



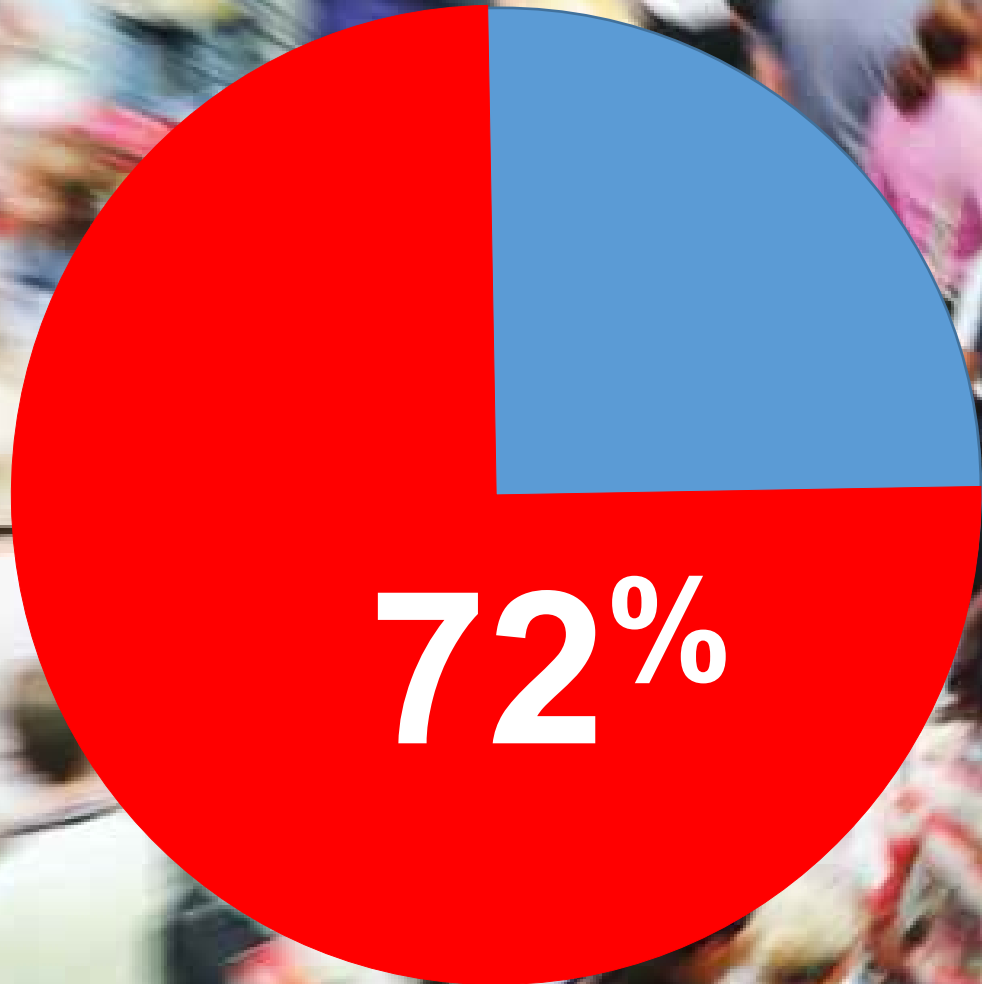
**AMERICAN  
NATIONAL<sup>®</sup>**

# Business Owner Retirement Plans

American National Insurance Company  
Galveston, Texas



# What is Your Ultimate Financial Goal?



**72% of American Workers do not feel very confident that they will be able to retire comfortably.<sup>1</sup>**

**Could your business benefit from a customized retirement plan?**

1. 2021 Retirement Confidence Survey, Employee Benefit Research Institute and Greenwald & Associates.

# The Challenge... The Choices





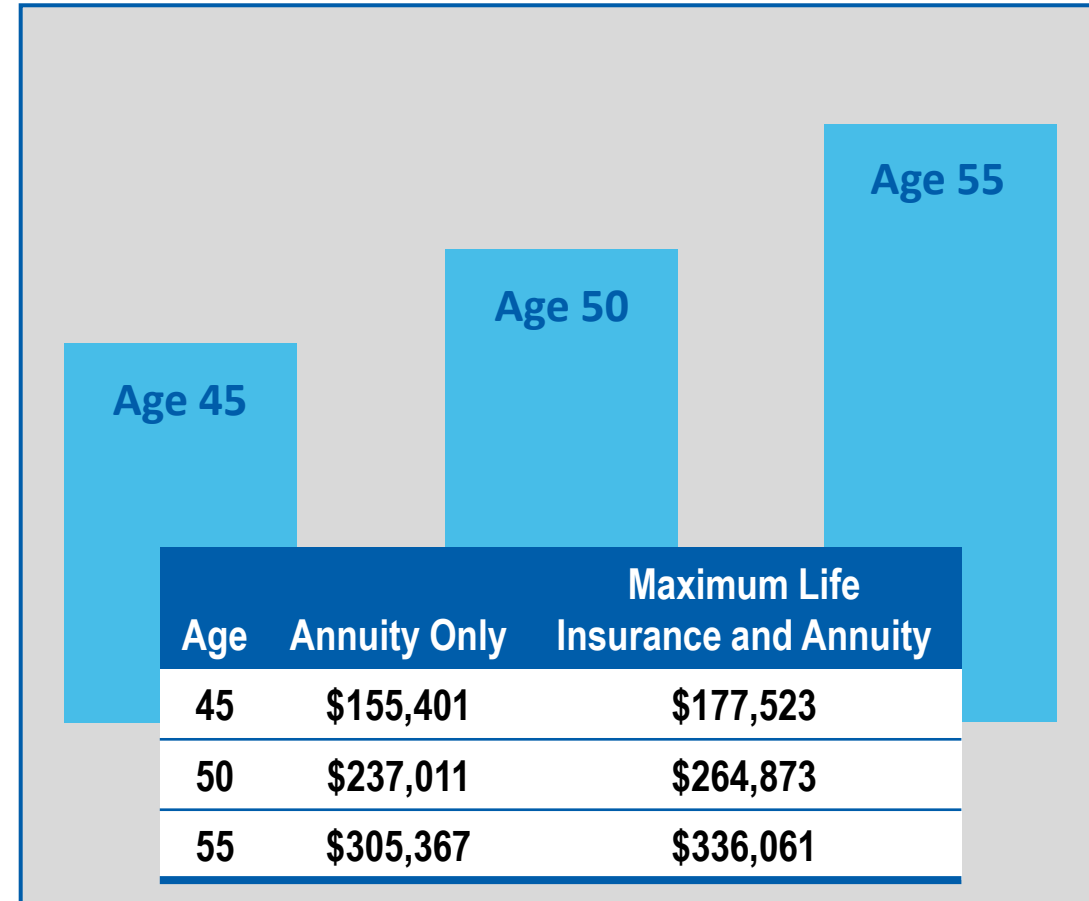
And More...

**Does Your Business  
Need Additional Tax  
Deductions?**

**Already Have a  
Retirement Plan?**

# 412(e)(3) Defined Benefit Plan<sup>1</sup>

## Maximum First Year Deductions Available At Selected Ages



<sup>1</sup>The life and/or annuity insurance product(s) used to fund a 412(e)(3) plan must meet regulations set forth in Internal Revenue Service Reg. Sec. 1.412(i).

Note: The contributions above are based upon maximums for 2023, based on the guaranteed annuity purchase rates, the guaranteed insurance cash values, and the guaranteed annuity accumulation rates of American National Insurance Company 412(e)(3) qualified life insurance and annuity products. The numbers also assume the business owner at the selected ages has earnings of at least \$330,000 and the assumed retirement age is 62.

# New Comparability Profit Sharing Plans

	Age	Salary	Traditional Profit Sharing Allocation	Percent of Total Allocation	New Comparability Profit Sharing Allocation	Percent of Total Allocation
<b>Owner</b>	<b>60</b>	<b>\$165,000</b>	<b>\$41,250</b>	<b>57%</b>	<b>\$66,000</b>	<b>91%</b>
<b>Employee</b>	<b>51</b>	<b>\$38,000</b>	<b>\$9,500</b>	<b>13%</b>	<b>\$1,900</b>	<b>3%</b>
<b>Employee</b>	<b>42</b>	<b>\$32,000</b>	<b>\$8,000</b>	<b>11%</b>	<b>\$1,600</b>	<b>2%</b>
<b>Employee</b>	<b>29</b>	<b>\$28,000</b>	<b>\$7,000</b>	<b>10%</b>	<b>\$1,400</b>	<b>2%</b>
<b>Employee</b>	<b>26</b>	<b>\$26,000</b>	<b>\$6,500</b>	<b>9%</b>	<b>\$1,300</b>	<b>2%</b>
		<b>\$289,000</b>	<b>\$72,250</b>		<b>\$72,200</b>	
<b>Owner's Share</b>			<b>(57%)</b>		<b>(91%)</b>	

# Safe Harbor 401(k) Plans

	Age	Salary	3% Vested Employer Contribution	401(k) Employee Elective Deferral	Total Allocation
Owner	60	\$130,000	\$3,900	\$30,000	\$33,900
Employee	33	\$33,000	\$990	0	\$990
Employee	34	\$31,000	\$930	0	\$930
Employee	54	\$29,000	\$870	0	\$870
Employee	42	\$23,000	\$690	0	\$690
		\$246,000	\$7,380	\$30,000	\$37,380

401(k) plans can be a powerful tool in promoting financial security in retirement.<sup>1</sup>



# No Employees? Owner Only 401(k) Plans



## Owner Only

	Age	Salary	Employer Contribution	Max. Elective Deferral	Total Contribution
<b>Owner</b>	<b>52</b>	<b>\$174,000</b>	<b>\$43,500</b>	<b>\$30,000</b>	<b>\$73,500</b>



## Owner and Spouse

	Age	Salary	Employer Contribution	Max. Elective Deferral	Total Contribution
<b>Owner</b>	<b>52</b>	<b>\$162,000</b>	<b>\$43,500</b>	<b>\$30,000</b>	<b>\$73,500</b>
<b>Spouse</b>	<b>49</b>	<b>\$30,000</b>	<b>\$7,500</b>	<b>\$22,500</b>	<b>\$30,000</b>
<b>Total Contribution:</b>					<b>\$103,500</b>

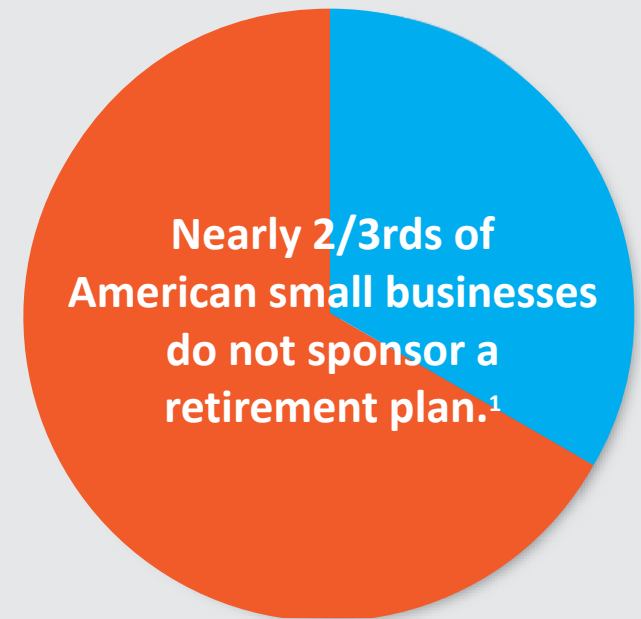
You have the flexibility to maximize or minimize the contribution from year to year! Great for businesses where sole employee is the owner or the owner and his/her spouse!



# A Customized Opportunity

Let us help you find a variation of these plan designs that could help you convert current taxes to assets, defer tax payments, and generate the retirement income you desire.

Is it costing you money not having a plan? Find out with a free analysis!



1) Bureau of Labor Statistics "Employee Benefits in the United States - March 2022".

# Why Wait?

**There is no cost for your retirement design proposal.**



**The important thing is to take the next step.**