



STRATEGIES TO HELP YOU KEEP MORE OF YOUR INVESTMENT EARNINGS



CONSIDER TAX-EFFICIENT STRATEGIES THAT HELP INCREASE YOUR INVESTMENT EARNINGS

The income we keep after taxes are paid is referred to as net income and is, essentially, what we live on. As you plan for retirement, it's important to consider strategies that can help you manage the impact of taxation on your investment earnings. Tax efficiency is one such strategy. Over time, it may help you keep more of your investment earnings.

Helpful Definitions as You Get Started

- **Annuity:** A contract with an insurance company, intended as a long-term investment for retirement, which provides the option of guaranteed income payments for life or for a specific period of time.
- **Nonqualified Annuity:** A deferred annuity purchased with after-tax dollars can help take advantage of the power of compounding by allowing money to accumulate without paying taxes on earnings until withdrawn.
- **Life Insurance Cash Value:** An amount included in some types of life insurance policies that can build value over time and help provide death benefit protection under the policy later in life. Generally, any growth in the cash value will be tax-deferred.

Taxable distributions from annuities, including withdrawals and death benefits, are taxed at ordinary income-tax rates. If taken prior to age 59½, an additional 10% federal tax may apply. Withdrawals will reduce the contract value and the value of the death benefits, and also may reduce the value of any optional benefits. For nonqualified annuities, an additional 3.8% federal tax may apply on net investment income. A withdrawal charge and a market value adjustment (MVA) also may apply.

Guarantees are subject to the issuing insurance company's financial strength and claims-paying ability.

Insurance products are issued by Pacific Life Insurance Company in all states except New York and in New York by Pacific Life & Annuity Company. Product availability and features may vary by state.

**No bank guarantee • Not a deposit • May lose value
Not FDIC/NCUA insured • Not insured by any federal government agency**



TAX EFFICIENCY INVOLVES TWO STEPS

1. Categorize Your Assets According to How They Are Taxed
2. Consider Your Repositioning Opportunities

To start, decide where each asset should be placed—either in a taxable, tax-deferred, or tax-exempt/tax-free account—in order to provide an optimal level of tax-management benefits for meeting your retirement goals.

Your financial and tax advisors can be invaluable in helping you create a personal tax-efficiency strategy that's appropriate for your needs and goals. It's not just about how much your investments earn; it's also about the amount of those earnings you're able to keep.

I. CATEGORIZE YOUR ASSETS

ACCORDING TO HOW THEY ARE TAXED

Tax efficiency can be a complex topic, so it's important to talk to your financial advisor and, if appropriate, obtain additional input from your independent tax advisor. To prepare for those discussions, consider taking an inventory of your assets and accounts using the "My Financial Inventory" section at the back of this brochure. Then, categorize them according to how they are currently taxed.

Asset and Account Types

Taxable	Tax-Deferred	Tax-Exempt/Tax-Free
<p>Some income taxes may be paid each year.</p> <p>Examples:</p> <ul style="list-style-type: none">• Mutual Funds• Stocks• Bonds• CDs	<p>Income taxes paid only when assets are distributed or, if applicable, sold.</p> <p>Examples:</p> <ul style="list-style-type: none">• Nonqualified Annuities (earnings distributed are taxed first)• Retirement Accounts (IRA, 401(k), etc.)• Life Insurance Cash Value	<p>Certain distributions are free of federal and/or state income taxes.</p> <p>Examples:</p> <ul style="list-style-type: none">• Municipal Bond Interest• U.S. Treasury Securities• Roth IRAs• Roth 401(k)s• Life Insurance Death Benefit¹

¹For federal income-tax purposes, life insurance death benefits generally pay income tax-free to beneficiaries pursuant to IRC Sec. 101(a)(1). In certain situations, however, life insurance death benefits may be partially or wholly taxable. Situations include, but are not limited to: the transfer of a life insurance policy for valuable consideration unless the transfer qualifies for an exception under IRC Sec. 101(a)(2) (i.e., the transfer-for-value rule); arrangements that lack an insurable interest based on state law; and an employer-owned policy unless the policy qualifies for an exception under IRC Sec. 101(j).

2. CONSIDER YOUR REPOSITIONING OPPORTUNITIES

Next, working with your financial and tax advisors, explore whether you might realize any tax benefits from repositioning certain assets. For example, should you consider moving certain assets that expose you to higher taxes from a taxable account to a tax-deferred account? Doing so may enable you to keep more of that asset's earnings—and, as a result, those earnings may have an opportunity to continue to grow.

How do you make repositioning decisions? In part, it's by considering the stage of life you're currently in.



TAX EFFICIENCY

DURING YOUR WORKING YEARS

While you work, investments are typically used for two purposes, to help meet **short-term or intermediate-term**, and **long-term expenses**. To help you do this in a tax-efficient way, it is important to think about how to reposition your assets among taxable, tax-deferred, and tax-exempt/tax-free accounts. But first, let's define each account type in more detail.

Short-Term or Intermediate-Term Expenses

Long-Term Expenses

Taxable Accounts

Often used for **short- and intermediate-term** needs because they're relatively liquid. Even though income tax may arise annually on taxable earnings with this account, you can access these assets at any time without an additional 10% federal tax.

Example:

After-tax brokerage account holding stocks, bonds, and mutual funds where dividends, interest, and recognized gains are taxed annually.

CD investments provide liquidity based on the length of the CD maturity term. Interest from a CD will be taxed annually.

Tax-Deferred Accounts

Typically used for enhancing **long-term** growth potential. There may be adverse tax consequences for early withdrawals. However, in return, there are no taxes on any investment earnings in these accounts until you need to make withdrawals or take distributions. As a result, while you're invested, you keep more of your investment earnings, enabling your assets to grow faster.

Example:

Nonqualified deferred annuity is used to grow money for retirement. Early distributions (prior to age 59½) will generally be subject to both ordinary income tax and an additional 10% federal tax on the gains. Assets left within an annuity will continue to grow tax-deferred.

Tax-Exempt /Tax-Free Accounts

Can be used to help meet **long-term** expenses by generating tax-free income in retirement. Although you pay taxes up front at today's known rates, you may potentially eliminate any income tax on account earnings when withdrawn.

Example:

Roth IRA can create tax-free income for retirement. Since you pay taxes up front when you contribute to a Roth IRA, these accounts work best when you expect to be in a higher tax bracket during your retirement years.

Generally, for earnings from a Roth IRA account to be distributed tax-free, the Roth IRA holder must have established a Roth IRA for five years AND either attained age 59½, become disabled, passed away, or qualified for a first-time home purchase exception.

Now that the three different account types have been further defined, let's look at the differences in tax-efficient and tax-inefficient investments, and possible ways to position them among taxable, tax-deferred, or tax-exempt/tax-free accounts.

Tax-Efficient Investments

- Typically produce more long-term capital gains, (which are not taxed until sold)
- Pay small to no dividends, such as growth-oriented equity funds and stock index funds

Consider Positioning Tax-Efficient Investments into Taxable Accounts

Tax-efficient investments produce a lower amount of taxable income or gains during the short or intermediate term, making them possible options to hold within taxable accounts.

Tax-Inefficient Investments

- Generate taxes due to regular distribution of dividends and interest, which includes bonds, dividend-paying equities, and real estate investment trusts (REITs)
- Generate short-term capital gains, which includes actively traded funds

Consider Positioning Tax-Inefficient Investments in Tax-Deferred or Tax-Free Accounts

Tax-inefficient investments produce a higher amount of taxable income or gains, but tax-deferred and tax-free accounts can take advantage of either a deferral or possible elimination of taxes on these types of investments.



TAX EFFICIENCY DURING YOUR RETIREMENT

Assume you and your spouse are both age 66, retired, and in a 12% federal income-tax bracket. You've spent your life accumulating assets. Now, it's time to decide the best way to use those assets to fund your retirement. Consider the following hypothetical example.

Before Making Withdrawals, Think About Your Net Income

While doing some financial planning with your financial advisor, you and your spouse realize that after Social Security benefits and pension payments, you'll need to withdraw a net **\$12,000** from savings to meet living expenses. Which account should you withdraw from? If the goal is to minimize income taxes and help make your retirement savings last, it may be a good idea to withdraw from the tax-free account. Why?

In this hypothetical example, if you withdraw from the tax-deferred account, it will deplete your savings by an additional **\$1,636** (12% tax rate). Withdrawing **\$13,636** would allow you to receive a net \$12,000. In contrast, the tax-free account would only require \$12,000 to be withdrawn without any additional federal tax.

Tax-Deferred

Your withdrawals will be taxed at ordinary income-tax rates.
Tax = \$1,636

Total withdrawal needed to receive a net amount of \$12,000:
 $\$12,000 + \$1,636 = \mathbf{\$13,636}$

Tax-Exempt

No income tax will be due on your withdrawals.

Total withdrawal needed to receive a net amount of \$12,000:
\$12,000



Be Aware of Your Tax Bracket

Now, let's add another hypothetical consideration to the previous example. You and your spouse's annual taxable income from sources other than savings—specifically, long-term capital gains from the installment sale of a business, your pension, and the taxable portion of Social Security benefits—is **\$64,000**.

- If you withdraw \$14,000 (rather than \$13,636) from your tax-deferred account, your total taxable income (long-term capital gains, Social Security benefits, pension, and withdrawals) would be $\$14,000 + \$64,000 = \$78,000$. By looking at the current IRS tax tables, you realize this amount of taxable income moves you from a 12% tax bracket to a 22% bracket (**which now results in long term capital gains rates moving from a 0% to 15% tax rate**).
- However, if you withdraw \$12,000 from your tax-free account, your total taxable income would still be \$64,000, and this would keep your long-term capital gains at the 0% tax rate.

2018 Federal Income Tax Brackets and Rates

Taxable Income (2018 Federal Tax Brackets)—Married Filing Jointly	Is Taxed At (Marginal Income Tax Rate)	
\$0 to \$19,050	10%	Tax-Free Withdrawal: \$12,000
> \$19,050 to \$77,400	12%	
> \$77,400 to \$165,000	22%	Total Taxable Income: \$64,000
> \$165,000 to \$315,000	24%	Capital Gains Tax Rate: 0%
		Tax-Deferred Withdrawal: \$14,000
		Total Taxable Income: \$78,000
		Capital Gains Tax Rate: 15%

2018 Capital Gains Tax Brackets and Rates

Taxable Income (2018 Federal Tax Brackets)—Married Filing Jointly	Is Taxed At (Long-Term Capital Gains Tax Rate)
\$0 to \$77,200	0%
\$77,200 to \$479,000	15%
\$479,000 or More	20%

Source: Tax Cuts and Jobs Act of 2017.

Full tax bracket for 2018 Married Filing Jointly not included. State taxes (if any) not taken into account.

TAX IMPACT

Moving to a higher income-tax bracket not only impacts taxation on your ordinary income, it may also result in paying:

- More in capital gains tax.
- The 3.8% Net Investment Income Tax (NIIT) for nonqualified assets.
- Tax on a higher percentage of your Social Security benefit.
- The Alternative Minimum Tax.
- More retirement healthcare costs, such as increased premiums for Medicare Part B and D.

Talk to Your Financial Advisor

We've included a simple worksheet on the next page that can help you begin the process of categorizing your assets so that you can have a productive tax-efficiency discussion with your financial and tax advisors. Complete the form on your own, or ask your advisor(s) to work with you.



Creating your personal tax-efficiency strategy today may help you build a more financially comfortable tomorrow.

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Under current law, a nonqualified annuity that is owned by an individual is generally entitled to tax deferral. IRAs and qualified plans—such as 401(k)s and 403(b)s—are already tax-deferred. Therefore, a deferred annuity should be used only to fund an IRA or qualified plan to benefit from the annuity's features other than tax deferral. These include lifetime income, death benefit options, and the ability to transfer among investment options without sales or withdrawal charges.

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Mailing addresses:

Pacific Life Insurance Company
P.O. Box 2378
Omaha, NE 68103-2378
(800) 722-4448

In New York, Pacific Life & Annuity Company
P.O. Box 2829
Omaha, NE 68103-2829
(800) 748-6907



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