

# Income Playbook

Put Your Retirement Income Plan in Action



 **W&S Financial  
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Issuers: Integrity Life Insurance Company | National Integrity Life Insurance Company | Western-Southern Life Assurance Company

# Follow a Path that Helps Achieve Retirement Income

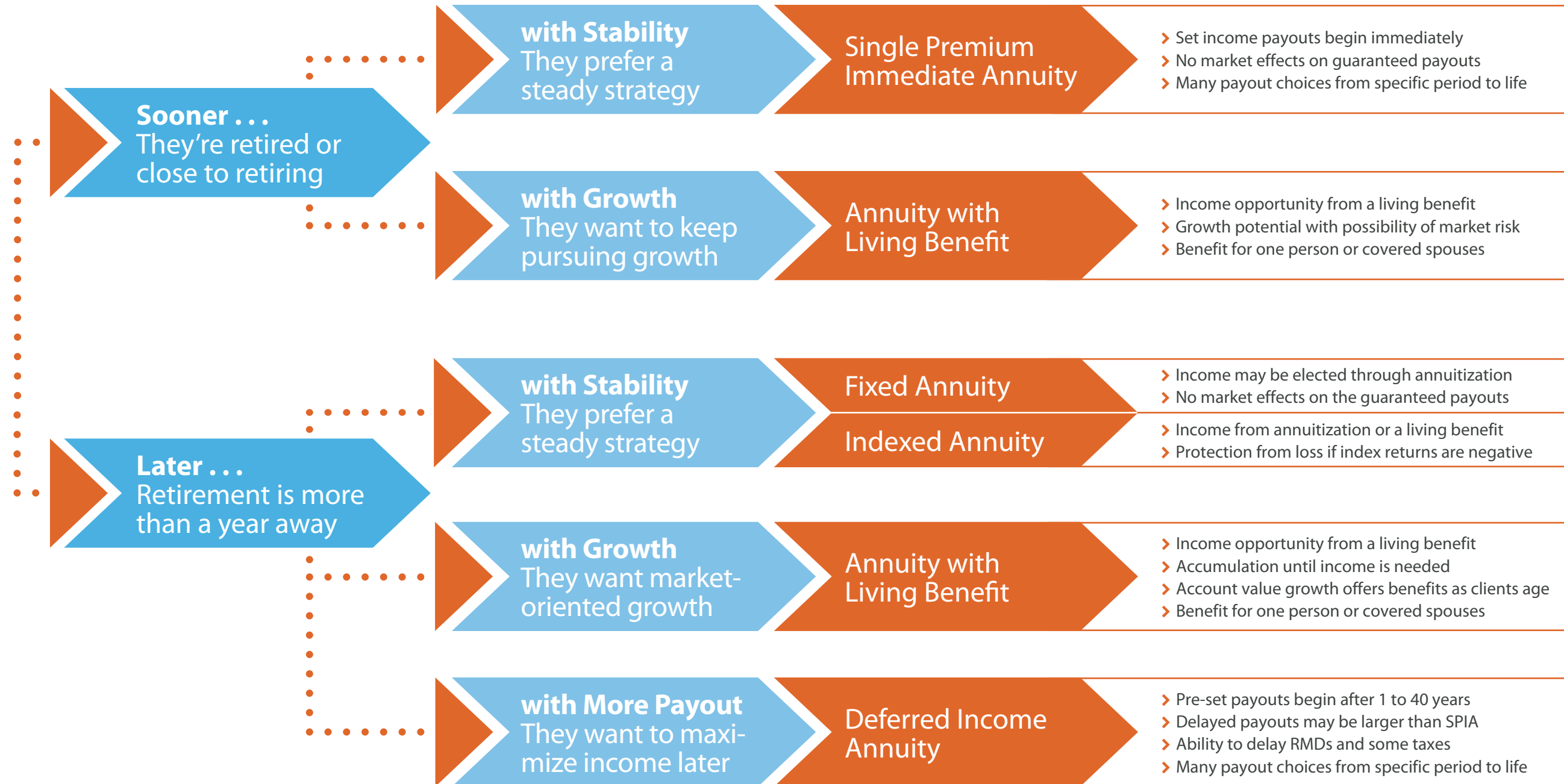
## Sooner ... Or Later

Often, it's not "if" your clients want future income ... it's "when." This flow chart shows when a person might want retirement income, what level of stability or growth they may seek, and what product is better designed to provide it.

## Product Pointer

Each type of annuity comes with its own set of benefits and limitations. Be sure to consider all details to ensure you're on the path that best addresses your needs.

## When Clients Want Income



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Strength**

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