



REFINANCING  
RETIREMENT

## SEIZING THE MOMENT TO MAXIMIZE RETIREMENT INCOME

CHUCK & JESSICA  
HAVE AN OUTDATED  
VA AND ARE  
CONCERNED WITH  
MARKET VOLATILITY  
DURING RETIREMENT.

DO YOU SEE  
THEM AMONG  
YOUR CLIENTS  
& PROSPECTS?

### THE CHUCK & JESS STORY

#### “LET’S REVIEW BEFORE THE OPPORTUNITY’S GONE”

Chuck and Jessica, had invested in a Variable Annuity (VA) several years ago, which guaranteed them an annual income of \$35k for life. While they were satisfied with the predictability of their VA’s income stream, they had concerns about market volatility and the rising fees associated with the contract. They sought a solution that would both increase their income and reduce their financial risk as they transition into retirement.

After analyzing their goals, we determined that repositioning the existing VA into an FIA was a far better option. This strategy offered multiple advantages, including increased guaranteed income, fee reduction, and protection from market volatility.

#### RESULTS—Chuck & Jess saw:

- **43% increase to \$50k in guaranteed lifetime income providing greater financial flexibility.**
- **Lower overall fees.**
- **Complete protection from market corrections.**

### THE PROFILE

#### CHUCK (73) & JESSICA (67)

- ✓ Retired
- ✓ VA generates \$35k guaranteed yearly income
- ✓ They want to lower market risk for the future
- ✓ Need predictable guaranteed income

Name is a fictional client based on real activity.

## REMIND CLIENTS THAT AN ANNUITY REVIEW IS ESSENTIAL TO TAKE ADVANTAGE OF MARKET AND INDUSTRY CHANGES.

### WHY NOW'S A PERFECT STORM:

- 1** The recent interest rate environment has led to improved annuity products with higher cap and participation rates.
- 2** As financial markets fluctuate, especially at near-record highs, a review helps safeguard against the downside risks of market corrections.
- 3** Over time, annuity products evolve, often becoming more cost-effective and come with enhanced income features, such as lifetime income riders, or additional benefits like healthcare coverage.



## TALKING WITH CHUCK & JESS

Connect with clients on an emotional basis. People nearing retirement often feel a mix of excitement and anxiety. By showing that you understand their concerns, you reduce their emotional barriers and build trust.

### DISCOVERY QUESTIONS

- ✓ How comfortable are you with your current annuity/portfolio, given the potential for market volatility? Are you familiar with Sequence of Returns Risk?
- ✓ Are you satisfied with the current level of income your retirement strategy has? Are you open to exploring options for increasing it?
- ✓ What concerns do you have about the fees and costs associated with your current products and strategy?

### THE APPROACH

- ✓ Start with empathy and active listening. People nearing retirement often feel a mix of excitement and anxiety. Chuck and Jessica are likely at a point in life where trust is paramount.
- ✓ Acknowledge their potential anxiety about market volatility and rising fees in a non-threatening way.
- ✓ Frame the conversation as a partnership rather than a directive. When people feel involved in decisions that affect their future, they tend to trust the outcomes more.

EVERY CLIENT SITUATION IS DIFFERENT. CONSULT WITH YOUR DMI VICE PRESIDENT FOR YOUR CLIENT'S BEST OPTIONS.

