

Retirement Income: Self-Insuring vs. Transferring Risk

Fire. Theft. Death. Got money tucked away to protect against such risks? **Probably not.**

Few folks can afford to hoard thousands just in case. So what do they do instead? They buy insurance. And **transfer** those risks to an insurance company. For example:

Your Assets	Value Protected (Examples)	Risks
Your House	\$250,000+	Fire. Weather. Other Damage.
Your Car	\$20,000–\$65,000+	Accident. Weather. Theft.
Your Income	\$300,000–\$3 Million <i>Lifetime Replacement</i>	Early Death <i>Family without income. Unpaid debt. Final expenses.</i>

But...What about Retirement Risks?

We're all encouraged to put aside savings for our future. In an IRA. A workplace plan like a 401(k). Or a personal savings account. But once you start spending it, how do you ensure it won't run out?

An annuity can help. It can turn your hard-earned savings into dependable income for life. You see, most folks don't realize it. **But annuities are insurance.** They help protect you from retirement risks. For example:

Retirement Risks	How Annuities "Insure" Against Risks
Living Too Long	Lifetime income payouts. No matter how long you live.
Market Volatility	Stable income payouts. No matter what happens in the market.
Asset Depletion	Lifetime income payouts. It never runs out.
Expenses	Regular income payouts. It can pay bills, groceries, travel, healthcare.

Insure Yourself...with an Annuity from a Strong Insurance Company

Ask your financial professional how annuities can insure a portion of your retirement savings, by transferring retirement risks to a strong insurance company like ours. Because some risks...**aren't worth the risk!**

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Western & Southern: Our Strength. Your Future.



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.

Ask a financial professional about insuring against retirement risks with an annuity.
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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.

Payment of benefits under the annuity contract is the obligation of, and is guaranteed by, the insurance company issuing the annuity. Guarantees are based on the claims-paying ability of the insurer. Annuity products are backed by the full financial strength of the issuer. W&S Financial Group Distributors, Inc., Cincinnati, OH, (doing business as W&S Financial Insurance Services in CA) is an affiliated life insurance agency of the issuer. Issuer has sole financial responsibility for its products. All companies are members of Western & Southern Financial Group.

Earnings and pre-tax premium payments are subject to income tax at withdrawal. Withdrawals prior to age 59½ are generally subject to a 10% IRS penalty tax. Annuity contracts contain certain holding periods, limitations, withdrawal charges, exclusions, termination provisions and terms for keeping them in force.

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An income annuity is permanent. Owner has no access to premium, which converts to an income payout stream. There is no cash value, no death benefit and the annuity can't be surrendered. Contract terms, such as payment amount and frequency, cannot be changed, unless commutation is available and elected. An income annuity should not be purchased if access may be needed to any of the premium for living expenses or other purposes.

Payouts end at the annuitant's death unless a certain period or installment refund option is selected. If a payout for life or for two lives is selected, whether the payouts received are less than or greater than the premium paid will depend on how long the annuitant(s) lives. If death occurs after any guaranteed income payouts have been made, no additional payments will be made to the beneficiary.

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

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