

Retirement Freedom

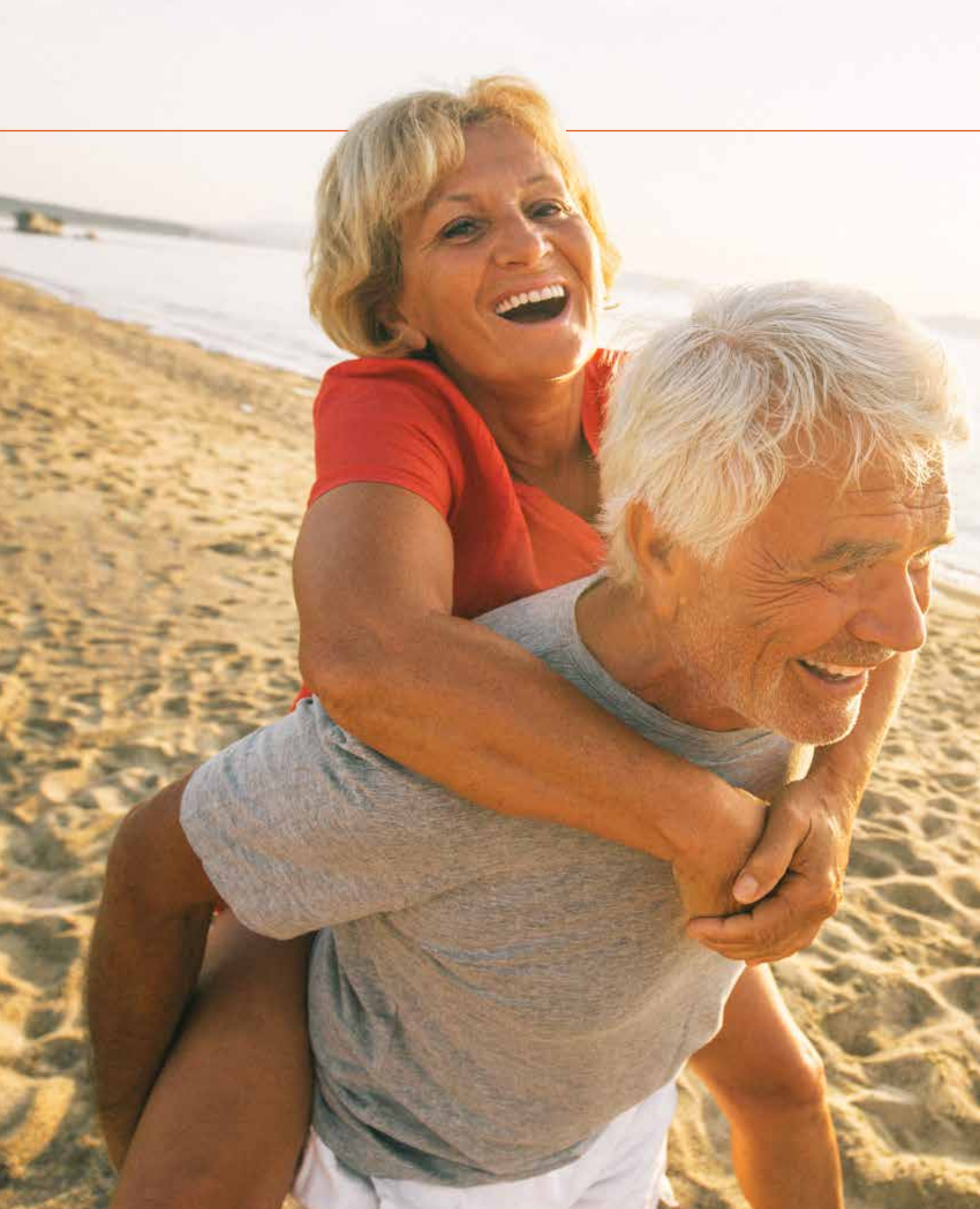
Help Protect Against **4** Common Risk Factors



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Less Risks. Less Worry. More Happy.

Riding into retirement? There are four factors you don't want weighing you down ... or eroding your resources.

You worked hard for your retirement savings.

But **four factors** can work against you in retirement.

Let's take a look at them. And discuss ways to protect against them. So you have less to worry about. And more to enjoy in your retirement.



LIFESPAN



INFLATION



FLUCTUATION



EVENTS

1

Lifespan

Living Longer Can Be Good ... or Bad in a Way

Living a long time. **Sounds great!**

Living a long time without enough retirement resources? **Not so great.**

How Long Do You Expect You'll Need Retirement Income?

When it comes to guesstimating how long you'll live in retirement, most folks think about the concept of "**life expectancy**."

Life expectancy is only an average. Half the population will live a shorter-than-normal life expectancy. But half will live longer. So it's easy to underestimate your lifetime income needs.

Given advances in medical technology, you might be surprised how long you could live. And how long you may need retirement resources. Check out the chart and site below for more insight.

Are You Financially Prepared to Live this Long?

A man age 65 has a 50% chance of living beyond age ... **85**

A woman age 65 has a 50% chance of living beyond age ... **88**

A couple both age 65 has a 50% chance of one living beyond age ... **92**

Source: American Academy of Actuaries and Society of Actuaries, Actuaries Longevity Illustrator, accessed 5/12/21.



Want to Estimate Your Life Expectancy?

Go to the Life Expectancy Calculator at the Social Security Administration website for an estimate.

www.ssa.gov/planners/lifeexpectancy.html

2 Inflation

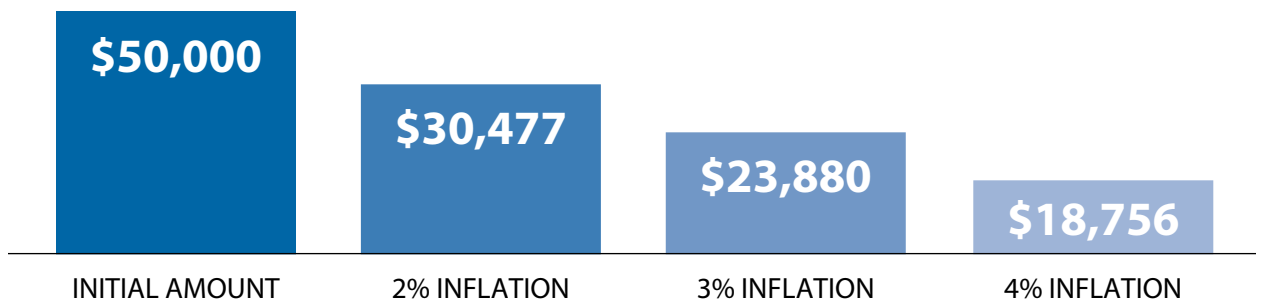
Rising Costs May Melt Your Retirement Resources

You know what inflation does. It erodes your purchasing power. But what you may not know is how much inflation impacts your retirement assets.

*EXAMPLE: Let's say a pint of your favorite ice cream costs **\$3.50** today. Well, with 3% annual inflation, it could rise to almost **\$5** in a dozen years.*

Even a modest inflation rate can really melt your retirement value. Consider the chart below.

Buying Power of \$50,000 in Retirement Assets Adjusted for Inflation over 25 Years



Source: www.aarp.org/money/investing/investment_return_calculator/; accessed 5/12/21.



3 Fluctuation

Are You Riding a Market Volatility Roller Coaster?

Market fluctuations can make for an up and down ride. And a challenge to folks making important asset allocation decisions for their retirement portfolio. It can lead to some emotional investing behavior.

If you fear losing your nest egg, you might invest your assets too **conservatively** and sacrifice growth potential. Reduced results may mean fewer assets you can depend on in retirement.

On the other hand, if you fear missing out on opportunity, you might invest too **aggressively**. That can open you up to market risk that can also reduce results and affect how much you can withdraw during retirement.

The Sequence of Returns also Affects Your Retirement Ride

Not only the highs and lows but when you experience them affects your retirement income. It's a risk called **sequence of returns**. It means your financial outcomes can dramatically differ depending on market movements in the years immediately before and after you retire.

Ready Yourself for the Ride

You can't control market behavior. But you can plan for it. That may mean considering strategies that address the impact of ups and downs on your retirement ride.



4 Events

Life is What Happens While You're Making Other Plans

Events happen. You could get a call tomorrow that changes **everything**.

Event risks can be planned or unplanned. Family oriented or work related. Sooner or later.

Examples: Job Loss | Career Change | Divorce | Health Issues | Death | Disability | Nursing Home Need | Family Support | And More

You can't stop the world from turning. But you can plan and prepare for the spin.

Consider these facts about life events that could affect your financial future. A financial professional can help you add **protection** and **certainty** to your plans to help address these.

Health Care Costs Can Stack Up

A 65-year-old couple's average medical spending in retirement

18%

Drugs: Generics, Branded & Specialty

39%

Medicare Parts B & D Premiums: Doctor & Hospital Visits

43%

Other Expenses: Co-Payments, Co-Insurance & Deductibles for Doctor & Hospital Visits

Source: Fidelity.com, "Viewpoints: Personal Finance: Plan for Rising Health Care Costs," accessed 5/12/21.

Long-Term Care Looks to be Costly

Average annual cost in the U.S. for a private nursing home room

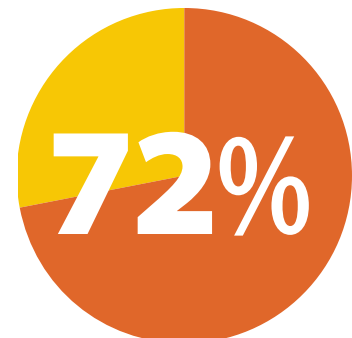
\$97,452 / YEAR



Source: RetirementLiving.com, "What Does a Nursing Home Cost?" 1/27/20.

72% Experience a Financial 'Shock' Event

Unexpected major outlays can be "shock" events for retirees due to their powerful impact and the surprise nature of their arrival.



Source: soa.org/globalassets/assets/Files/resources/research-report/2017/shocks-inexpected-factor-retirement.pdf (accessed 5/18/21).

The Real Risk: Running Out of Money in Retirement...

Risk Factors Impact Your Financial Security

Lifespan. Inflation. Fluctuation. Events. Many Americans may share growing concern over all these risks and the threat they pose to retirement income confidence.

But in reality, all are just individual factors that contribute to one over-arching issue ... the risk of **outliving your assets** and **running out of money** in retirement.

The good news is, millions of Americans are addressing this issue with a simple and certain strategy ... **protected lifetime income**.

What People Fear in Their Retirement Future*



60% of Baby Boomers are More Afraid of Running Out of Money than of Dying**



* Transamerica Center for Retirement Studies, "Retirement Security Amid COVID-10," May 2020.
** NewRetirement.com, "What Happens If I Really Do Run Out of Money in Retirement?" 4/4/21.

Annuity Advantages Can Help Protect You

Annuities Advance Your Financial Freedom

An annuity is a tax-deferred insurance product. It's designed to help protect your account value from losses as well as to guarantee you a rate of return, and sometimes to offer opportunities to further enhance your return.

But most of all, an annuity does something no other financial product can do. Provide the certainty of a stream of income that is guaranteed — either for a specific time frame or for as long as you live.

Opportunity. Certainty. Security. The benefits of an annuity help create **retirement freedom** for you.

Annuity Benefit #1: Guarantees

An annuity can guarantee you growth with a fixed interest rate.

So your money can grow sure and steady no matter what happens in the market.

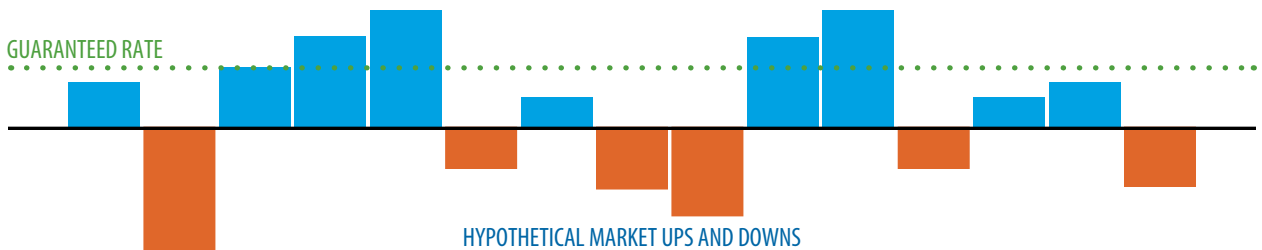


Chart is for illustrative purposes. Not actual results.

Annuity Benefit #2: Tax Deferral

An annuity can offer the added benefit of tax deferral. It's a factor that can make a significant difference in your retirement income over time.

TAX DEFERRED STRATEGIES MAY MAKE YOUR MONEY GO FARTHER

NON-TAX DEFERRED STRATEGIES MAY MEAN LESS GROWTH

Annuity Benefit #3: Lifetime Income

An annuity can offer retirement income for the rest of your life.

ANNUITY INCOME CAN LAST AS LONG AS YOU LIVE

AGE 50 | 55 | 60 | 65 | 70 | 75 | 80 | 85 | 90 | 95 | 100+

Retirement Freedom Backed by Financial Strength

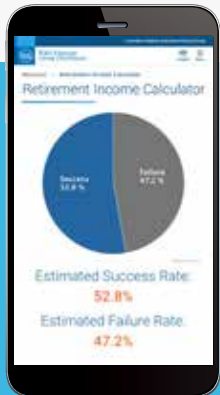
Strength Matters for a Confident Future

If you decide that the retirement income of an annuity is right for you, you may depend on that income for years ... *even decades*. So company strength, stability and staying power truly matter.

Our annuity benefits are backed by the claims-paying ability of issuing companies that are part of the Western & Southern Financial Group which has formidable financial strength, as evidenced by:

- **High Independent Industry Ratings**
- **Heritage Dating to 1888**
- **U.S. Owned and Operated**

Let's talk about how annuities can help create retirement income and financial freedom for you.



FINAL THOUGHT:

What's Your Retirement Income Success Rate?

Run your numbers with our Retirement Income Calculator. See an advisor for details and visit:

WSFinancialPartners.com/IncomeInputs



Western & Southern: Our Strength. Your Future.

**Financial
Strength**
1888
Heritage

Built on a heritage dating to 1888, Western & Southern Financial Group (Western & Southern) today stands strong. As a dynamic family of diversified financial services providers, Western & Southern has demonstrated resolve and resiliency throughout challenging economic cycles. Our financial strength continues to be the cornerstone of our success. We are proud of our strong industry ratings, which you can check at WSFinancialPartners.com/ratings. Western & Southern remains committed to helping safeguard your future well-being with our strength, stability and full range of risk management financial solutions.

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No bank guarantee • Not a deposit • May lose value • Not FDIC/NCUA insured • Not insured by any federal government agency

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