

“Protection Planning: Retirement” Video Transcript

Investment and Insurance Products are:

- **Not Insured by the FDIC or Any Federal Government Agency**
- **Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Affiliate**
- **Subject to Investment Risks, Including Possible Loss of Principal Amount Invested**

You’ve been working hard and saving for retirement. As life continues to change, what if you’re not sure you’ll have enough? Protection Planning can help you be confident you will.

To learn which Protection Planning options could help you, consider where you are regarding retirement. Are you still saving, or are you closer to retiring – or perhaps you’re already retired and looking to protect your savings? The unique advantages of life insurance can help create a source of tax-free retirement income while protecting your goals along the way.

You’ve saved well, but the cost of long-term care can be devastating to your retirement plans. Insurance can help protect your family and portfolio should you ever need care.

Protection Planning helps safeguard your portfolio from the unexpected and can provide additional security, confidence, and control of your wealth throughout life’s WHAT IFs. Talk with your Financial Advisor for guidance on what kind of protection is right for you. Together, we can help plan for your life’s WHAT IFs.

[Image on screen: Talk with us today. We can help with your Protection Planning.]

[Image on screen: Need help finding an advisor? Call us at 866-224-5708 or visit [wellsfargo.com/advisors.com](https://wellsfargo.com/advisors)]

Death benefits generally are not subject to income taxes but may be subject to income taxes in certain cases. Policy owners should consult with legal counsel prior to assigning the ownership rights in life insurance policies. Insurance policy values or death benefits are includable in the gross estate of the decedent if the decedent owned or was deemed to have owned certain "incidents of ownership" in the policy. Death benefit protection is based on the claims-paying ability of the issuing life insurance company.

Distributions from life insurance policies prior to the death of the insured may be subject to income taxation depending on the type of distribution, the life insurance policy duration at the time of distribution and effective tax law at that time. These distributions may also reduce policy cash values and death benefits. Life insurance policy loans are not taxable for a non-MEC policy provided that it remains in force until the death(s) of the insured(s).

Guarantees are based on the claims-paying ability of the issuing insurance company.

Insurance products are offered through non-bank insurance agency affiliates of Wells Fargo & Company and are underwritten by unaffiliated insurance companies.

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