HIGHLAND
CAPITAL BROKERAGE

The Source

BY HIGHLAND

Your monthly financial recap — *specialized* and directly from the source.

June 2026

The Source

BY HIGHLAND

Welcome to our new digital resource that delivers all the latest news and trends in the finance industry each month. It's our priority to make your jobs easier, and we're just getting started.

Check us out each month for more, because *The Source by Highland* – delivers.

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How to Manage IRMAA

Proper income planning is always the best approach when dealing with potential unforeseen costs. Take for instance the unexpected Medicare premium changes an Income-Related Monthly Adjustment Amount (IRMAA) may cause. Clients often incorrectly assume Medicare premiums are fixed, but Parts B and D premiums fluctuate annually based on one's income. Those possible fluctuations can cause unanticipated premium increases, leading to frustration among retirees.

How to Manage **IRMAA**

Income-Related Monthly Adjustment Amount – the *unexpected* Medicare cost

So what is IRMAA?

Smart income planning isn't just about minimizing risk and maximizing cashflow – it's also about limiting unforeseen costs. Take for instance the unexpected Medicare premium changes IRMAA can cause.

For instance, you might assume Medicare premiums are fixed, but Parts B and D premiums fluctuate annually based on your income. When income spikes, fluctuations can cause unanticipated premium increases, leading to unexpected changes.

Those surprises may not be unavoidable, but they also create a powerful planning opportunity for you. Let's break it down more in order to better understand IRMAA.

IRMAA is a surcharge on Medicare Parts B and D premiums for higher-income individuals based on their reported income.

IRMAA is calculated using income from two years prior, often causing confusion on the sudden increase in premiums.

IRMAA then resets annually and applies to the full year once triggered, but isn't a permanent penalty.

Medicare premium impact (Parts B and D)

The chart below shows the potential impact IRMAA can have on Medicare premiums for both Parts B and D, and the monthly costs associated with both.

2026 MAGI *(Single)*	2026 MAGI *(Married Filing Jointly)*	Part B Premium	Part D IRMAA	Total Monthly Cost
≤ $109,000	≤ $218,000	$202.90	$0.00	$202.90
$109,001 - $137,000	$218,001 - $274,000	$284.10	$14.50	$298.60
$137,001 - $171,000	$274,001 - $342,000	$405.80	$37.50	$443.30
$171,001 - $205,000	$342,001 - $410,000	$527.50	$60.40	$587.90
$205,001 - $500,000	$410,001 - $750,000	$649.20	$83.30	$732.50
≥ $500,000	≥ $750,000	$689.90	$91.00	$780.90

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Life insurance and annuities

Access now

After reading the resource – see how our Annuities Team at Highland can help.

See how our Annuities Team can help.

Highland *Highlights*

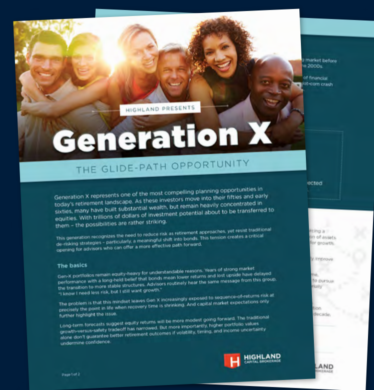
LIFE INSURANCE • ANNUITIES • LONG-TERM CARE

DISABILITY INSURANCE • ADVANCED PLANNING

UNDERWRITING • HIGHLAND PARTNERS

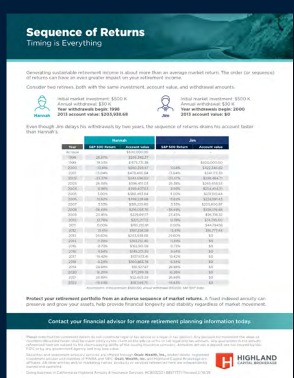
We'd like to explore this month's theme a little more in our "Highland Highlights" section – **discover how annuities can create options for your clients' financial plans.**

#1: Generation X: The Glide-Path Opportunity



We begin this month's highlights with one of the most compelling planning opportunities in today's retirement landscape, as Gen X resists traditional, de-risking strategies.

Learn more



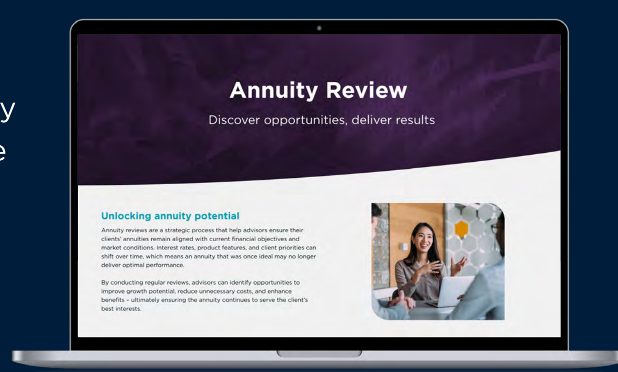
#2: Sequence of Returns

Learn why timing is everything in this informative resource that breaks down two real-life examples of investors who want to generate sustainable retirement income, but their planning led to different results.

Check out this vital resource

#3: Annuity Review

See how Highland can unlock more annuity potential. One great place to start is with an annuity review. This strategic process helps advisors ensure their clients' annuities remain aligned with current financial objectives and market conditions. Peruse this enlightening web resource to learn more.



Review the resource here

The Financial District

Everything you need to know this month

Continuing Education

Annuity Review: What Worked Then May Not Now

- **Date:** June 16, 2026
- **Time:** 4:00 p.m. ET
- **Speaker:** Sam Buxton, Senior Advisor Consultant, Highland

Register now

Upcoming Virtual Event

We're hosting a specialized Virtual Event – register today.

FIA Index State of the Market: Why do volatility-controlled indices exist?

- **Date:** July 8, 2026
- **Time:** 12:30 p.m. ET
- **Speaker:** Joshua Levine, CFA, Director, Equity Derivatives Solutions, Bank of America Merrill Lynch

Register now

Spotlight: Refinance Your Clients Retirement

In this special annuity case strategy, Highland created a legacy for an estate with the ultimate goal of ensuring the annuity policies aligned with the retirement goals of their clients. Take a look at this in-depth strategy, and see if it could be applied to like-minded clients.

View resource

Our Case Studies

Actual cases that make a lasting difference. Highland worked with an advisor to optimize a couple's retirement plan, with the ultimate goal of consolidating their annuity policies and providing income to cover both of their lives.

View resource

MYGA Rates

View the latest multi-year guaranteed annuity rates.

View rates

Helpful Highland Tools

Now that we've explored a myriad of helpful resources, it's time to get down to the specifics. This handy guide illustrates precisely how to mine your CRM for potential IRMAA opportunities. Refine your results today to discover potential assets sitting on the sidelines.

View resource

Quotable

Insight from the experts:

"The price of anything is the amount of life you exchange for it."

— Henry David Thoreau

Need to Know

Here are some important dates and themes for June.

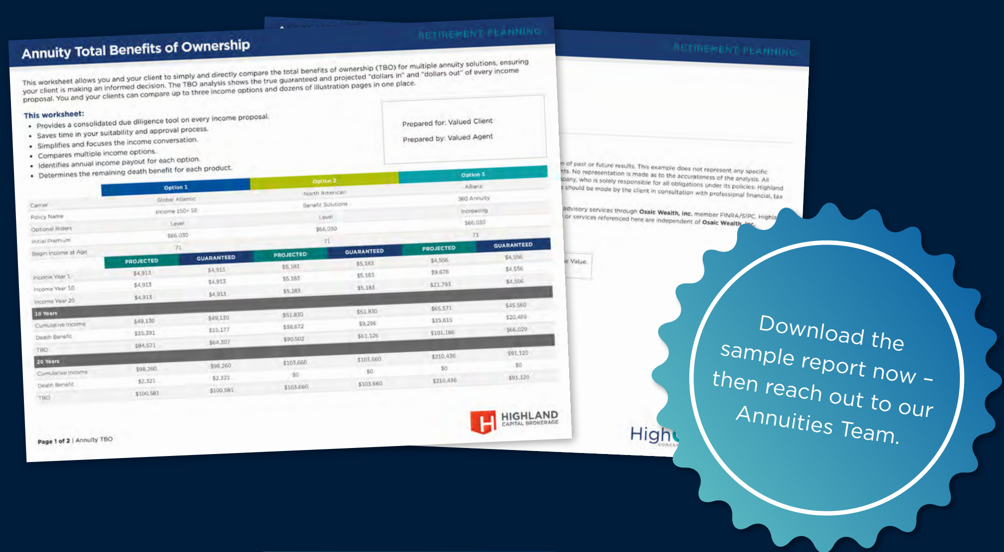
1. Annuity Awareness Month: **All month**
2. Juneteenth: **June 19**
3. National Insurance Awareness Day: **June 28**

HighQ CONCEPTS

Explore Annuity Total Benefits of Ownership

Highland recently unveiled a new presentation tool called HighQ Concepts. This tool allows our representatives to quickly generate custom, compliant, client-ready presentations that cover a variety of simple to complex sales concepts. Advisors gain access to customized and client-ready presentations designed to clarify planning conversations. These strategy driven modules transform complex planning ideas into clear, compelling narratives.

In this month's version, see how our Annuities Team compared the total benefits of ownership (TBO) for multiple annuity strategies, ensuring clients are making an informed decision. The TBO analysis shows the true guaranteed and projected "dollars in" and "dollars out" of every income proposal. Advisors and their clients can compare up to three income options and dozens of illustration pages in one place. Review the example and discover how an advisor can show it to their clients in a way that makes sense for them. Download the sample report now.



Check it out here

Highland Profiles

Meet Our Specialists

Tony Catrini
Vice President, In-Force Strategy and Sales

Tony has more than 25 years of experience in the financial services industry, and he's responsible for the strategic management for all of Highland's in-force book of business, including life, annuity, long-term care, and disability policies. His team helps to proactively identify upcoming policies out of surrender.

Tony maintains a working knowledge of current product and sales concepts for multiple insurance product lines. This enables him to work closely with carrier and technology partners to better align Highland's overall objectives with its partners.

Prior to Highland, Tony served in one of our local field offices, and as regional insurance specialist within a private bank. In his previous roles, he worked extensively with independent advisors, institutional advisors, wealth planners, private bankers, estate-planning attorneys, and directly with high-net-worth clients. Tony currently resides in Birmingham, Ala., with his wife and two children.

Next month:

In the July edition of *The Source by Highland* –

Retirement Readiness.

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