions without penalties or taxes. As long as a person keeps 10% of the cash surrender value inside the plan, they can do whatever they want with the other 90%, which is comprised of a combination of contributions and the returns on invested dollars.

THE SURVIVOR LIBERTY PLAN OFFERS A TAX-FREE RETIREMENT.

Taxes are and will continue to be the greatest expense of any American during their lifetime. And with the demographic changes occurring today (more baby boomers retiring, less millennials working) and with the rising national debt, the current low rates of taxes simply cannot be maintained and still pay for unfunded government liabilities such as social security, Medicare, and Medicaid. Distributions from the traditional TSP and 401(k) retirement plans that so many people rely on are subject to income tax as soon as you begin taking your Required Minimum Distributions at age 70 ½ , and there is every possibility that we can expect much higher marginal tax rates within the next decade. This is a perilous situation for retirees, who risk seeing a shocking amount of their taxable pensions and retirement savings be taken by Uncle Sam.

Similar to how wealthy Americans leveraged the tax-advantages of whole life in the 1980s, modern life insurance leverages IRS code 72(t) to provide the same advantages and with greater flexibility and control, allowing you to access up to 90% of the equity of your Survivor Liberty Plan tax free.

> Unlike almost any other investment vehicle, whatever you decide to take out of an advanced equity life insurance plan is not considered income for purposes of taxation. It can and should be used all the world over as a tax-free pension.
>
> – **MICHAEL SEABOLT**, Tax Mitigation Specialist, Bell & Associates



FUNDING the Opportunity

Once qualified, you invest into the account at an amount of your choosing without limits.

GROWING the Opportunity

After fees and cost, the majority of the amount will grow without risk of loss.

USING the Opportunity

Use the money anytime for any reason tax free while still participating in market growth.

IS THE SURVIVOR LIBERTY PLAN RIGHT FOR YOU?

The SBP is a one-size-fits-all option for solving a complex problem. The SBP cannot, and was not designed to, address every financial need. Furthermore, the opportunity cost and negligible possibility of seeing any ROI in many cases makes it worthwhile for every service member to reflect on their individual situation (together with their spouses) to determine whether or not the SBP is the best fit for their financial situation. The Survivor Liberty Plan offers an alternative by focusing on the service member's life, including realizing the proper asset valuation of the service member's military career and the sacrifices made by the spouse and family.

However, let us be clear: **The Survivor Liberty Plan is not for everyone.** Depending on your individual, family, health, and financial situations, as well as your vision for your life, the traditional SBP/VGLI or SBP/term insurance strategies may be the best solution for you. But what we have found is that for individuals who do not want to follow the traditional path from military service to 9-to-5 job to retirement, for those who want to devote their post-military lives to a new means of service that involve starting a business or any other kind of lifestyle that will require the availability of funds much sooner than the normal retirement age, that the Survivor Liberty Plan offers both sensible financial protection for the family (tax-free retirement income, long term care protection, legacy for heirs, etc.) and the flexibility, control, and liquidity that will allow these individuals to forge their own path.

NONE OF THIS MATTERS IF YOU DON'T QUALIFY.

If you think that the Survivor Liberty Plan might be the right fit for you and your family, the first step is to reach out to see if you qualify. In order to determine if you qualify, you must go through the underwriting process, and in order to get underwritten, you have to apply. Going through the qualification process **DOES NOT** commit you to buy the policy. Finding out that you are qualified **DOES NOT** commit you to buy the policy either.

The sooner you apply—today, while you are young and/or in good health—the better. Once you know for certain that you qualify and that the Survivor Liberty Plan is something you want to consider, then you can take as much time as you need to reflect and discuss your options with us before making a commitment. Reach out to US VetWealth to see if you qualify today.

★ SCHEDULE A FREE SURVIVOR LIBERTY PLAN ANALYSIS ★

ABOUT THE AUTHORS

Scott R. Tucker is an author, speaker, and the founder of US VetLife/US VetWealth, a lifestyle and financial consulting brand that helps service members go from paychecks and government benefits to wealth and liberty. He likes to say, "I help the 1% who serve our country become the 1% who influence it." A West Point graduate, serial world traveler, military financial expert, and entrepreneur, Scott brings valuable experience and insight to those who have sacrificed so much in service to our country. He's the Rosie Network's #1 Fan and a passionate supporter of the Veterans Cannabis Project.

How we discovered this?

2002 - West Point / Germany / Iraq (Follow Orders)

2008 - New Financial Advisor in THE Financial Crisis (Life Shock)

2010 - Read "*4 Hour Work Week*" & "*Tax-Free Retirement*" (Opportunity)

2014 - Financial Industry & Transition Mess (Discovery)

2017 - Rosie Network / RIA / USAA DigiMilEx (Research)

2018 - Started writing Military Retirement Myth (Creative)

2019 - Created the Wealth & Liberty Strategy and started US VetWealth (Educate)

2020 - Who likes being apart of a big idea?? More to come...