# Why an IRA?

**With all the savings vehicles available today, why should you consider opening an Individual Retirement Account (IRA)? It's simple! It's all about harnessing the power of mutual funds and tax-deferred earnings.**

## Mutual Funds ... Great Growth Potential

Mutual funds are a great way for the average investor to experience the benefits of diversification and the potential earning power of the stock market, without having to be a financial expert or have a huge portfolio. Mutual funds give you the chance to make money in three ways:

- **Appreciation of mutual fund shares**
- **Dividends paid from mutual funds' earnings**
- **Capital gains distribution**

Should any of these be earned, they may be subject to taxation. Also note that the value of a fund may fluctuate. Investing in mutual funds entail risk, including loss of principal shares. When redeemed, they may be worth more or less than the original value. Diversification does not assure a profit or protect against loss.

An IRA can give you growth potential because your money – up to $6,000 per year,[1] or $7,000 if you're 50 and above[2] – is part of a larger group of mutual fund investments that are expertly managed to help you get the best possible return on your money.

## Defer Taxes, Increase Your Retirement Savings!

With both Traditional[3] and Roth[4] IRAs, your earnings are tax-deferred. That means more of your money stays in the account and has a chance to grow over time.[5] Plus, with a Roth IRA, if you meet the minimum requirements, you may even be able to withdraw money tax-free when you reach retirement![6]

PRIMERICA®

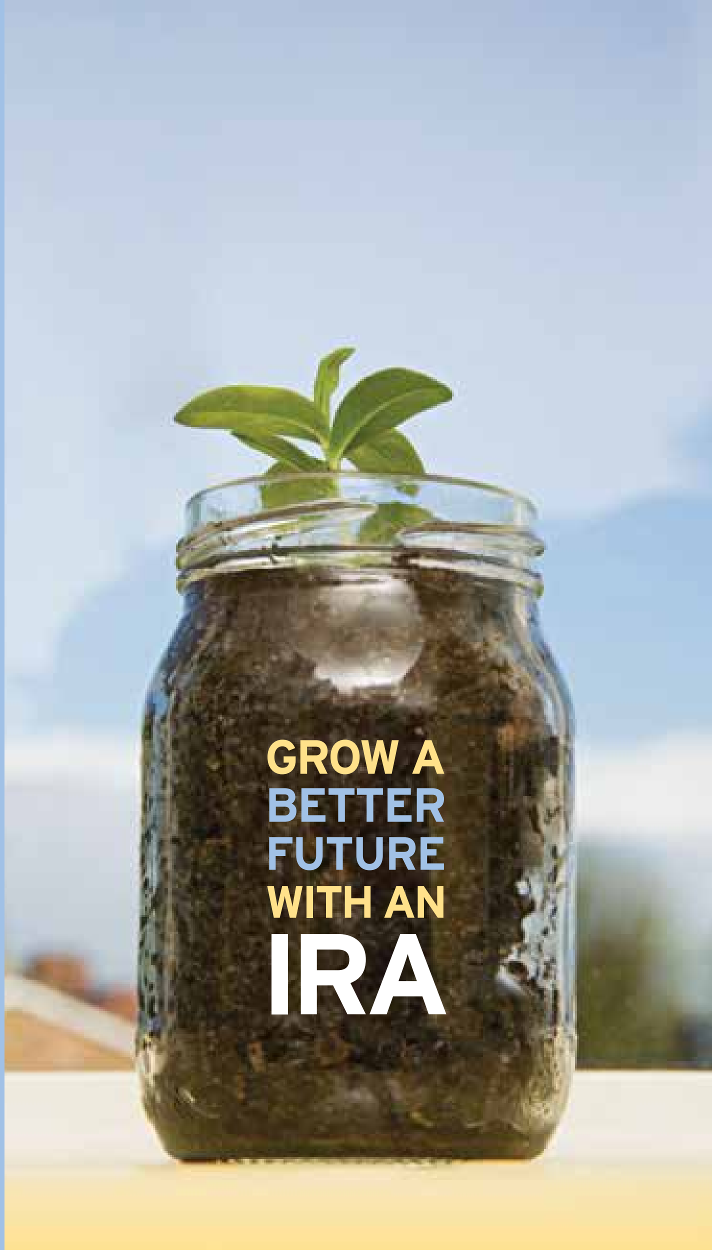
*An Investor should consider the investment objectives, risks, fees, charges and expenses before investing. The prospectus and/or summary prospectus contains this and other information about the fund. Read and consider it carefully before investing. You may obtain a prospectus from your PFSI registered representative.*

Securities offered by PFS Investments Inc.,
1 Primerica Parkway, Duluth, GA 30099, (770) 381-1000.

**1** Contribution number listed reflects 2020 maximum contribution limit. **2** Maximum contribution limit includes an additional $1,000 "catch-up" allowance for clients 50 and above. **3** Tax deduction for contributions is available, but how much one can deduct for the contribution may be phased out based on the individual being an active participant in a qualified retirement plan. If one is an active participant, the deduction amount (if any) will be determined by the participant's Adjusted Gross Income (AGI). Partial deduction is permitted if AGI is higher. (Note that non-deductible contributions are still permitted): Single: $65,000-$74,999.99, Married filing jointly: $104,000-$123,999.99, Married filing separately: $0-$9,999.99. **4** Roth contribution limit is phased out based on AGI. Partial contribution is permitted if the individual's AGI is in the range specified below, and no contribution is permitted if AGI is higher: Single: $124,000-$138,999.99, Married filing jointly: $196,000-$205,999.99, Married filing separately $0-$9,999.99 **5** Combined contributions for any given year between a Roth and a Traditional IRA cannot exceed the maximum allowed contribution or 100% of earned income whichever is less. For example, for 2020, one below the age of 50 could put $3,000 in a Traditional IRA and $3,000 in a Roth IRA for a combined $6,000 contribution. One could not put $6,000 into a Traditional IRA and $6,000 into a Roth IRA, as this combined $12,000 exceeds the maximum total contribution to IRAs by $6,000. **6** State income tax may apply. Check with your tax advisor for information concerning your individual situation. Withdrawals before 59½ may be subject to a 10% tax penalty.

PFS Investments Inc. is a subsidiary of Primerica, Inc. and is the registered broker-dealer.






GET STARTED TODAY!

# Which IRA Is Right for You?

Your dreams are important to you.

Opening the right kind of IRA account could be the key to helping you reach your goals.

| | Traditional IRA | Roth IRA |
|---|---|---|
| Contributions | Up to $6,000[1]<br>Tax Deductible[3] | Up to $6,000[1]<br>Not Tax Deductible[4] |
| Earnings | Tax-Deferred | Tax-Deferred |
| Retirement Withdrawals | Taxable | Tax-free if the Roth IRA is held at least five years (After age 59 $^1/_2$) |
| Distributions | Required at age 72 | No age requirement |
| Eligibility | 100% of earned income up to contribution limit | 100% of earned income up to contribution limit (no maximum age limit) |

Note: Income limitations may restrict the amount that you may contribute to a Deductible IRA or a Roth IRA. Additionally, the amount you may contribute to a Roth IRA is reduced by contributions to other IRAs. See IRA Maximum Contribution Limits chart for more information. Withdrawals before age 59$^1/_2$ may be subject to a 10% tax penalty.

## Start When You Can

Preparing for the future doesn't have to break your budget. Even if you can only save a little each month, it all adds up over time! The point is, the sooner you start saving – any amount – the higher your potential return.

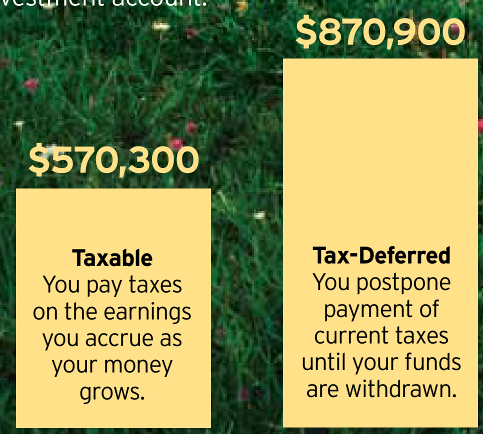
### IRA Maximum Contribution Limits[5]

| Year | 2020 |
|---|---|
| Age 49 & Below | $6,000 |
| Age 50 & Above[2] | $7,000 |

Get started today on the future you deserve. Talk to the PFS Investments representative who gave you this brochure to learn more about how an IRA could help you change your future.

## Defer Taxes, Save Smarter!

You can take advantage of tax-deferred savings by investing in an IRA – either a Traditional IRA or a Roth IRA. That can make a big difference in the growth of your funds. The chart below shows the difference it could make if you were contributing $6,000 into an IRA with tax-deferred benefits every year for 32 years compared to the same contributions to a regular taxable savings or investment account.




* This illustration is hypothetical and not indicative of any actual investment, which will fluctuate in value. This chart shows a constant rate of return. This chart assumes a federal 22% tax bracket. Lower tax rates on capital gains and dividends would make the investment return on the taxable investment more favorable, thereby reducing the difference in performance between the investments shown. Any tax-deductible contributions will be taxed and tax-deferred earnings may be taxed upon withdrawal. Earnings on the investment are at a 9% nominal rate, compounded monthly. The above amounts are based on monthly contributions of $500.00 (earned income, adjusted for taxes).