

The Retirement Income Challenge

Process

Combine tools to Balance Goals and Risks

Goals

Lifestyle

Legacy

Longevity

Liquidity

Risks

Physical decline & mobility
Reduced earnings capacity
Spending constraints
Sequence risk
Market volatility
Interest Rate Volatility
Declining cognitive skills

Support family members
Changing tax rules
Changing housing needs
Rising health care costs
Compounding Inflation
Death of Spouse
Unknown longevity

Fraud & theft
Credit risk
Divorce
Lawsuits
Fire, Flood

Tools

Social safety net
Family support
Rental income
Business holdings
Part-time work
Charitable giving
Supplemental health insurance
Liability Insurance

Long-term care insurance
Medicare
Trusts
Financial Derivatives
Income annuities
Fixed indexed annuities
Variable annuities
Homeowners Insurance

Home equity
Social Security
Traditional pensions
Other annuities
Individual bonds
Investment portfolio
Life Insurance

