



Report as of: April 17, 2023

Prepared for: Valued Client Prepared by: LifePro

## 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

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#### **MEET MY TEAM**



#### **Operations**

Assists with back-office needs and helps with overall business activities.



#### **Business Support**

Provides research and training on the best and most suitable opportunities available.



#### **Account Management**

Oversees all activity within your wealth building plan.



#### **Wealth Designers**

Designs conservative wealth strategies built for longevity.

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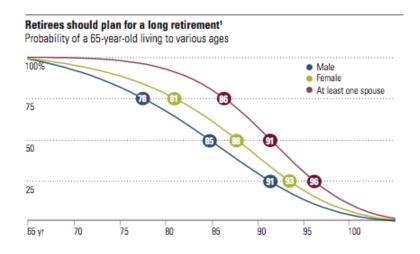
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# POTENTIAL RISKS TO CONSIDER DURING RETIREMENT



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?



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.









#### STOCK MARKET **VOLATILITY**

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 successful retirement plan. 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

\$1 with 3% Inflation for 30 Years = 40 Cents!



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

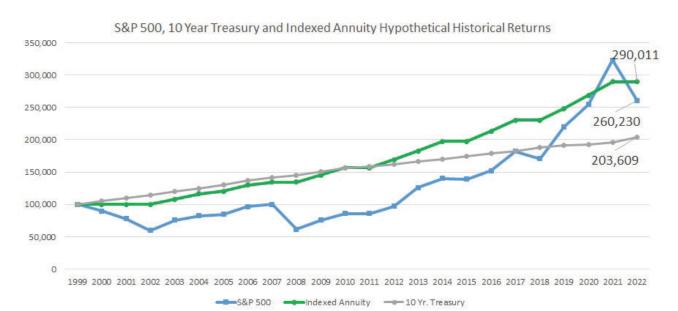
With an annuity you can be protected from the possibility of outliving your assets with an income rider. You can receive your contract's values in a stream of income that will last your lifetime (and your spouse's lifetime if applicable). The amount of your payments is based on the value of the contract 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



			10 Yr.	10 Yr.			
Name of Street	S&P 500	S&P 500	Treasury	Treasury	Annuity	Annuity	
Year	Return	Value	Return	Value	Return	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.

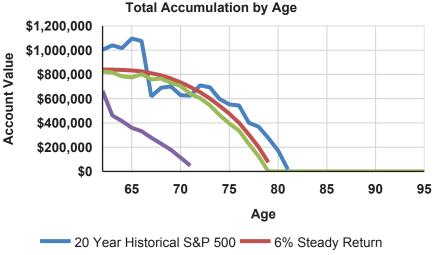
### ANNUITY VERSUS PORTFOLIO ANALYSIS

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 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		



Keep in mind that in the suggested annuity **95** strategy, the income is guaranteed for your lifetime even though the accumulation value

value of each scenario by year.

The chart on the left shows the accumulation

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

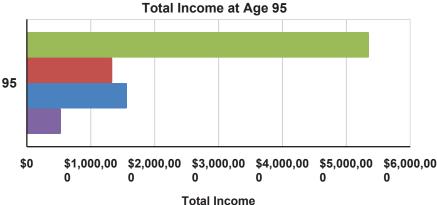
may run down to \$0.

retirement planning.

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

6% Unfavorable Sequence —— Annuity

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'

## Bucket #2 'Income Account' 25% Bonus

Age	Prem	Credited Interest Rate	Accum. Value	Protected Income Value Interest Credit	Protected Income Value	Income
62	800,000	3.06%	824,527	15.31%	1,153,295	0
63	0	4.01%	815,712	6.13%	1,164,059	40,365
64	0	1.48%	784,215	2.07%	1,125,757	42,801
65	0	4.62%	774,859	7.08%	1,138,243	43,736
66	0	10.17%	802,832	16.00%	1,240,836	46,777
67	0	1.39%	759,049	1.86%	1,178,875	54,007
68	0	8.69%	765,625	13.77%	1,244,090	55,073
69	0	4.12%	732,281	6.36%	1,215,324	62,431
70	0	5.75%	704,430	8.98%	1,204,541	66,353
71	0	1.29%	640,227	1.65%	1,098,913	72,202
Tot.	800,000		640,227	1.65%	1,098,913	483,745
72	0	6.54%	604,062	10.36%	1,073,689	73,474
73	0	4.23%	545,341	6.61%	991,337	80,919
74	0	1.25%	464,794	1.58%	847,795	86,190
75	0	4.87%	395,597	7.60%	740,225	87,641
76	0	11.29%	335,699	18.34%	667,514	94,199
77	0	1.15%	227,250	1.39%	453,000	111,001
78	0	9.55%	125,612	15.56%	264,008	112,658
79	0	4.41%	0	6.62%	0	129,766
80	0	6.31%	0	9.46%	0	138,352
81	0	0.87%	0	1.30%	0	151,443
Tot.	800,000		0	1.30%	0	1,549,388
82	0	7.41%	0	11.12%	0	153,419
83	0	4.67%	0	7.01%	0	170,479
84	0	0.82%	0	1.24%	0	182,424
85	0	5.30%	0	7.96%	0	184,678
86	0	13.32%	0	19.98%	0	199,369
87	0	0.72%	0	1.08%	0	239,212
88	0	11.21%	0	16.81%	0	241,785
89	0	4.60%	0	6.91%	0	282,428
90	0	6.64%	0	9.96%	0	301,936
91	0	0.62%	0	0.92%	0	332,016
Tot.	800,000		0	0.92%	0	3,837,134
92	0		0		0	336,348
93	0	4.67%	0	7.01%	0	373,750
94	0	0.82%	0	1.24%	0	399,937
95	0	5.30%	0	7.96%	0	404,879
Tot.	800,000		0	7.96%	0	5,352,048

# ANNUITY VERSUS PORTFOLIO YEARLY BREAKDOWN

		Sugg	gested Ai	nnuity	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			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		0	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.