

Focus On Advanced Sales  
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November 15, 2005

#### NUMBERS TO KNOW FOR 2006

The IRS has recently announced its adjusted numbers for the year 2006. Here are some you may find useful.

- \* Estate Tax applicable exclusion amount will be \$2,000,000 (up from \$1,500,000).
- \* Gift Tax applicable exclusion amount remains unchanged at \$1,000,000.
- \* The annual gift tax exclusion increases to \$12,000 from \$11,000.
- \* Annual limit for defined benefit plans is now \$175,000 (up from \$170,000).
- \* Annual limit for defined contribution plans is increased to \$44,000 (up from \$42,000).
- \* Compensation limit for qualified plan purposes is \$220,000 (up from \$210,000).
- \* Elective Deferral limitation is increased to \$15,000 (from \$14,000).
- \* The limitation on SIMPLE plans is unchanged at \$10,000.
- \* The limits on Roth and traditional IRA contributions remains at \$4000. However, the catch-up contribution limit for people age 50 and over increases to \$1000 (up from \$500).

AIG Life Brokerage Group has retained the law firm of FRIEDMAN & DOWNEY, P.C., as national counsel for estate and business planning to answer your questions about advanced sales cases. We practice in the areas of business and estate planning and advise insurance companies and agents about marketing issues. We also conduct advanced sales seminars and write articles about life insurance for the Journal of Financial Service Professionals (formerly the CLU JOURNAL), The National Underwriter, and law reviews.

#### HOW TO CONTACT DOUG FRIEDMAN and HEATHER DOWNEY

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BE SURE TO MENTION THAT YOU ARE AN AIG/AG BROKERAGE REPRESENTATIVE!!

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