

Retirement Income Matters

How to **Enjoy** Your Retirement Income



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As You Reach Your Peak Earning Years, Something Becomes Very Clear . . .

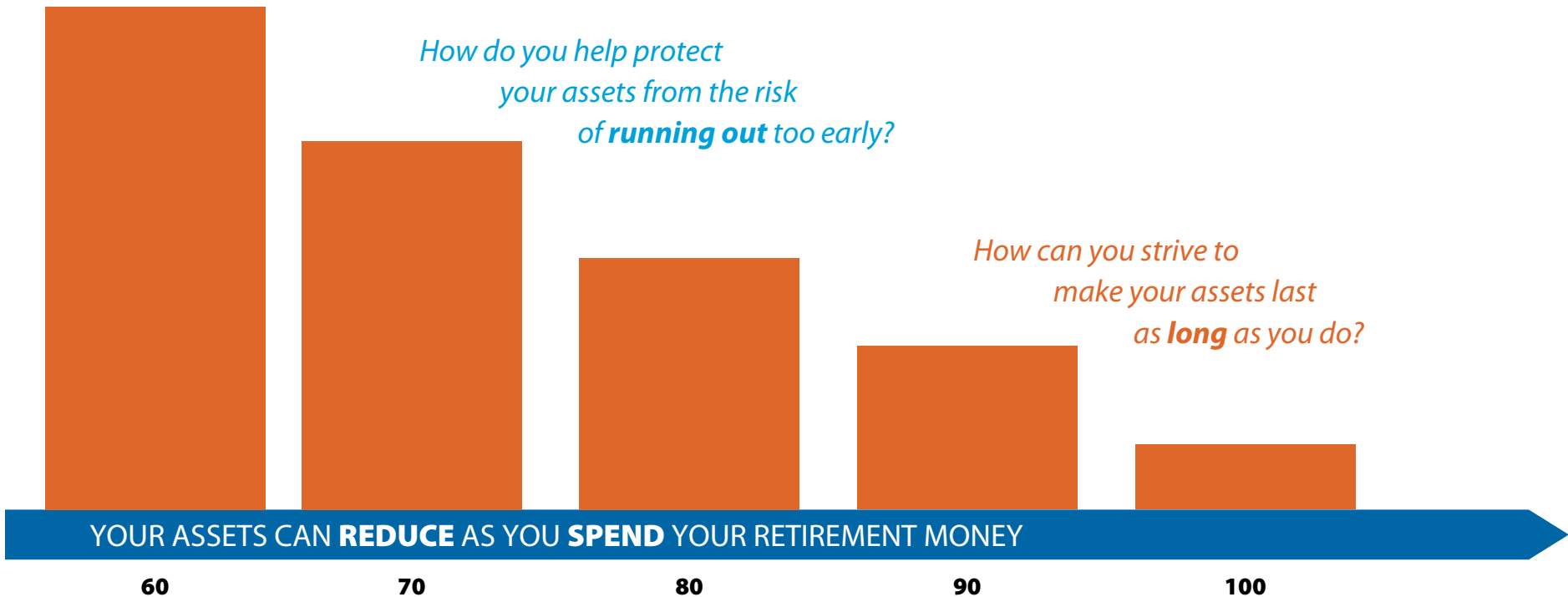


Retirement Income Matters

You spent years *accumulating* money for retirement.

Let's spend some time on what matters now. How to **enjoy** it.

This guide helps walk you through the risks ... and rewards ...
of planning your retirement income *distribution* approach.



Peak Earning Years Source: PayScale.com, July 2018. Chart depicts general timing of peak earning years. Not actual dollar amounts. For illustrative purposes only.

Lifespan Risk

Longevity May Mean You'll Run Short of Retirement Assets

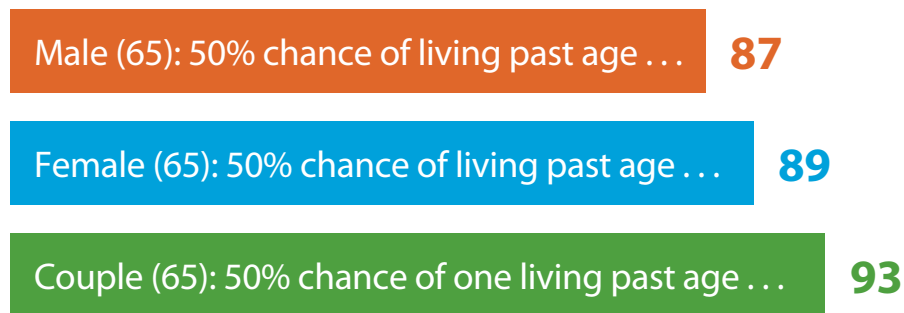
Living a long life. **Sounds great!**

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

Given advances in modern medicine, you might be surprised how long you could live. And how long you may need to rely on your retirement assets for income.

See the chart below for some surprising longevity stats. Then we'll discuss how to address this lifetime risk.

Will Your Retirement Income Last This Long?



Source: LIMRA Secure Retirement Institute, The Retirement Income Reference Book, Fourth Edition.

Inflation Risk

Rising Costs Can Take a Bite Out of Your Retirement Assets

The takeaway on inflation is it can take away your **purchasing power**. That can impact how much you can buy with your assets in retirement.

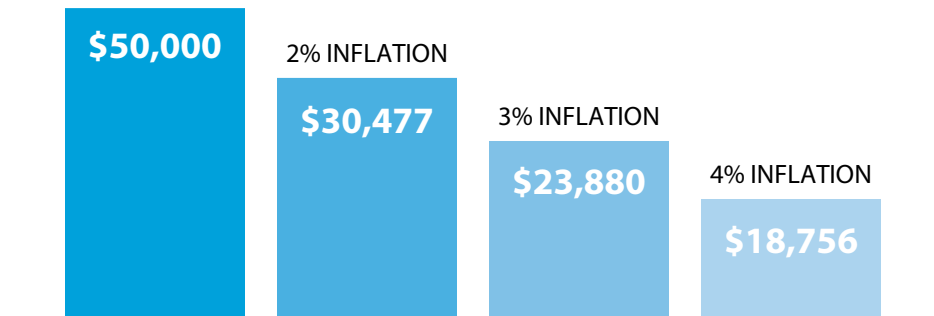
EXAMPLE:

Let's say a dozen apples costs **\$7.50** today.

Assuming 3% annual inflation, it could cost closer to **\$11** in a dozen years.

Even a modest inflation rate can really affect your future funding. See the chart below. Then we'll discuss strategies to help negate this rising risk.

\$50,000 Adjusted for Inflation Over 25 Years: Are You Protecting Your Buying Power?



Source: www.aarp.org/money/investing/investment_return_calculator/; accessed 4/5/19.

Volatility Risk

Market Volatility Can Shake Up Your Retirement Assets

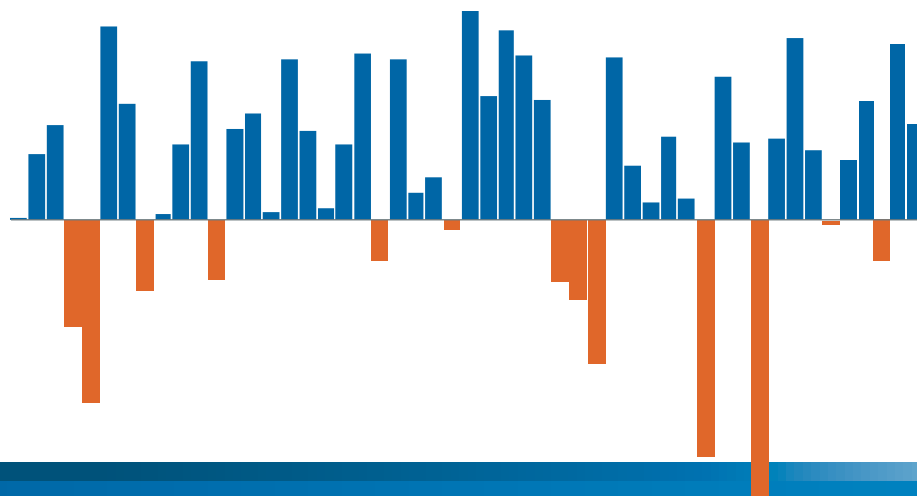
The market rises. The market falls.

Declines can be disruptive in your working years. But you have time on your side as you continue to work, earn and save. Market dips can be more challenging near retirement — a time when you seek **security**, not **volatility**.

The chart below shows the wide range of results the S&P 500 has experienced over recent decades. Such fluctuation is a market risk that can affect how much of your assets you withdraw during retirement.

You can't control market volatility. But you can plan for it. We'll discuss how.

S&P 500 Year-End Results: 1970-2020 Market Volatility Can Affect Your Retirement Security



Health Care Risk

Medical Costs Can Have an Ill Effect on Retirement Assets

When you have your health, you have everything. When you don't, it could **change everything**.

Health care is expected to be one of your largest expenses in your retirement years. Health care costs have nearly doubled since 2000. In fact, a 65-year-old couple's average medical spending is now **\$295,000!**

\$295,000
Retired Couple
Medical Costs

These costs are inevitable, unpredictable and likely to affect your assets. There are ways to ensure a secure income stream to help address needs like these in retirement. We'll show you how.

Health Care Costs Add Up in Retirement Years And Subtract from Your Retirement Assets

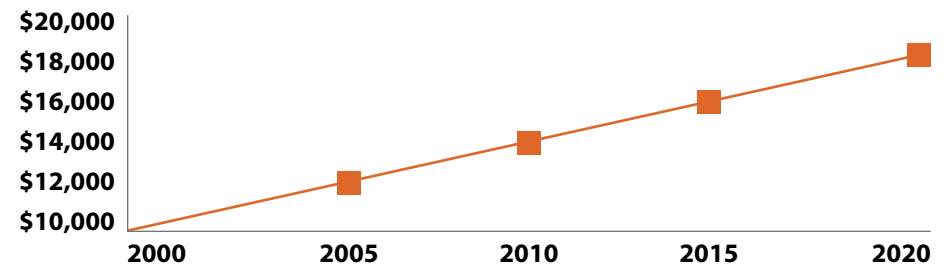


Chart Source: www.in2013dollars.com/Medical-care/price-inflation/2000-to-2020?amount=10000

1 Investopedia, November 2020

Withdrawals: How Much? How Long?

Turning Saving into Spending Can Be Fun . . . and Tricky!

Retirement is an ending . . . and also a new beginning. The hard part of **building** assets is over. And the fun part of **spending** them begins. The trick is, you need to decide how much of your assets to use each year to support your lifestyle in retirement.

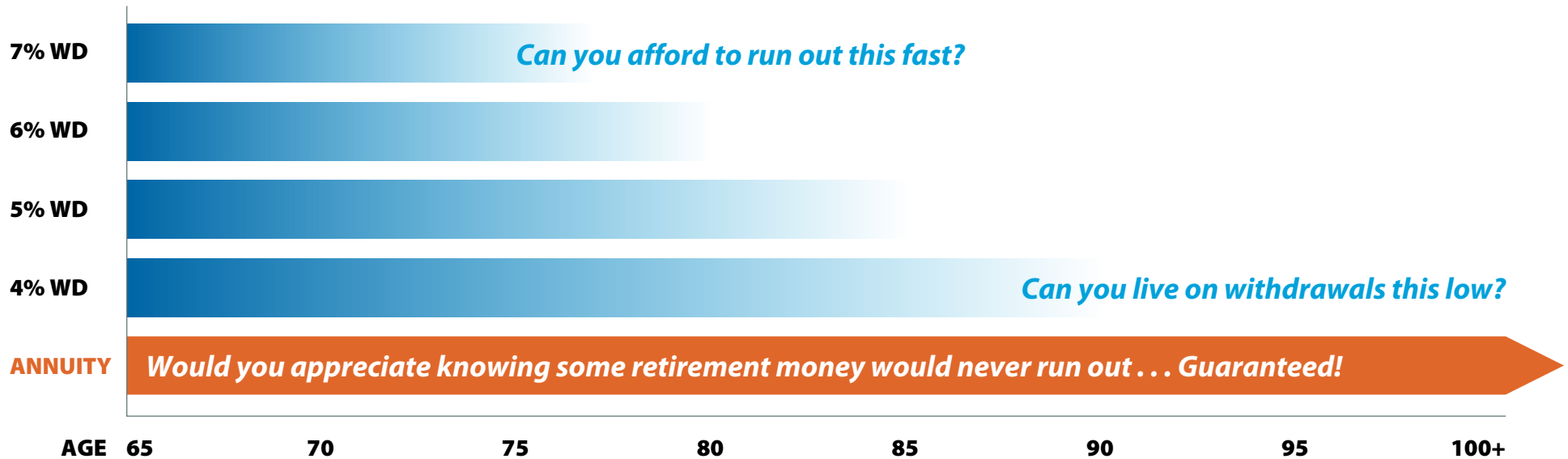
Your goal is to make your money last. But all the risks we discussed can affect this.

Even with limited risk effects and moderate investment growth, you can run out of retirement money. And with negative returns, you'll surely run out faster. One way to ensure you keep getting income regularly — all retirement long — is an **annuity**.

When Might Your Money Run Out?

Examples: \$500,000 at different withdrawal rates.

Assumes no external growth or negative risk effects.



Timing: How Can the Sequence of Returns Affect You?

Sequence of Returns isn't about "What" Your Returns are ... It's About "When"

When you start drawing on your invested retirement assets, portfolio performance can impact your income stream . . . positively or negatively.



Early Positive Returns ... Your Retirement Money May Last

*If you start portfolio withdrawals in an **up** market, your money may last as long as you need it.*

Early Negative Returns ... Your Money May Run Out Early

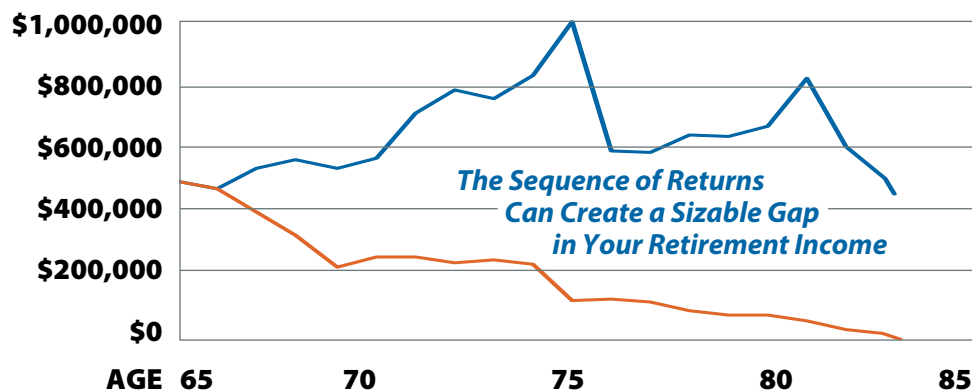
*If you start portfolio withdrawals in a **down** market, your money may not last as long as needed.*



How Can You Predict Your Sequence of Returns? You Can't. But You Can Plan for It.

The chart below shows a real example of how market returns affected a hypothetical portfolio in the past. But no one knows what the future may bring. So to be fair, we showed the reverse returns as well. Each path averaged an 4.95% annual return. But starting with negative returns yields a very different ending.

It's great to be invested when the numbers are in your favor. But it's smart to realize the reverse is possible. And even smarter to protect against that possibility. An **annuity** can help. Just putting a portion of your assets into such a strategy can **guarantee** you a lifetime income stream . . . *no matter what the market does.*



Same Portfolio. Different Paths.

Example: \$500,000 | Indexed Fund Mirroring S&P 500® | 5% Yearly Withdrawals

- Early Positive Returns: Actual Market Results (2000 - 2017)
- Early Negative Returns: Reversed Market Results (2017 - 2000)

Can your assets handle a negative sequence of returns?

“Harvesting” Your Retirement Plan

Think Like a Financial Farmer

It may seem that farmers have one plan . . . grow crops. But they actually have two:

1. **A long range plan to grow the crops.**
2. **A different plan to harvest them and put them to use.**

Similarly, retirees should refocus financial plans from *growth* to “*harvest*” or use.

Turning Your Accumulation Plan into Your Distribution Plan

When you retire, your retirement plan isn’t over. It just starts a new phase. It’s time to refocus your thinking from asset accumulation to asset distribution. Such a retirement income plan should include an estimate of expenses and income.

We can help you create a plan that uses this information and covers the following . . .

- › **Maps:** Survey your landscape and map out expected expenses and anticipated income sources in retirement.
- › **Gaps:** Align income sources and retirement expenses to identify shortfalls in your retirement funding plans.
- › **Taps:** Reposition your assets into investment solutions you can tap when necessary to address various income gaps.

To help with your post-retirement plan thinking, it’s helpful to consider how your different income sources might align to specific categories of expenses:



Enjoying Your Retirement Plan with Confidence

Guaranteed Income Helps Your Retirement Plan Succeed

Millions of Americans retire without knowing if their assets will last. You don't have to be one.

An annuity is a foundational financial tool. It can help you enjoy retirement by doing something no other financial product can do. Provide the certainty and stability of a stream of income that is guaranteed — to ensure you don't run out of money.

Plus, annuities can offer other features and benefits you may not realize. Here are a few to consider . . .

- › **Guaranteed Rates:** Competitive fixed interest rates you can count on.
- › **Investment Choice:** Fixed, variable, indexed and other hybrids.
- › **Flexible Design:** Flexible premium or single premium options to meet your needs.
- › **Income Options:** An annuity may pay in any number of ways, from a specific time frame to as long as you live.
- › **Death Benefits:** Annuities can include guaranteed death benefit payouts if needed.
- › **Legacy Planning:** Multigenerational income plans can stretch over your lifetime, then continue on to spouses, children and grandchildren.
- › **Charitable Giving:** Annuity payments can help you give a regular and larger gift to a charity.

As you can see, today's annuities come in all shapes and sizes. They offer a number of ways to enjoy retirement with income you can rely on.

Don't Think Like a Lottery Winner

70% of people who win a lottery lump sum go bankrupt within a few years.

Don't let this happen to your retirement sum. Consider steps you can take to safeguard it.

National Endowment for Financial Education, December 2019

Is an annuity right for you?

Use the tools on the following page to help you decide.

Try Our Helpful Tools . . .



Retirement Income Calculator

What's your retirement income success rate?
Find out in a few quick clicks. Try different scenarios. Consider what rate you're comfortable with.

IncomeInputs.com



Digital Retirement Income Worksheet

What are your retirement expenses and income sources?
Input your numbers. See how they add up. Save for your reference.

Ask for a complimentary copy.



"Retirement Talks" Videos

Where can you go for expert insights on retirement income topics?
View our valuable video series. Short, simple and straightforward retirement content.

RetirementTalks.com

*Retirement income matters to your **tomorrow**. Let us help **today**.*



Our Foundation of Company Strength

Western & Southern Financial Group stands strong as a family of diversified financial services providers that have demonstrated resolve and resiliency throughout challenging economic cycles. Our strength is the cornerstone of our success as evidenced in the facts below. We remain committed to helping safeguard your future well-being with a full range of risk management financial solutions.



Fortune.com/Fortune500/2020

WSFinancialPartners.com

Ratings shown are correct as of December 2020 and subject to change. Ratings refer to the claims-paying ability of the insurance company and do not reflect the performance or safety of any investment product. The rating agencies listed are independent of each other and use proprietary evaluation criteria and rating scale. Specific ratings are as follows:

A+ AM BEST (Superior) Superior ability to meet ongoing insurance obligations. Second highest of 13 ratings; rating held since June 2009.

The Comdex ranking, current as of December 2020, is a composite of all the ratings a company has received from the major rating agencies. It ranks insurers on a scale of 1 to 100 (where 1 is the lowest) in an effort to reduce confusion over ratings because each rating agency uses a different scale.

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Examples shown are hypothetical, for illustration purposes only, and do not take into account other sources of income. It is not recommended that one invests 100% of assets in one type of account. Investments can lose money, including initial principal. Past performance is not an indication of future results.

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