

Your Company Name


## A MESSAGE FROM YOUR ADVISOR



As an independent financial professional and an active member of the community, LifePro is dedicated to helping individuals, families, and businesses attain peace of mind and financial freedom.

For years, they studied the characteristics of wealth accumulation vehicles and has come to the conclusion that there is an underlying commonality among the individuals who are best positioned for financial success. All of these individuals have been educated on the financial principles of how to grow, protect, and transfer wealth.

## LifePro

Ph: (888)543-3776

## CA Ins. Lic. \#0A96375



## Account Management

Oversees all activity within your wealth building plan.


Wealth Designers
Designs conservative wealth strategies built for longevity.

## TABLE OF CONTENTS

Potential Risks to Consider During Retirement ..... 4
Benefits of an Annuity ..... 5-6
Annuity Summary \& Versus Portfolio ..... 7-8
Disclaimer and Sources ..... 9

# POTENTIAL RISKS TO CONSIDER DURING RETIREMENT 



Thanks to healthier lifestyles and medical breakthroughs, life expectancies have increased significantly over the last half century.
The chart on the right (1) shows that for a 65 year old couple there is a $50 \%$ chance that at least one spouse will live until age 91. Are you confident that your retirement nest egg can last that long or possibly longer?

Retirees should plan for a long retirement ${ }^{1}$
Probability of a 65 -year-old living to various ages


We don't know how long we are going to live, and consequently we have to navigate between spending our money and making sure our assets last our entire lifetime. The longer we live, the greater the risk of stock market volatility, inflation, and increased health care costs impacting our financial situation.


As long as you have some money invested in the market you are subject to the possibility of experiencing losses to your investment. In recent history we have had two significant market crashes that have impacted millions of retirees.


INFLATION RISK

Inflation is a fact of life in our economy. Almost every year the costs of goods become more and more expensive. Inflation is a reality and should be taken into account when putting together a successful retirement plan.

## \$1 with 3\% <br> Inflation for 30 <br> Years = 40 Cents!



## SEQUENCE OF RETURNS

Starting your retirement in an up market versus starting in a down market can have a huge impact on how long your retirement nest egg can last. Unfortunately, there's no way to predict how the market will do when you start your retirement. However there are strategies that help address this risk.


## BENEFITS OF ANNUITIES

With an annuity you can secure a portion of your retirement assets as you prepare for your financial future.

## 1. Safe Accumulation

With a fixed indexed annuity your principal and credited interest are protected against market downturns. As you can see in the graph on the next page that when the market has declined a fixed annuity accumulation value will stay flat. For further details of this graph please see the back page.

Another advantage of a fixed index annuity is the opportunity to accumulate interest based on changes in an external index, without being subject to negative market returns.

## 2. Guaranteed Income

With an annuity you can be protected from the possibility of outliving your assets with an income rider. You can receive your contract's values in a stream of income that will last your lifetime (and your spouse's lifetime if applicable). The amount of your payments is based on the value of the contract on the date you begin distribution and the payout schedule you choose. Since every annuity is different it is important to examine the policy carefully and ask for clarification on any questions you may have.

## BUILT SPECIFICALLY FOR YOUR NEEDS

## ALONG WITH SAFE ACCUMULATION AND GUARANTEED INCOME, ANNUITIES ALSO PROVIDE THESE THREE BENEFITS

1. Tax Deferral

## 2. Potential Increasing Income

3. Possible Death Benefit

# HISTORICAL EXAMPLE SAFE ACCUMULATION 

S\&P 500, 10 Year Treasury and Indexed Annuity Hypothetical Historical Returns


| Year | S\&P 500 <br> Return | $\begin{aligned} & \text { S\&P } 500 \\ & \text { Value } \end{aligned}$ | 10 Yr . <br> Treasury <br> Return | 10 Yr . <br> Treasury <br> Value | Annuity Return | Annuity Value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1999 |  | 100,000 |  | 100,000 |  | 100,000 |
| 2000 | -10.1\% | 89,861 | 4.9\% | 104,920 | 0.00\% | 100,000 |
| 2001 | -13.0\% | 78,141 | 5.2\% | 110,376 | 0.00\% | 100,000 |
| 2002 | -23.4\% | 59,882 | 4.1\% | 114,868 | 0.00\% | 100,000 |
| 2003 | 26.4\% | 75,679 | 4.4\% | 119,899 | 8.00\% | 108,000 |
| 2004 | 9.0\% | 82,486 | 4.2\% | 124,971 | 8.00\% | 116,640 |
| 2005 | 3.0\% | 84,961 | 4.4\% | 130,432 | 3.00\% | 120,140 |
| 2006 | 13.6\% | 96,532 | 4.7\% | 136,537 | 8.00\% | 129,752 |
| 2007 | 3.5\% | 99,939 | 3.9\% | 141,875 | 3.53\% | 134,331 |
| 2008 | -38.5\% | 61,477 | 2.5\% | 145,365 | 0.00\% | 134,331 |
| 2009 | 23.5\% | 75,896 | 3.9\% | 150,962 | 8.00\% | 145,078 |
| 2010 | 12.8\% | 85,597 | 3.4\% | 156,034 | 8.00\% | 156,684 |
| 2011 | 0.0\% | 85,595 | 2.0\% | 159,108 | 0.00\% | 156,684 |
| 2012 | 13.4\% | 97,069 | 1.9\% | 162,067 | 8.00\% | 169,219 |
| 2013 | 29.6\% | 125,803 | 3.0\% | 166,929 | 8.00\% | 182,756 |
| 2014 | 11.4\% | 140,133 | 2.1\% | 170,468 | 8.00\% | 197,377 |
| 2015 | -0.7\% | 139,115 | 2.2\% | 174,287 | 0.00\% | 197,377 |
| 2016 | 9.5\% | 152,379 | 2.4\% | 178,539 | 8.00\% | 213,167 |
| 2017 | 19.4\% | 181,971 | 2.5\% | 182,932 | 8.00\% | 230,220 |
| 2018 | -6.2\% | 170,621 | 2.7\% | 187,798 | 0.00\% | 230,220 |
| 2019 | 28.9\% | 219,896 | 1.9\% | 191,328 | 8.00\% | 248,638 |
| 2020 | 15.8\% | 254,552 | 0.9\% | 193,107 | 8.00\% | 268,529 |
| 2021 | 26.9\% | 323,027 | 1.5\% | 196,004 | 8.00\% | 290,011 |
| 2022 | -19.4\% | 260,230 | 3.9\% | 203,609 | 0.00\% | 290,011 |

*This graph is based on historical returns of the S\&P 500. The annuity used is a hypothetical annuity with no bonus, a 0\% floor and a 8\% cap.

The S\&P 500 return excludes taxes, fees and dividends. Please view the last page for a further explanation of this report (2).

The 10 year treasury is the benchmark used as a proxy for many important financial matters, such as mortgage rates.

## ANNUITY VERSUS PORTFOLIO ANALYSIS

The purpose of this report is to compare the illustrated values of the suggested annuity with other various investment alternatives. We can't predict future rates of return so we will do a few comparisons. The alternatives we're comparing are:

- \$800,000 annuity initially with income starting in year 2
- Steady 6\% return and $1 \%$ fee
- Last 20 yrs. returns of the S\&P 500 and 1\% fee
- Average $6 \%$ return with an unfavorable sequence of returns. This is a random sequence of returns.

TOTAL INCOME AT AGE 85 AND 95

|  |  | Age 85 Total | Age 95 Total | Age 95 Internal <br> Rate of Return (3) | Notes |
| :--- | :--- | :---: | :---: | :---: | :--- |
|  | Suggested Annuity | $\$ 2,240,388$ | $\$ 5,352,048$ | $10.41 \%$ | Income will continue for life |
|  | 6\% Steady Return | $\$ 1,334,562$ | $\$ 1,334,562$ | $5 \%$ | Account Went to \$0 at Age 80 |
|  | Last 20 years of S\&P 500 | $\$ 1,566,153$ | $\$ 1,566,153$ | $6.09 \%$ | Account Went to \$0 at Age 82 |
|  | 6\% Unfavorable Sequence | $\$ 531,394$ | $\$ 531,394$ | $-6.43 \%$ | Account Went to \$0 at Age 72 |

Total Accumulation by Age


20 Year Historical S\&P $500=6 \%$ Steady Return
6\% Unfavorable Sequence Annuity

The chart on the left shows the accumulation value of each scenario by year.

Favorable market conditions will likely always provide more accumulation value over time, but unforeseen stock market volatility should be taken into consideration when doing long term retirement planning.

Keep in mind that in the suggested annuity strategy, the income is guaranteed for your lifetime even though the accumulation value may run down to $\$ 0$.

The chart on the right shows the total income to age 95 from the initial \$800,000 from each scenario.

In this scenario the annuity was able to provide $\$ 5,352,048$ in income to age 95. This was $\$ 4,820,653$ more in income than the account with the unfavorable sequence of returns with a $6 \%$ average return.


# ANNUITY SUMMARY - HYPOTHETICAL VALUES YeARLY BREAKDOWN 

## Bucket \#1 'Cash Account'

| Age | Prem | Credited Interest Rate | Accum. Value |
| :---: | :---: | :---: | :---: |
| 62 | 800,000 | 3.06\% | 824,527 |
| 63 | 0 | 4.01\% | 815,712 |
| 64 | 0 | 1.48\% | 784,215 |
| 65 | 0 | 4.62\% | 774,859 |
| 66 | 0 | 10.17\% | 802,832 |
| 67 | 0 | 1.39\% | 759,049 |
| 68 | 0 | 8.69\% | 765,625 |
| 69 | 0 | 4.12\% | 732,281 |
| 70 | 0 | 5.75\% | 704,430 |
| 71 | 0 | 1.29\% | 640,227 |
| Tot. | 800,000 |  | 640,227 |
| 72 | 0 | 6.54\% | 604,062 |
| 73 | 0 | 4.23\% | 545,341 |
| 74 | 0 | 1.25\% | 464,794 |
| 75 | 0 | 4.87\% | 395,597 |
| 76 | 0 | 11.29\% | 335,699 |
| 77 | 0 | 1.15\% | 227,250 |
| 78 | 0 | 9.55\% | 125,612 |
| 79 | 0 | 4.41\% | 0 |
| 80 | 0 | 6.31\% | 0 |
| 81 | 0 | 0.87\% | 0 |
| Tot. | 800,000 |  | 0 |
| 82 | 0 | 7.41\% | 0 |
| 83 | 0 | 4.67\% | 0 |
| 84 | 0 | 0.82\% | 0 |
| 85 | 0 | 5.30\% | 0 |
| 86 | 0 | 13.32\% | 0 |
| 87 | 0 | 0.72\% | 0 |
| 88 | 0 | 11.21\% | 0 |
| 89 | 0 | 4.60\% | 0 |
| 90 | 0 | 6.64\% | 0 |
| 91 | 0 | 0.62\% | 0 |
| Tot. | 800,000 |  | 0 |
| 92 | 0 |  | 0 |
| 93 | 0 | 4.67\% | 0 |
| 94 | 0 | 0.82\% | 0 |
| 95 | 0 | 5.30\% | 0 |
| Tot. | 800,000 |  | 0 |

## Bucket \#2 <br> 'Income Account' 25\% Bonus

# ANNUITY VERSUS PORTFOLIO Yeariy breakdown 

|  |  | Suggested Annuity |  |  | Steady 6\% Return |  |  | Last 20 yrs. returns of the S\&P 500 |  |  | Unfavorable 6\% Avg. Return Sequence |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Age | Prem | Annual Return | Accum. Value | Income | Annual Return | Accum. Value | Income | Annual Return* | Accum. Value | Income | Annual Return* | Accum. Value | Income |
| 62 | 800,000 | 3.06\% | 824,527 | 0 | 6 \% | 840,000 | 0 | 26 \% | 1,003,043 | 0 | -16 \% | 664,000 | 0 |
| 63 | 0 | 4.01\% | 815,712 | 40,365 | 6 \% | 839,617 | 40,365 | 9 \% | 1,039,629 | 40,365 | -25\% | 461,490 | 40,365 |
| 64 | 0 | 1.48\% | 784,215 | 42,801 | 6 \% | 836,657 | 42,801 | 3 \% | 1,016,775 | 42,801 | 0 \% | 414,502 | 42,801 |
| 65 | 0 | 4.62\% | 774,859 | 43,736 | 6 \% | 832,567 | 43,736 | 14 \% | 1,095,831 | 43,736 | -2 \% | 359,643 | 43,736 |
| 66 | 0 | 10.17\% | 802,832 | 46,777 | 6 \% | 825,079 | 46,777 | 4 \% | 1,075,591 | 46,777 | 7 \% | 331,638 | 46,777 |
| 67 | 0 | 1.39\% | 759,049 | 54,007 | 6 \% | 809,626 | 54,007 | -38\% | 618,203 | 54,007 | 1 \% | 277,631 | 54,007 |
| 68 | 0 | 8.69\% | 765,625 | 55,073 | 6 \% | 792,280 | 55,073 | 23 \% | 689,577 | 55,073 | 4 \% | 229,235 | 55,073 |
| 69 | 0 | 4.12\% | 732,281 | 62,431 | 6 \% | 766,342 | 62,431 | 13 \% | 701,040 | 62,431 | 8 \% | 178,480 | 62,431 |
| 70 | 0 | 5.75\% | 704,430 | 66,353 | 6 \% | 734,988 | 66,353 | 0 \% | 628,320 | 66,353 | $3 \%$ | 114,370 | 66,353 |
| 71 | 0 | 1.29\% | 640,227 | 72,202 | 6 \% | 695,925 | 72,202 | 13 \% | 625,109 | 72,202 | 14 \% | 47,649 | 72,202 |
| Tot. | 800,000 |  | 640,227 | 483,745 |  | 695,925 | 483,745 |  | 625,109 | 483,745 |  | 47,649 | 483,745 |
| 72 | 0 | 6.54\% | 604,062 | 73,474 | 6 \% | 653,574 | 73,474 | 30 \% | 709,409 | 73,474 | 5 \% | 0 | 47,649 |
| 73 | 0 | 4.23\% | 545,341 | 80,919 | 6 \% | 601,288 | 80,919 | 11 \% | 693,794 | 80,919 | 18 \% | 0 | 0 |
| 74 | 0 | 1.25\% | 464,794 | 86,190 | 6 \% | 540,853 | 86,190 | -1\% | 597,113 | 86,190 | 22 \% | 0 | 0 |
| 75 | 0 | 4.87\% | 395,597 | 87,641 | 6 \% | 475,872 | 87,641 | 10 \% | 552,956 | 87,641 | -20\% | 0 | 0 |
| 76 | 0 | 11.29\% | 335,699 | 94,199 | 6 \% | 400,757 | 94,199 | 19 \% | 543,260 | 94,199 | 4 \% | 0 | 0 |
| 77 | 0 | 1.15\% | 227,250 | 111,001 | 6 \% | 304,244 | 111,001 | -6 \% | 400,975 | 111,001 | 11 \% | 0 | 0 |
| 78 | 0 | 9.55\% | 125,612 | 112,658 | 6 \% | 201,165 | 112,658 | 29 \% | 368,694 | 112,658 | 22 \% | 0 | 0 |
| 79 | 0 | 4.41\% | 0 | 129,766 | 6 \% | 74,969 | 129,766 | 16 \% | 275,386 | 129,766 | -3\% | 0 | 0 |
| 80 | 0 | 6.31\% | 0 | 138,352 | 6 \% | 0 | 74,969 | 27 \% | 172,516 | 138,352 | 13 \% | 0 | 0 |
| 81 | 0 | 0.87\% | 0 | 151,443 | 6 \% | 0 | 0 | -19\% | 16,765 | 151,443 | 18 \% | 0 | 0 |
| Tot. | 800,000 |  | 0 | 1,549,388 |  | 0 | 1,334,562 |  | 16,765 | 1,549,388 |  | 0 | 531,394 |
| 82 | 0 | 7.41\% | 0 | 153,419 | 6 \% | 0 | 0 | 26 \% | 0 | 16,765 | $5 \%$ | 0 | 0 |
| 83 | 0 | 4.67\% | 0 | 170,479 | 6 \% | 0 | 0 | 9 \% | 0 | 0 | -10\% | 0 | 0 |
| 84 | 0 | 0.82\% | 0 | 182,424 | 6 \% | 0 | 0 | 3 \% | 0 | 0 | 11 \% | 0 | 0 |
| 85 | 0 | 5.30\% | 0 | 184,678 | 6 \% | 0 | 0 | 14 \% | 0 | 0 | 1 \% | 0 | 0 |
| 86 | 0 | 13.32\% | 0 | 199,369 | 6 \% | 0 | 0 | 4 \% | 0 | 0 | 10 \% | 0 | 0 |
| 87 | 0 | 0.72\% | 0 | 239,212 | 6 \% | 0 | 0 | -38\% | 0 | 0 | 15 \% | 0 | 0 |
| 88 | 0 | 11.21\% | 0 | 241,785 | 6 \% | 0 | 0 | 23 \% | 0 | 0 | -2 \% | 0 | 0 |
| 89 | 0 | 4.60\% | 0 | 282,428 | 6 \% | 0 | 0 | 13 \% | 0 | 0 | 21 \% | 0 | 0 |
| 90 | 0 | 6.64\% | 0 | 301,936 | 6 \% | 0 | 0 | 0 \% | 0 | 0 | 8 \% | 0 | 0 |
| 91 | 0 | 0.62\% | 0 | 332,016 | 6 \% | 0 | 0 | 13 \% | 0 | 0 | 15 \% | 0 | 0 |
| Tot. | 800,000 |  | 0 | 3,837,134 |  | 0 | 1,334,562 |  | 0 | 1,566,153 |  | 0 | 531,394 |
| 92 | 0 |  | 0 | 336,348 | $6 \%$ | 0 | 0 | $30 \%$ | 0 | 0 | -6 \% | 0 | 0 |
| 93 | 0 | 4.67\% | 0 | 373,750 | 6 \% | 0 | 0 | 11 \% | 0 | 0 | 25 \% | 0 | 0 |
| 94 | 0 | 0.82\% | 0 | 399,937 | 6 \% | 0 | 0 | -1\% | 0 | 0 | 18 \% | 0 | 0 |
| 95 | 0 | 5.30\% | 0 | 404,879 | 6 \% | 0 | 0 | 10 \% | 0 | 0 | $9 \%$ | 0 | 0 |
| Tot. | 800,000 |  |  | 5,352,048 |  | 0 | 1,334,562 |  | 0 | 1,566,153 |  | 0 | 531,394 |

## Disclosures

Projections and information in this report regarding potential outcomes are hypothetical and are not intended to reflect actual returns nor guarantee future results. Results may be more or less favorable due to unforseen circumstances such as investment returns, inflation rates, tax rates and product expenses.

Please review all of the inputs and assumptions made in this report for accuracy. If you see the need to change these assumptions or have corrections, let me know and we will be happy to update the report.

Some financial vehicles have limits on the amount that can be funded into an account or ages that there are penalties for withdrawing or not withdrawing funds. This report assumes that the same amount that can be added or withdrawn from an annuity can be added or withdrawn with the alternatives without penalty and that may not be the case.

This report is not valid unless accompanied by a personalized insurance carrier illustration from that specific insurance company. Past performance does not guarantee future results. The content of this report is not intended to provide legal, tax or accounting advice. Please consult your tax advisor for specific tax advice.
(1) Source: Annuity 2000 mortality tables - transactions, Society of Actuaries, 1995-1996 Reports
(2) Any historical returns from an index is done so excluding dividends. Although we are assuming that other investment vehicles are having returns from an index you are not able to invest in an index. This report is not sponsored, endorsed, sold or reported by Standard \& Poor's. Past performace is not an indication of future results.
(3) Internal Rate of Return is the "annualized effective compounded return rate" or the rate of return of all the cash flows which include paying the premium as a negative cash flow and income and accumulation value and positive cash flow. The internal rate of return is not the annual return from the annuity index.
(4) The random sequence of return is random and is not based on historical rates of return. The purpose of the random sequence of return is to show how a down market at the beginning of retirement can significantly change how long your retirement nest egg could last.
(5) The annual returns are the same random unfavorable sequence of returns as were used in the annuity analysis.
(6) Other fixed income includes Social Security, pension income and any additional fixed income.

