

The Structured Sale – Your Best Tax-Deferred Exit Strategy by Andrew Hull

Whether you're retired, retiring or planning for the future, convert your appreciation into supplemental or retirement income! No other option affords a Seller as much control over the design of their installment income schedule, achieves tax-deferral and provides safe, management free income – guaranteed!

Sellers of qualifying real estate can now perfect a *cash sale while* enjoying the tax-deferred advantages of an installment sale, *but without* the financial risk of unsecured payments. Using existing, well established tax laws, the Structured Sale affords the Seller tax deferral and installment income that is guaranteed. (Sale pursuant to I.R.C. Section 453, installment sales.)

The Structured Sale is a *cash sale* with two components; cash at the close of escrow, and future installment payments that are guaranteed by a major, well-known, A+ life insurance company.

While originally marketed as an exit strategy for retiring Sellers, the Structured Sale program can also be of tremendous benefit to those not yet ready to retire. Taxes and income can be deferred for a few years or several, even as long as twenty years.

For the Retiring or Retired Seller or the Seller looking to the Future

Income can begin in about one month from the close of escrow or deferred as desired. No tax is paid during the deferral period. Tax is paid only on the installment payments, as and when received by the Seller, in the Seller's tax year. As each Seller's situation will vary, so too can their schedule of installment payments. Each Seller has the ability to design a schedule of installment income that best meets their needs. Furthermore, the Seller's installment income can begin without penalty, prior to age 59 ½ and later than 70 ½.

Unlike with some other tax deferral programs, the Structured Sale offers a variety of payout options and income that is guaranteed; not subject to stock market fluctuations or based upon hypothetical rates of return. The following values are illustrative only and are subject to change without notice:

Using \$500,000 to create tax-deferred, retirement income with a payout over 15 years:

<u>Annual Income</u>	<u>First Payment Deferred</u>	<u>Guaranteed Payout</u>
\$ 46,242	1 year	\$ 693,630
\$ 57,052	5 years	\$ 855,780
\$ 75,232	10 years	\$1,128,480
\$133,520	20 years	\$2,002,800

The 15 year payout is just one of several payout options available. Payouts can be for a longer or shorter period of time, even for a lifetime and may include various cost of living adjustments that increase the installment payments. There is no out of pocket cost to the seller or buyer.

Who Can Benefit From the Structured Sale?

- Sellers who want to achieve tax deferral and management free income
- Retired or near retirement sellers who don't want a huge tax bill
- Sellers who no longer want ownership or property management headaches
- Sellers who want to break the "like-kind property" investment cycle
- Sellers who want the best, no cost and hassle free alternative to a 1031 exchange, CRT or TIC

Not Your Typical Annuity

When most people think of an annuity, it is usually of a type that accumulates funds over time, pays a single stream of income payments, or is responsive to the stock market. The "Structured Sale Annuity" utilizes both immediate and deferred payments that are fixed and determinable which are not affected by changes in the stock market.

However, flexible in its design, the Seller can take advantage of:

- Payments that can begin within one month or be deferred up to 20 years
- Payments made for a specific period of time, or for a lifetime
- A single lump sum or multiple streams of payments are allowed; each can vary in amount, timing of payment and duration; satisfying multiple future needs
- Payments made monthly, quarterly, semi-annually, annually or in any combination when multiple streams

of payments are utilized

- The Structured Sale must be established prior to the close of escrow
- There is no cost to the Buyer
- Seller delivers title to the Buyer at the close of escrow

The Structured Sale offers the Seller the ability to create their own schedule of installment income, *tailored to their* specific needs. Safe, predictable, management free income- guaranteed; for a few years or several – even for a lifetime.

For more information call (888) 480-0067 or visit www.deferthetax.com today!