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 Minneapolis, MN 55408-2666
www.sonsofnorway.com

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**JUNE
 2018**

Issue 46

the **ADVISOR**

GUIDING YOUR INSURANCE PLAN, PROVIDING PEACE OF MIND

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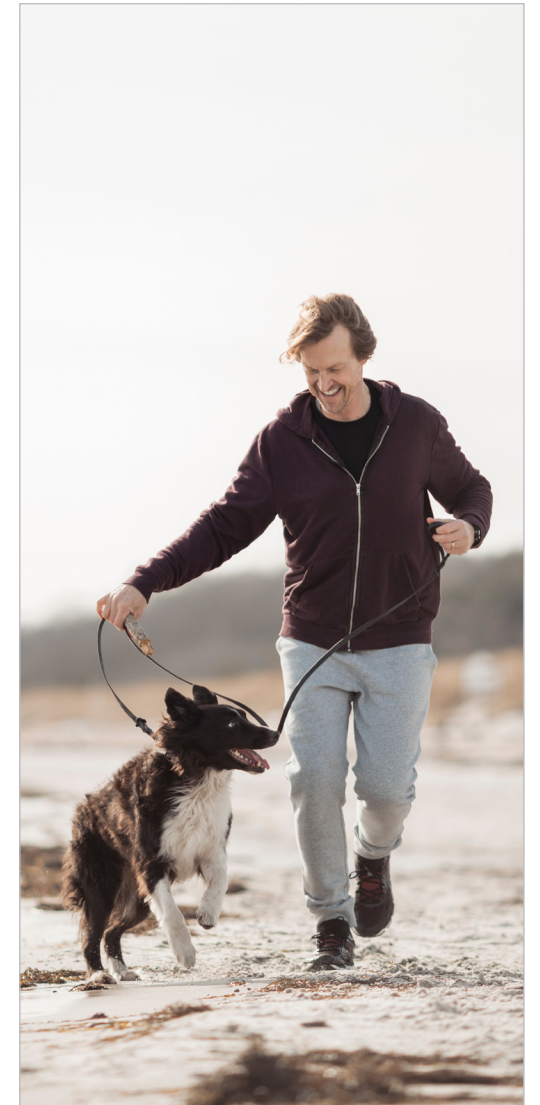


Sons of Norway's Insurance Offerings Expand

NEW PRODUCT PAYS OUT PEACE OF MIND AT END OF LIFE

Last March, Sons of Norway launched its Guaranteed Issue Whole Life (GIWL), a fantastic addition to our product portfolio. Here are some details to acquaint you with GIWL and to help you decide when it's time to get on board with this convenient way to cover end of life expenses and provide peace of mind for you and your loved ones.

It's a fact: Most people avoid talking about end of life issues, but it's necessary to plan for them. Sons of Norway's GIWL policies are ideal to cover funeral and burial costs, and can protect your loved ones from having to pay these out-of-pocket costs. Moreover, the GIWL policy can save families the stress of having to withdraw from personal bank accounts or selling assets to supply funds to cover final expenses. Relieve your family of unnecessary anxiety by giving them the resource they need to take care of end-of-life expenses.



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**Products from other insurance carriers offered by your Sons of Norway Financial Benefits Counselor.

*These products may not be available in all states.

- IRAs - Traditional and ROTH
- Child or Grandchild Plans
- Level Term Life Insurance
- 401K Rollover
- Chronic Illness Accelerated Benefit Rider
- Medicare Supplement**

- Complimentary Financial Review
- Preserving My Estate
- Saving For Retirement
- Pension Maximization Plan
- Universal Life Insurance
- Immediate Annuities
- Whole Life
- Single Premium Whole Life
- Tax-deferred Annuities

Member #

to help me achieve my financial goals

YES! Please send me more information on the following products

- in this issue**
- New Product Pays Out Peace of Mind At End of Life
 - A Message from Your International President
 - Advisor Answers
 - New: Guaranteed Issue Life Insurance

Also in This Issue

- A Message from Your International President
- Advisor Answers
- New: Guaranteed Issue Life Insurance

New Product Pays Out Peace of Mind at End of Life

Continued from front page

Financial peace of mind – for you and your family

- You will not be denied a policy, even if you have health issues.
- Policy benefit pays from \$5,000 to \$25,000 tax-free dollars to help pay for final expenses or other debt such as car loans, credit card debt, etc.
- The average cost of a funeral is around \$10,000. A Sons of Norway GIWL can easily take care of this need.

With the above in mind, consider the benefits of a GIWL policy. This convenient, low-cost and thoughtful financial step will help you keep pace with your end of life plan, benefitting those closest to you.

—Leonard Carlson, Director of Agencies

From the Field: End-of-Life Concerns Managed

As a busy weekend approached, Sonia, age 65, happened to run into Mark, her Sons of Norway Financial Benefits Counselor (FBC). She mentioned to him how

her mother’s recent death had caused her to think how she might relieve her own children of the pressure of covering end of life expenses.

Twenty years before she died, Sonia’s mother had taken out a \$10,000 insurance policy to cover funeral costs. As beneficiary of her mother’s policy, Sonia was able to pay for the funeral and related expenses, knowing that her mother’s services were carried out as she would have wished. “Not only that,” Sonia told Mark, “my siblings and I could focus on the grieving process and not be concerned about coming up with the cash to cover the funeral – Mom had already done that for us.”

Sonia wanted to provide the same peace of mind for her children. Mark recommended one of Sons of Norway’s new insurance products, the paperwork was completed within days, and now Sonia has one less thing to worry about.

While it’s true that life transitions are unavoidable, with a bit of planning they can be easier to handle. Contact your FBC today to talk through the details of the best life-planning options for you.

A Message from International President Jon Tehven



Dear Members,

Just as we members are intent on carrying on our heritage and culture, so, too, are we intent on ensuring financial peace of mind for our children, grandchildren and the generations that follow.

That is why, when Sons of Norway recognized a member need, we took action to fulfill it.

Our new end of life insurance products, detailed in this Advisor, represent the result of competitive analysis and the best possible insurance product design for our members. In addition, our Financial Benefits Counselors are well-versed on the many advantages these products

can offer, and they are standing by to meet with you, answer your questions and write up a policy that will ease your mind when it comes to planning for end of life.

That’s a serious subject! I encourage you to take time to check it off your list, so that you can enjoy your upcoming summer activities, fun and fellowship with friends and loved ones.

Wishing you a healthy and carefree summer,

International President
Sons of Norway

Good News for Annuity Holders

Annuity interest rates have increased! See rate sheet, below and contact your Financial Benefits Counselor with any questions.

Current 12 Month Interest Rates

Single Premium Deferred Annuity

Deposit Amount	Current Interest Rate	1 st Year Interest Bonus*	Total 1 st Year Return
\$10,000 - \$24,999	2.05%	1.00%	= 3.05%*
\$25,000 - \$49,999	2.25%	1.00%	= 3.25%*
\$50,000 - \$99,999	2.35%	1.00%	= 3.35%*
\$100,000 and over	2.40%	1.00%	= 3.40%*

* These rates include a 1.00% first year bonus. Guaranteed Minimum Interest Rate: 1.00%

Interest rates as of 05/01/18 and are subject to change. New contracts only.

Flexible Premium Deferred Annuity

Deposit Amount	Current Interest Rate	1 st Year Interest Bonus*	Total 1 st Year Return
\$2,000 - \$9,999	1.80%	0%	= 1.80%
\$10,000 - \$24,999	2.10%	1.00%	= 3.10%*
\$25,000 - \$49,999	2.30%	1.00%	= 3.30%*
\$50,000 - \$99,999	2.40%	1.00%	= 3.40%*
\$100,000 and over	2.50%	1.00%	= 3.50%*

* These rates include a 1.00% first year bonus. Guaranteed Minimum Interest Rate: 1.00%

Interest rates as of 05/01/18 and are subject to change. New contracts only.



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Introducing Simplified Issue Whole Life

Similar to the Guaranteed Issue Whole Life in that both products have smaller face amounts and are easier to qualify for.

Features

- Guaranteed fixed premiums
- Guaranteed death benefit
- Guaranteed cash value
- Fewer medical questions

Issue ages: 0 – 85

Face amounts

Issue ages 0 to 59
\$25,000 - \$50,000

Issue ages 60 to 85
\$10,000 - \$50,000

Riders/benefits

- Children's insurance rider — death benefit per child \$5,000 to \$20,000
- Guaranteed purchase option — face amount of certificate up to \$25,000
- A great gift idea for grandparents/parents to buy on their grandchildren/children.

Guaranteed Issue Life Insurance

Coverage you can count on, no questions asked.

Funeral costs. Medical bills. Leftover debts. These are all expenses that you and your family can expect upon the death of a loved one. But with this affordable insurance plan, you can ease the burden of immediate final expenses, regardless of your health.

Advantages

- Available to anyone up to age 85
- No medical exam or health questionnaire
- \$5,000–\$25,000 cash payout
- Guaranteed cash values
- Fixed premiums
- Not subject to federal income taxes

To make an appointment for a free financial review with a Financial Benefits Counselor, call 800-945-8851 or email peaceofmind@sofn.com.

Sons of Norway, 1455 West Lake Street, Minneapolis, MN, offers financial products. Products are not available in all states. Products issued by Sons of Norway are available to applicants who meet membership, insurability and residency requirements.



Sons of Norway's Goals for 2018

Sons of Norway is moving productively toward its 2018 goals. Here are the results as of April.

	Goal	YTD Goal	Actual YTD
New Insurance Members	300	75	76
Total Life Premium	\$4.8 Million	\$1,200,000	\$1,241,994
Annuity Premium	\$16.5 Million	\$4,125,000	\$1,460,823
New Members	3,300	825	596
Foundation Funds	\$200,000	\$50,000	\$32,193

Advisor Answers

In the last two Advisors I wrote about Required Minimum Distributions (RMDs). This column addresses a related question when a surviving spouse inherits an RMD.

Q Can you explain what a spousal rollover is and how it impacts a beneficiary's RMD?

A A spousal rollover may occur when a surviving spouse, who is the beneficiary, rolls the deceased spouse's IRAs to his or her name. From there, the RMD rules apply as they apply to any IRA owner starting at age 70½.

For example, the spouse, age 72, dies; his RMD is paid out in the year he dies. With a spousal rollover, the account is now in the surviving spouse's name and if she is 70½, she will need to start withdrawing RMDs in the year after her husband died. (However, if the surviving spouse is under age 70½, she is not required to take any RMDs until she is over 70½.)

Let's go further. The spouse now dies at age 80 and has two adult sons, ages 55 and 57, as beneficiaries. They can either 1) take the money and be taxed on the entire amount they inherited, or 2) If they don't need the money now, they each can transfer their share of the inherited money to IRAs. They will then need to start taking out RMDs the year after their mother died based on a single life expectancy table that will allow them to still build money in their account while taking out a smaller RMD amount. For example, based on an inherited amount of \$50,000, the RMDs would be \$1,689 for the 55 year old and \$1,792 for the 57 year old. Keep in mind that when the mother died, an RMD was due based on her age, 80, and is paid out in the year she died.



If no beneficiary designation is made, the default language in an IRA custodial document says that at the time of the IRA owner's death, the IRA beneficiary is the estate. The estate has five years to decide on how the money is to be distributed.

I hope this has been helpful.

—Leonard Carlson, Director of Agencies

Introducing Guaranteed Issue Whole Life

Provides valuable whole life coverage to help cover final expenses such as medical bills, burial costs and unpaid debt.

Features

- Guaranteed premiums
- Guaranteed death benefit
- Guaranteed cash values
- Guaranteed issue upon completion of application
- No medical questions – guaranteed acceptance with completion of application, payment of premium and acceptance by headquarters
- Graded death benefit – if death occurs during the first two years due to non-accidental causes, death benefit is return of premium paid plus interest

Face amounts

Issue ages 0 – 85
\$5,000 – \$25,000