

Who Might Benefit from an Annuity

The following are some categories of individuals who might benefit from an annuity:

Young Adults

- ✓ Recognize the power of tax-deferred compounded interest over time
- ✓ Working and have discretionary income to save toward retirement
- ✓ See pension plans being discontinued with alarming frequency
- ✓ Have the advantage of a long accumulation period

Aging Baby Boomers*

- ✓ Still working
- ✓ Want a safe, secure method of accumulating money on a tax-deferred basis
- ✓ Want a second or third source of retirement income
- ✓ Feel they will receive little or no Social Security benefit at retirement
- ✓ Save for college education for children or grandchildren

* "Baby Boomers" is a term referring to people born between the years 1946 and 1964.

Recently Retired

- ✓ Seek secure savings vehicle with guarantees
- ✓ Wish to avoid taxes on nest egg
- ✓ Adjusting to a lower income
- ✓ Want to convert accumulated funds into guaranteed income stream
- ✓ Save for college education for children or grandchildren
- ✓ Shelter Social Security benefits from taxes

Senior Citizens

- ✓ Help pay Medicare Supplement, Long-Term Care, Home Health Care insurance premiums
- ✓ Save for college education for grandchildren
- ✓ Individuals with funds currently in Certificates of Deposit (CD's)
- ✓ Concerned with safety of principal
- ✓ Wondering if their finances will last
- ✓ Willing to convert their assets into an immediate annuity with income they cannot outlive