

WHAT IS A FIXED INDEXED ANNUITY (FIA)?

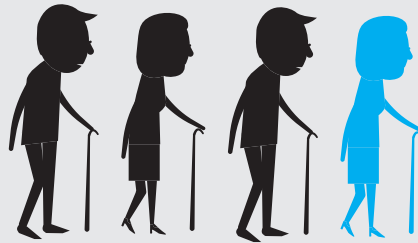
AVERAGE LIFE EXPECTANCY (IN YEARS)



84.3

86.7¹

ONE OUT OF EVERY FOUR RETIREES WILL LIVE PAST AGE 90.¹



THE AVERAGE RETIREMENT AGE IS



62
YEARS OLD.²

These statistics indicate the average retirement lasts more than 20 years, and may even last upwards of 30 years.
Is your portfolio designed to provide income throughout your entire lifetime?



BENEFITS OF AN FIA

Protection

With a fixed indexed annuity, you purchase a contract backed by an insurance company in which your principal is guaranteed, if contract terms are adhered to. An annuity is linked to an index (like the S&P 500 or the DOW), but unlike being directly invested in stocks, an annuity doesn't lose money due to market declines.

Accumulation

When the market index has a growth period, the annuity is credited a portion of the interest, which is added to your original principal.

Tax-Deferral

Your principal is allowed to grow tax-deferred until withdrawal from your contract.

Lifetime Income

Annuities provide the option to purchase additional riders that can offer guaranteed income for life so that you're protected from outliving your assets.

Death Benefit

If you pass away before receiving payments or benefits, those benefits can be passed on to your loved ones.

WHAT AN FIA ISN'T USED FOR

Aggressive Growth

Because annuities are designed for long-term protection, growth is less than what could be possible by investing directly in the stock market. Growth is capped at a percentage or with a participation rate, but the annuity protects your principal from market downturns.

Liquidity

Annuities are designed to provide a solution for long-term income throughout retirement. Because of this, they are not considered a liquid asset. Typically, most annuities allow up to a 10% withdrawal without a surrender fee.

Short-term Income

Few annuities offer short-term income solutions. Most have a 10-year surrender period, allowing your assets to grow before taking withdrawals.

THINGS TO ASK BEFORE PURCHASING AN FIA

- What is the cap on growth?
- What are the participation rates?
- What are the spreads/margins/asset fees?
- Are there bonuses?
- What riders are available and at what cost?
- What is the surrender period, and what are the surrender fees?

TALK TO A FINANCIAL ADVISOR ABOUT HOW AN ANNUITY MIGHT FIT INTO YOUR OVERALL RETIREMENT PICTURE.

¹ "Calculators: Life Expectancy." Social Security Administration, 2019. <https://www.ssa.gov/planners/lifeexpectancy.html#&sb=-1>

² 2017 Survey of Household Economics and Decisionmaking." Federal Reserve https://www.federalreserve.gov/consumerscommunities/shed_data.htm

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