



Direct: 702-470-4141 | Office: 702-99-NOTAX | LegacyIMO.com

STRATEGIC JV / PARTNERSHIP OPPORTUNITY

Mutual prosperity. A bigger impact.

Dear Strategic Partner:

BUILD TOGETHER

Legacy IMO, Inc. is seeking select strategic relationships with organizations and professionals whose clients or audiences include business owners, investors, affluent families, retirees and pre-retirees.

WHAT WE BRING

LION provides a differentiated advanced-planning platform supported by retirement, insurance, tax-coordination, asset-protection, estate and legacy-planning concepts, along with case-development and implementation resources.

WHAT THE RIGHT PARTNER BRINGS

The ideal partner contributes trusted relationships, distribution, professional expertise or audience reach. Together, the parties can create educational opportunities and qualified case flow while maintaining appropriate professional boundaries.

MUTUAL PROSPERITY

Where permitted, the relationship may include an appropriately documented revenue-share or joint-venture structure. Any compensation arrangement must comply with applicable licensing, insurance, securities, referral, advertising and professional-responsibility requirements.

We invite you to a confidential discussion about whether our organizations are a fit.

PRODUCER ECONOMICS THAT CHANGE THE CONVERSATION

Our company-reported production experience demonstrates the scale we believe is possible with the right market, training and implementation. Our top producer and assistant generated \$12.218 million in premium in a year. At the other end of the spectrum, our lowest-producing agent—a parent of four working approximately 10 hours per week—generated approximately \$311,000 for the year. These are historical examples, not guarantees of future results.

The opportunity can also allow appropriately licensed life-insurance professionals to be compensated on new insurance business generated from relationships they already serve. Our company-reported LION cases have commonly involved approximately \$250,000 to \$440,000 of premium, compared with much smaller premium



amounts in ordinary individual-agent production. Actual case size, compensation and suitability vary by client, carrier, product, licensing and applicable law.

REAL ESTATE PROFESSIONALS

Almost any competent real-estate professional can help a client locate, buy or sell property. LION is designed to open a much more sophisticated conversation: how can a client coordinate a real-estate purchase, sale or disposition with tax, retirement, insurance, estate and wealth-planning professionals to lawfully reduce or defer taxes where the tax code permits? For the right client and transaction, that can turn a real-estate agent from a transaction participant into a gateway to a much broader planning relationship. No transaction is automatically tax-free; results depend on the structure and the client's facts.

FINANCIAL PLANNERS AND ADVISORS

Financial professionals can introduce clients to strategies intended to coordinate qualified retirement assets, insurance and outside investments so that the same pool of wealth may support more than one economic objective. For eligible clients, we can also evaluate lawful strategies intended to create tax-advantaged or potentially tax-free distributions from properly structured life-insurance contracts. This is not simply a Roth IRA strategy, and a 401(k) or other qualified account does not become tax-free merely by moving money. Any distribution, rollover, conversion, insurance funding or other transaction must comply with the Internal Revenue Code, plan rules and product requirements.

Our case-development process can also help advisors identify planning opportunities, markets and transactions they may not have previously considered, creating another reason for high-value clients to remain engaged with the advisor.

BUSINESS OWNERS AND CAPITAL-GAINS PLANNING

Business owners preparing for a sale often focus on price while overlooking the tax consequences of the transaction. Through coordinated work with qualified tax and legal professionals, we can help evaluate structures that may reduce, defer or, in limited circumstances, eliminate particular taxes when the law permits. The objective is to begin planning before the sale rather than after the taxable event has already occurred. We do not represent that every business can be sold free of capital-gains tax.

WHY THIS GETS ATTENTION

Warren Buffett famously highlighted the difference between his own effective tax rate and that of his secretary. The lesson is not that taxes disappear; it is that sophisticated taxpayers use the rules Congress



has enacted and the planning tools available to them. LION is built around that same principle: understand the rules, coordinate the right professionals and structure transactions before the opportunity is lost.

The strategies we present are intended to operate within existing federal tax and insurance law. Where a particular transaction requires an IRS filing, ruling, qualification, plan document, carrier approval or professional tax/legal opinion, that requirement must be satisfied. We do not claim that the IRS gives a blanket advance approval or “sign-off” to every individual LION transaction.

THE JV OPPORTUNITY

For the right strategic partner, this creates much more than a referral relationship. Real-estate professionals, insurance agents, financial planners, CPAs, attorneys, business consultants, influencers and other qualified professionals can become part of a coordinated ecosystem serving clients with larger and more complex financial needs.

Legacy IMO, Inc. is interested in appropriately structured joint ventures, revenue-sharing relationships, education, case development and distribution partnerships. Any compensation must comply with applicable insurance, securities, real-estate, tax, legal, advertising, referral and professional-responsibility requirements.

Sincerely,

Thomas C. Cook, Esq.

Legacy IMO, Inc.