

Addressing Event Risk in Retirement

Life happens. Live prepared.

"Life happens ... while you're making other plans."

Events occur that can impact your retirement. You can't predict them. But you can plan for them. Let's look at a few and review resources that can help address them.

Family Events

Loss of Breadwinner: Life Insurance Solutions

Life insurance benefits can cover final expenses and survivor needs from groceries to rent to helping pay for children's college education. Some policies can even help transfer a retiree's assets to their beneficiaries more efficiently. Consider single premium life insurance as a strategy to pass on wealth not needed in retirement.

Loss of Loved One: Survivor Support

Some day, you may say a final goodbye to someone you love. Amid this time of loss, there may be overwhelming responsibilities, such as funeral plans, estate management and benefit claims, that require your attention. We offer survivor materials to help you cope. Ask your advisor for these supportive tools.

- **FINANCIAL PLAN B:** A valuable booklet to inform survivors of important info.
- **SURVIVOR GUIDE:** A robust resource covering many aspects of life transition.
- **SURVIVOR CHECKLIST:** A one page to-do list to help keep you on track.

Aging Parents: Related Resources

These days, many families handle the care of aging parents. Unfortunately, their Social Security benefits and pension payouts – *if any* – may not cover all their living expenses. Specialized organizations can offer assistance:

AARP: American Association of Retired Persons | National Council on Aging | National Senior Citizens Law Center

Marital Changes: Titling Strategies

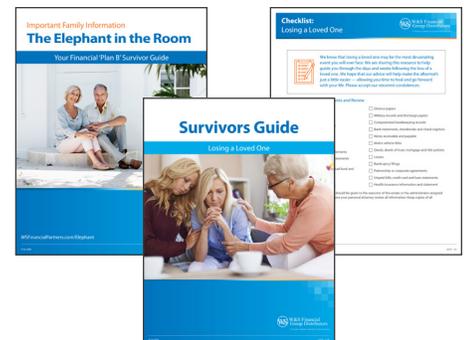
Divorce is an event that can be draining. But beyond the psychological challenges, there can be financial concerns. Proper titling of life insurance policies and retirement payouts are important to consider to ensure your money goes to whom you intend. An advisor can help review your policy titling aspects.

Health Challenges: Income Insurance

Healthcare costs are always a concern as we age. Even a single major medical event can substantially affect one's finances. Especially in retirement when incoming assets may be more limited. Retirement annuities help create an unwavering stream of lifetime income that can be used to pay medical bills. Some even have provisions that provide account value access for emergencies. Ask an advisor for details.

WHAT ARE THE LIFE RISKS IN RETIREMENT?

- L** LIFESPAN RISK
Outliving retirement assets
- I** INFLATION RISK
Rising costs reducing assets
- F** FLUCTUATION RISK
Market volatility affecting assets
- E** EVENT RISK
Life changing challenges



Work Events

Career Change: Retirement Savings Alternatives

These days, changing jobs is a more common event than in the past. Whether it's a personal choice or due to downsizing, the long-term financial impacts must be considered.

For example, if you move from an employer with a robust retirement plan to one less so, there are products to help address this benefit shortfall. An annuity can take a lump sum payout of a past employer plan and continue building it for future use. Or you can direct a regular amount from your new employment income into an annuity to continue building retirement assets. Learn more about annuities with these resources.

- **ANNUITY WEBSITE:** Go to WSFinancialPartners.com/income-annuities.
- **ANNUITY VIDEOS:** Financial planning authority Tom Hegna offers insights at RetirementTalks.com.

Retirement Time: "Personal Pension" Solutions

At some point, you probably intend to retire from the working world. But these days, workers rarely have company pensions to rely on when the time arrives. But you can create your own pension-like income with an income annuity.

*An annuity is the only product that can provide you **guaranteed lifetime income**. Its guarantees are backed by the claims-paying ability of an insurer.*

The Most Worrisome Retirement Event: Running Out of Money!

Running Out of Retirement Money: Protected Lifetime Income

According to myriad surveys, running out of money is one of the biggest fears of both retirees and pre-retirees. Annuities address this with protected income. We offer interactive calculators to help you plan your retirement strategies and work to ensure this event won't happen to you.

RETIREMENT CONFIDENCE CALCULATOR

Gauge the success of your retirement assets in delivering long-term income.

IncomelInputs.com

GUARANTEED INCOME CALCULATOR

Calculate your retirement needs two ways. Solve for payments or payouts.

WSIncomePayouts.com

Learn more about your retirement LIFE at WSFinancialPartners.com

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An annuity is a long-term financial vehicle designed for retirement. An insurance company accepts premiums and provides future income or a lump-sum amount to the contract owner by contractual agreement. Annuity contracts have terms and limitations for keeping them in force. Please contact a financial representative for complete details. Earnings and pre-tax payments are subject to income tax at withdrawal. Withdrawals may be subject to charges. Withdrawals from an annuity are subject to ordinary income tax, and, if taken before age 59½ may be subject to 10% IRS penalty.

Payment of benefits under the contract is the obligation of the insurer. Guarantees are based on issuer claims-paying ability. Products are backed by the full financial strength of the issuing company. Product and feature availability, and benefit provisions vary by state. Contact a financial professional for details and limitations. Interest rates are declared by the issuer at annual effective rates, taking into account daily interest compounding. **Western & Southern member companies and agents do not offer legal or tax advice.** For tax information, see an attorney or tax advisor.

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