

FINANCIAL NEWSLETTER

Kai-Zen® Retirement Strategy:

*Is There a Better Way?
Exploring 401(k) Plans
vs. Life Insurance for
Retirement Savings.*

January 2024



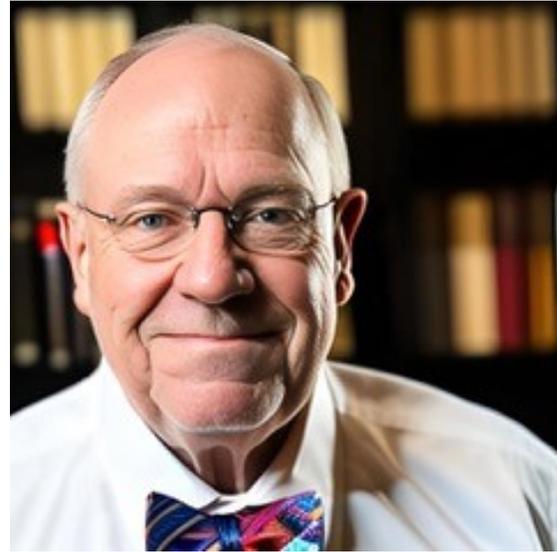
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Financial New\$letter

January 2024

Hello Christina,

Welcome to our January newsletter! As we kick off the new year, let's delve into the intriguing realm of financial planning. In this edition, we'll explore the contrasting worlds of the 401(k) and the overfunded IUL, uncovering insights to guide your financial journey in the year ahead. Here's to a prosperous and enlightening start to 2024!



"Kai-Zen® Retirement Strategy: Is There a Better Way? Exploring 401(k) Plans vs. Life Insurance for Retirement Savings."

When mapping out a strategy for long-term financial stability, individuals often explore diverse investment avenues. The most prominent option for retirement planning is 401(k) plans but maybe we should consider Indexed Universal Life (IUL) insurance policies. Understanding the features and implications of each can significantly assist in making informed decisions.

401(k) Plans:

- **Tax Benefits:** Contributions to a 401(k) plan are made with pre-tax dollars, reducing taxable income and enabling tax-deferred growth until withdrawal during retirement.
- **Employer Contributions:** Many employers match a percentage of the employee's contributions, effectively bolstering the retirement fund.
- **Diverse Investments:** These plans offer a range of

investment options, allowing individuals to tailor their portfolios based on their risk tolerance and retirement goals.

- **Withdrawal Rules:** Early withdrawals usually incur penalties and taxes unless under specific circumstances such as hardships or certain early withdrawal programs.

Indexed Universal Life (IUL) Policies:

- **Death Benefit and Cash Value:** IUL policies offer a death benefit to beneficiaries and accumulate cash value over time. Policyholders can access funds during their lifetime via policy loans or withdrawals.
- **Market-Linked Growth with Protection:** Cash value growth in IUL policies is tied to an index's performance, offering the potential for higher returns while protecting against market downturns.
- **Tax Advantages:** Typically, the cash value growth in an IUL policy is tax-deferred, allowing tax-free growth unless withdrawals exceed the premiums paid.
- **Overfunding:** One unique aspect of IUL policies is the ability to overfund the policy. Policyholders can contribute more than the required premium, potentially accelerating cash value accumulation and enhancing policy performance.

Additional Features of IUL Policies:

- **Living Benefits:** Many IUL policies include living benefits, allowing policyholders to access a portion of the death benefit during their lifetime if diagnosed with a qualifying terminal illness, chronic illness, or critical illness, and providing financial support when needed most.

Considerations and Comparison:

In the comparison between 401(k) plans and Indexed Universal Life policies, several factors warrant consideration:

- **Risk Exposure:** 401(k) plans involve market risks, while IUL policies offer some downside protection but may cap

potential gains.

- **Tax Implications:** Both options offer tax advantages, yet the timing and nature of taxation differ.
- **Employer Engagement:** 401(k) plans involve employer contributions, while IUL policies are individual insurance products.
- **Overfunding Benefits:** Overfunding an IUL policy can accelerate cash value growth and potentially provide a larger death benefit, but it requires careful consideration of policy limits and expenses.

In conclusion, both 401(k) plans and Indexed Universal Life policies offer unique advantages for retirement planning. But as I have crunched the numbers comparing the two, for those who qualify, the tax advantages, the market-linked growth with protection, the living benefits, and the death benefit make overfunding the winner for anyone under 50. And then for those who do the overfunding with Kai-Zen, adding approximately 3 to 1 leverage, you leverage up that growth even more. For those of you who are too old to buy Kai-Zen maybe you remember the old TV ads for Western Airlines, 'Western Airlines The Only Way To Fly! Well, "Kia-Zen's Over Funded Indexed Universal Life, The Only Way To Fly".



As always, consulting with myself or a qualified financial advisor is essential before making any significant financial decisions. We can provide personalized guidance tailored to your specific financial situation and objectives.

-Jim Barlow, MS, CFP

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What is Kai-Zen

Kai-Zen is a strategy that helps you maintain your current lifestyle in the event of a chronic illness, premature death, or an inability to sufficiently save for retirement. Protecting your earnings is critical to insuring your ability to save for retirement. Due to limitations, traditional retirement plans are typically insufficient for high-income earners. If you want to maintain your lifestyle in retirement, you need a proactive strategy that puts more money toward protecting your future income without putting a drain on your current finances.

Kai-Zen is the ONLY strategy that uses leverage to help you acquire more of the benefits you need to financially protect you and your family. Its unique fusion of financing and life insurance offers you more protections and the potential to earn more for retirement than you could obtain without leverage.

THE Kai-Zen® STRATEGY
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Quotes Jim sent his family this past month:

*"The true greatness of a person, in my view, is evident in the way he or she treats those with whom courtesy and kindness are not required."
Joseph B. Wirthlin*

"Research shows that when someone subjectively feels their work is a calling—meaning they have a sense of purpose, and that they're doing what they are meant to do—that they experience greater overall subjective well-being or happiness as well as greater career success than those who view their work as a job or career" Dan Sullivan & Benjamin Hardy

*"And I said to the man who stood at the gate of the year:
'Give me a light that I may tread safely into the unknown.'
And he replied:
'Go out into the darkness and put your hand into the Hand of God.
That shall be to you better than light and safer than a known way.'" Minnie Louise Haskins*

"The ABC Goal System

- *A Goal: Most ambitious, perfect case.*
- *B Goal: Middle ground, base case.*
- *C Goal: Minimum viable level, anything above zero compounds.*

On days when you feel great, you hit your A Goal. On days when you feel ok (most days!), you hit your B Goal. On days when you feel bad, you hit your C Goal.

The ABC Goal System removes any intimidation or guilt: As long as you hit your C Goal, you're making forward progress.

The system prevents optimal (A Goal) from getting in the way of beneficial (C Goal) and gives you the flexibility to make progress while allowing the inevitable vagaries of life to enter....

My ABC Goal System is designed to help you stay the course and avoid the stagnation that comes from allowing optimal to get in the way of beneficial.

Remember: Small things become big things. Anything above zero compounds." Sahil Bloom

[Watch me on KSL!](#)



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Kai-Zen
Uncover the Benefits



Detailed Insights into the
Wealth Transfer Benefits
of Kai-Zen

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