



# Build a Foundation for Greater Financial Confidence with Protected Retirement Income

Ensuring clients have enough savings to cover basic needs in retirement is becoming a more complex challenge. Pensions are rare, the future of Social Security is uncertain, and personal savings are often not enough.

In a recent survey, **90%** of retirement plan participants stated they are wary of inflation's impact on their retirement income, while **76%** said they fear the possibility of outliving their savings.

**Four out of five indicated an interest in guaranteed lifetime income.<sup>1</sup>**



## Withstand Inflation, Market Volatility, and Longer Lifespans

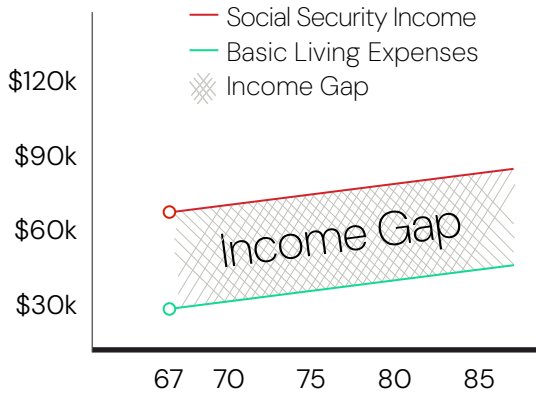
Given the economic environment and concerns affecting clients today, guiding them to and through retirement demands new strategies and options.

Building an income floor can assist in laying a solid foundation for a retirement that can help navigate the erosive effects of inflation, market volatility, and longer lifespans. A retirement income floor helps increase stability and financial confidence — especially for the middle and working class.<sup>2</sup>

## Take Some of the Financial Concerns Out of Retirement

The retirement income floor represents the income necessary to cover essential living expenses in retirement. Social Security and pensions have long been the backbone of a retirement income floor, but with these options potentially losing viability, now's the time to consider adding other protected income that would help ensure basic living expenses are covered — regardless of fluctuations in the market.

**Here's a simplified example that may resemble the financial picture for many retired couples:**



Many middle income couples may have between \$400,000 to over \$1 million in additional savings by retirement age.

## Bridge the Income Gap

One way to bridge the income gap to cover basic living expenses in retirement is with an annuity. In fact, an annuity is the only retirement savings vehicle that guarantees\* income which clients can't outlive.

Annuities are gaining recognition among retirees as a smart answer to steady, reliable income.<sup>3</sup> This shift reflects a broader trend toward seeking greater security and predictability in retirement income strategies.<sup>4</sup>

## Provide a Protected Income Floor with WealthChoice

The **WealthChoice Fixed Indexed Annuity (FIA)** and optional Guaranteed Living Benefit Rider (GLBR)\*, with competitive income payout rates, can help build a reliable retirement income floor. The GLBR provides a guaranteed\* income stream, even after the accumulation value is exhausted. It also includes features that meet multiple needs of those nearing and in retirement.

### Try Our Simple Formula

When establishing a reliable income base with WealthChoice's GLBR, to arrive at the estimated premium needed to generate the desired income, try this simple calculation\*:

This could work with a split-ticket case, when repositioning funds from a managed account or another annuity. The reliable income base created with WealthChoice could help your client feel more confident about taking more risks for higher potential returns with the rest of their portfolio.

$$\text{Annual Income Desired} \div \text{GLBR Factor at Payout Age} = \text{Premium Needed}$$

Example: \$30,000 ÷ 5.20% = \$576,900

Annual GLBR Factor WealthChoice  
Income for Couple (67) Premium

This example shows Joint Income that increases 3% each year for a couple starting income at age 67.

\*Calculation provides a rough estimate, as it does not account for interest credits or rider fee.

## Advantages of the Wealthchoice FIA with GLBR

▶ No reductions for Joint Life payouts help ensure financial stability for surviving spouses

▶ Guaranteed increasing income payouts help keep pace with inflation

▶ Flexibility to stop and restart income withdrawals as clients' needs change

▶ Modest annual fee of .95% of accumulation value, ending when accumulation value is zero

<sup>1</sup> Employees, Concerned About Inflation and Longevity, Want Income Options in Retirement Plans, Survey Says – Greenwald Research <sup>2</sup> Meeting the Challenge of America's Peak 65 Moment – Protected Income <sup>3</sup> NAFA\_AnnuityOwnershipSurvey\_Release\_031524.pdf <sup>4</sup> 2023 Retirement Confidence Survey (RCS) (ebri.org)

\*WealthChoice Fixed Indexed Annuity is underwritten and issued through Guaranty Income Insurance Company. Guarantees are backed by the financial strength and claims paying ability of the company. The GLBR is not available on WealthChoice 5. Excessive withdrawals could cause GLBR payouts to terminate early.

A FIA is not a security and is not an investment in the stock market. Index account interest is based, in part, on index performance. Past performance of an index is not an indication of future performance. Not FDIC/NCUA insured • Charges may apply • Not bank/CU guaranteed • Not a deposit • Not insured by any federal agency • May go down in value Please note: Benefits are only generally described here. Product availability and features may vary by state. Please read the policy for exact details on benefits and exclusions. ICC19-GI-FIA02 ICC19-GI-GLBR02

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