

# Products and Capabilities



# Oppenheimer Life Agency, Ltd.

Oppenheimer Life Agency, Ltd. (OLA), a wholly owned subsidiary of Oppenheimer & Co. Inc., has been providing high quality insurance products and services to individuals and institutional clients since 1977. OLA has maintained relationships with leading insurance companies to offer a wide variety of insurance and annuity products. Through its strategic alliances, OLA can provide comprehensive strategies for your wealth transfer, advanced estate planning and business succession needs.



# Annuity Services

Annuities are a common investment vehicle for accumulating assets for retirement planning. OLA offers an open architecture platform that features insurance companies which provide variable, fixed, fixed indexed and immediate annuities. These products are able to help address the risks you may face in planning for retirement including longevity risk, market risk and inflation risk. To help address your retirement planning needs the annuity platform features, but is not limited to, the following products.

## Variable Annuity Products

### Variable Annuity

- Offers a wide variety of equity and fixed income investment choices depending on your risk tolerance
- Lifetime income guarantees on single and joint lives
- Guaranteed death benefits
- Tax-deferred growth on non-qualified assets

### Index Variable Annuity

- Allows you to take advantage of market growth with an assured level of protection to help guard against market losses
- Customizable for you; you can choose how much upside potential and downside protection you want
- Lower cost variable annuity product

### Investment Only Variable Annuity (IOVA)

- A simple way to set aside taxable assets in a tax-deferred investment vehicle
- Offer a variety of investment options, including alternative investments for qualified investors
- Typically available at a lower cost than a traditional variable annuity
- A good addition if you have maxed out your 401(k) or other qualified investment accounts

## Fixed Annuity Products

### Fixed Indexed Annuity

- Provides principal protection
- Offers an opportunity for capital appreciation based on performance of securities indexes such as the S&P 500 without directly participating in an equity investment
- The opportunity for lifetime income through additional riders
- Tax-deferred growth on non-qualified assets

### Deferred Fixed Annuity

- Guaranteed interest for 3-10 years
- Principal protection (if held until maturity)
- Tax-deferred growth on non-qualified assets

### Immediate Annuity

- Guaranteed immediate tax advantaged lifetime income on single or joint lives

### Deferred Income Annuity

- Guaranteed lifetime income
- Can supplement income from Social Security
- Lets you schedule an income stream at a later date, maximizing future lifetime income payments



### Qualified Longevity Annuity Contract (QLAC)

- Guaranteed lifetime income
- Can supplement income from Social Security
- Allows you to schedule income to begin at a later date, thereby maximizing future lifetime income while reducing annual Required Minimum Distributions (RMD) and corresponding tax liabilities
- The ability to defer taking RMDs from a portion of your IRA assets (up to \$125,000)

### Fixed Annuity with Long-Term Care Benefits

- The opportunity to double or triple the income payments available for long-term care coverage
- Tax-deferred growth of the contract value, and generally, federal tax-free income withdrawals for qualified long-term care expenses
- The ability to pass any remaining contract value to beneficiaries as a death benefit

## The Benefits Annuities Offer in Planning for Retirement

- Annuities may offer the ability to diversify your overall portfolio according to your risk tolerance through the use of living benefits, death benefits, principal protection and tax deferral
- Annuities are the only investment that can provide a guaranteed lifetime stream of income during retirement.\* This may provide a comfort level and may ease concerns about outliving current retirement savings
- Annuities provide various death benefit options for investors concerned with wealth transfer
- Annuities do not go through the probate process
- Non-qualified annuities are the only investment vehicle to offer tax-deferred growth which can help defer taxes until you are retired and in a lower tax bracket

*\* Any payment guarantees are based on the claims paying ability of the insurance company.*

# Insurance Services

## Insurance Product Offerings

Insurance can be one of the most important purchases you make. It can provide protection for family members in the event of a death, replace income, cover educational costs and much more. OLA offers a variety of insurance products including, but not limited to:

|                                |   |
|--------------------------------|---|
| <b>Term</b>                    | Term insurance is a type of life insurance policy that provides coverage for a certain period of time, or a specified term of years. If the insured dies during the time period specified in the policy and the policy is in force, a death benefit is paid. Since there is no cash accumulation, premiums are lower for term insurance.  |
| <b>Whole Life</b>              | This type of policy provides a fixed, level premium and a fixed, level death benefit for life with accumulation of cash value. The cash value grows tax-deferred at a guaranteed rate until the contract is surrendered. Whole life policies tend to have a higher premium but the cash accumulation can be used to lower the cost of premium payments or can be taken as a loan.   |
| <b>Universal Life</b>          | These policies offer flexible premiums and death benefits. They generally include a cash value account that accumulates at a floating rate of interest with a minimum rate guarantee. The accumulation can be used to reduce later premiums or build up cash value.   |
| <b>Indexed Universal Life</b>  | Provides the same benefits as traditional universal life insurance with one primary difference; the way the interest is credited to the cash value of the policy. The interest is credited to the cash value based on the movement of a specific stock market index or indexes over a specific period of time.  |
| <b>Variable Universal Life</b> | Combines the flexibility of universal life with the performance of investment accounts. This type of policy has variable sub-accounts similar to a mutual fund, that allow for the investment of the cash value. Variable universal life insurance offers increased flexibility and growth potential over a traditional whole life policy, but also a higher risk since the death benefit is tied to the sub-accounts performance.  |
| <b>Long-Term Care</b>          | Long-term care insurance is coverage that provides nursing home care, home health care, personal or adult day care for individuals with a chronic or disabling condition or illness. It offers more flexibility and options than many public assistance programs.   |
| <b>Disability</b>              | A type of insurance that will pay some or all of a worker's salary if that worker becomes disabled and is unable to work at his or her job. Short term disability insurance policies offer a worker a portion of their salary if they are unable to work for a short period- typically three to six months. Long-term disability insurance offers a worker a portion of their salary if they are unable to work for a longer period- typically a period of over six months. |

## Strategic Alliances

Oppenheimer Life Agency, Ltd. has partnered with Strategic Alliances to offer a fully comprehensive platform for wealth transfer and preservation. Your Financial Advisor has Point of Sale Professionals who are Designated Chartered Life Underwriters and Chartered Financial Consultants dedicated to offering insurance strategies in an unbiased consultative approach to our clients. Our Strategic Alliances offer a portfolio of products which include, but are not limited to, competitive whole life, universal life, variable universal life, term life, long-term care and disability insurance.

We also have Strategic Alliances who specialize in specific wealth management areas to meet all of your lifetime planning objectives. These alliances are designated in their area of business and can help provide expertise in the following areas:

### Aiding Businesses to Sustain Profitability



- They offer strategic and corporate services that aid businesses to maximize and sustain profitability through periods of transition and change. They are specialists in the area of managing and mitigating key-person dependency risk.
- They will work with you to define a clear vision for your business, develop a roadmap and provide actionable advice on execution of key person continuity strategies.
- They will be a single point of contact for comprehensive services/support needed to successfully enter, grow or transition a business.

### Athletes & Entertainers



- They can offer a unique planning perspective to professional athletes by dovetailing a player's benefit package with conservative personal planning.
- They are successful in placing disability policies for college and professional players and have recently introduced the need for retired players to consider acquiring long-term care in light of the NFL concussion settlement.

### Disability Insurance



- They offer protection related to both individuals and business owners. They specialize in “living benefits” such as Disability Insurance to enhance asset protection.
- They deliver access to an advanced planning team with vast experience working with Athletes & Entertainers, Foreign Nationals, Medical Professionals, Corporate Executives, Family Estate Planning and much more.

## Employee and Executive Benefits



- They offer first class employer benefit programs and specialize in group health insurance, dental insurance, group life and disability.
- They offer knowledge and expertise in product development, marketing and communications, technology, customer service, program implementation and ongoing management.
- They also provide tailored benefit strategies to the key talent responsible for an organization's success as well as ancillary services such as Directors & Officers Insurance and Surety Bonds.

## Foundation Planning



- They can provide assistance with everything from establishing private foundations to developing philanthropic strategies.
  - A private foundation is an independent legal entity set up for solely charitable purposes. Unlike public charity, which relies on public fundraising to support its activities, the funding for a private foundation typically comes from a single individual, a family or a corporation, which receives deductions for donations.
- They will provide foundation management, incorporate life insurance and trust planning services and online resources to provide a total outsourced process for private foundations.

## Life Settlements



- If your needs change and you no longer need your life insurance policy, selling your policy will relieve you of future premium payments and you can receive an average of four times the cash surrender value.
- Our alliance can represent individual, Trust, Corporate and Institutional sellers in everything from a single policy to a complex portfolio sale, handling all aspects of the transaction. They are skilled in analyzing and pricing policies.
- They transact with institutions only, including some of the largest Commercial and Investment Banks, Pension Funds, Private Equity and Hedge Funds in the world.

## Long-Term Care



- Long-term care (LTC) insurance can help protect your assets in the event you cannot safely care for yourself. It is designed to cover long-term care services and support in a variety of settings such as your home, a nursing home or other facility.
- Our Alliance can offer long-term care insurance planning and products that best fit your needs.
- They have dedicated LTC specialists available for consultations to create an individualized unique approach for you.

## Medicare



- A resource to help individuals and companies navigate through the complexities surrounding Medicare. They can discuss the Medicare enrollment process as well as the types of health care benefits that are covered, and not covered by Medicare.
- They offer review of various plans such as Medicare Supplement plans, Part D plans and Medicare Advantage plans.

## Premium Financing



- Premium Financing can be an attractive option to anyone who needs a substantial amount of insurance or simply does not want to use their existing capital to pay the premiums.
- Our Alliance offers a unique and sound perspective to financing premiums with their planning process.
- They can assess, present, analyze, design, and execute life insurance premium finance cases.

## Private Risk Management



Our Alliance offers a suite of concierge services. Including but not limited to:

- **Global Fine Art Practice** – Provides resources to facilitate Schedule Reviews, Jewelry and Fine Art Appraisal Services, Storage Facilities and Fine Art Transportation Services.
- **National Antique and Vintage Collector Car Practice** – Provides specialized service and coverage options for collectors of antique and vintage automobiles.
- **National Family Office Practice** – Designs holistic Risk Management Programs for wealthy families.

- **Financial Insurance Protections** – Utilizes insurance products to help manage life events including preparation of Estate Planning, Life Insurance, Key Man Life, Disability, and Long-Term Care.
- **Global Mega Yacht Practice** – Dedicated team of professionals specializing in complete coverage for the world's largest sailing and motor yachts, their equipment, and unique requirements.
- **Aviation Practice** – Specialized team that works closely with the placement of privately owned aircraft.
- **Loss Prevention and Disaster Planning Resources** – Wildfire, Hurricane, Coastal Properties and Earthquake; Access to Wildfire & Hurricane Protection units; Emergency Preparedness and Evacuation.
- **Predictive Modeling Tools** – Use of sophisticated diagnostics to evaluate loss exposure, resulting from earthquake, wind, and flood.
- **Entertainers, Celebrities & Professional Athletes** – Specialty coverages for unique exposures.
- **Group Umbrella Programs** – High limits of personal excess liability coverage at 50% of the individual premium cost.

## Structured Settlements



- A structured settlement is used to help safeguard personal injury settlement recipients from situations that can quickly deplete their settlement funds.
- Our Alliance can help navigate the legal process associated with closing structured settlements and will guide you along the way in an easy, professional, hands on manner.





Contact your  
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on our capabilities

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