

▶ OWNER-ONLY BUSINESS

Objective: Maximum contribution and tax deduction

Profile: Independent consultant age 52, W-2 income of \$300,000, retirement age: 62

Solution: Defined Benefit (DB) Plan for 10 years and a 401(k)

	DB only	DB + 401(k)
2009 Contribution :	\$134,600	\$171,300
Tax Savings@ 38% :	\$51,100	\$65,100
Projected DB Accumulation :	\$2.36 Million	
Annual DB Benefit :	\$195,000	

▶ EMPLOYEE WITH SIDE-INCOME

Objective: Reduce taxes on side income

Profile: Professor, age 56, also has sole proprietor income for the last several years from consulting, Board Fees, speeches, of \$150,000 (after paying self-employment taxes); retirement age: 62

Solution: DB Plan for 6 years for side income

2009 Contribution :	\$120,000
Tax Savings@ 38% :	\$45,600
Projected DB Accumulation :	\$984,100
Annual DB Benefit :	\$81,200

▶ OWNER-ONLY, W-2 INCOME FLUCTUATES

Objective: Reduce taxes, retain flexibility

Profile: Engineer, age 48, W-2 income of \$135,000 this year, not sure it will always be this high.

Solution: DB Plan for 14 years, optional 401(k)

	DB only	DB + 401(k)
2009 Contribution :	\$51,800	\$76,400
Tax Savings@ 38% :	\$19,600	\$29,000
Projected DB Accumulation :	\$1.64 Million	
Annual DB Benefit :	\$135,000	

▶ SPOUSE HAS SELF-EMPLOYMENT INCOME

Objective: Invest earned income for retirement

Profile: Wife, age 60, has been earning \$100,000 in bookkeeping practice after self-employment taxes for the past several years. They don't need the money now & want to invest it.

Solution: DB Plan for 5 years

2009 Contribution :	\$80,000
Tax Savings@ 38% :	\$30,400
Projected DB Accumulation :	\$513,600
Annual DB Benefit :	\$45,400

▶ MARRIED BUSINESS PARTNERS, NO EMPLOYEES

Objective: Maximize retirement savings

Profile: Husband & wife doctors, Adam age 60, Eva age 58, W-2 income for each is \$245,000, both plan to retire in 5 years.

Solution: DB Plan with 5 years funding, optional 401(k)

	DB only	DB + 401(k)
2009 Contribution :	\$351,800	\$425,200
Tax Savings@ 38% :	\$133,600	\$161,500
Projected DB Accumulation :	\$2.26 Million	
Annual DB Benefit :	\$195,000	

▶ SMALL BUSINESS WITH HIGH EARNING OWNER, 1- 4 YOUNGER, LOWER PAID EMPLOYEES

Objective: Reach retirement savings goal faster, & provide employee benefit

Profile: Dentist, age 55, plans to retire at 62, W-2 income of \$400,000. Three employees, age 28-40, earn \$35-50,000

Solution: DB Plan for 7 years for dentist & employees

	Owner	Employees
2009 Contribution :	\$162,400	\$24,500
Tax Savings@ 38% :	\$61,700	
Projected DB Accumulation :	\$1.65 Million	
Annual DB Benefit :	\$136,500	

OnePersonPlus® Defined Benefit Plan



OnePersonPlus plans allow high income earners the largest IRS approved contribution to a qualified retirement plan while saving huge amounts in taxes. This unique program is especially attractive to clients age 45-70 at higher income levels who are allowed to contribute a significant percentage of their W-2 income.

Eligibility Checklist

OnePersonPlus isn't right for everyone. Here's a quick test to find out if it's right for your client.

- Client is 45 -70 years of age
- Client typically earns at least \$100,000 annually in one of these ways:
 - ▶ Owns a business with 5 or fewer permanent employees, including the owner
 - ▶ Is self-employed as primary means of earning a living
 - ▶ Has a second occupation in which client works for himself or herself
 - ▶ Is considered an Independent Contractor rather than an employee
- Client wants to contribute more than \$50,000 annually to their retirement or a higher percent of income than allowed in a 401(k) or SEP
- Client expects to be able to make that contribution for at least three years

Maximum Annual Contribution Estimates by Owner Age and Income*

Age:	35	40	45	50	55	60	65
Income	Annual Contribution						
\$50,000	\$4,100	\$7,000	\$13,100	\$25,300	\$41,600	\$44,000	\$38,500
\$100,000	\$8,300	\$14,100	\$26,200	\$50,700	\$83,300	\$88,100	\$77,000
\$150,000	\$12,500	\$21,200	\$39,300	\$76,100	\$124,900	\$132,100	\$115,600
\$200,000	\$16,200	\$27,500	\$51,100	\$99,000	\$162,400	\$171,800	\$154,100
\$250,000	\$16,200	\$27,500	\$51,100	\$99,000	\$162,400	\$171,800	\$188,800

Good Prospects for DB Plan

Notes:

- Contributions may be increased by adding a 401(k) to a DB Plan
- For younger clients, contributions can be increased by funding the benefits over the first ten years

* This chart makes the following assumptions. If the actual situation differs, the contribution may be different.

Retirement Age: The later of age 62 or 5 years of participation in the plan

Business Start Date: January 1, 2009

Entity Type: Corporation; Contributions might differ for sole proprietors

Income Type: W-2

Typical Occupations

Architect	Contractor	Entertainer	Independent Insurance Agent	Physician
Attorney	Dentist	Financial Planner	Manufacturer's Rep	Real Estate Agent
Consultant	Entrepreneur	Independent Corporate Director	Mortgage Broker	Software Developer

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