



REFINANCING
RETIREMENT

ENHANCING INCOME THROUGH STRATEGIC ANNUITY REVIEW

TIM & MAURA HAVE
VAs WITH HIGH FEE
STRUCTURES.

THEY WANT
LOWER FEES &
JOINT INCOME WITH
GUARANTEES.

DO YOU SEE
THEM AMONG
YOUR CLIENTS
& PROSPECTS?

THE TIM & MAURA STORY

“ARE WE STILL GETTING THE BEST DEAL WE CAN?”

Tim & Maura are in early retirement and have a strong financial foundation from their high-earning careers. They currently own two Variable Annuities (VAs) purchased for their attractive features at the time, like daily step-ups. However, the high fees of 3.5% associated with these annuities have significantly impacted their returns.

In good health & expecting a long retirement, Tim & Maura enjoy an active lifestyle filled with travel, hobbies, & family time. Prioritizing financial security & peace of mind, they seek stable, predictable joint income with lower fees.

By conducting an annuity review in combination with the clients' goals, we were able to move Tim & Maura from **a high-fee, single income product into an FIA with a low fee structure that gives them \$37k in yearly JOINT income guaranteed for the rest of their lives.**

THE PROFILE

TIM (71) & MAURA (66)

- ✓ Recently retired
- ✓ Comfortable nest egg
- ✓ Own 2 VAs with a 3.5% fee structure that generate almost \$25k in yearly single income
- ✓ Love taking the grandkids on vacation

Tim & Maura are fictional clients based on consumer research.

REMIND CLIENTS THAT AN ANNUITY REVIEW IS ESSENTIAL TO ENSURE STRATEGIES STILL ALIGN WITH GOALS...

Changing Needs: Changes happen in a client's personal situation, such as retirement, health issues, or changes in beneficiaries.

As clients approach or enter retirement, annuity reviews help adjust withdrawal strategies to optimize income.

Better Products: The annuity market evolves. New products may offer enhanced features, better terms, or additional benefits that may be more advantageous than older contracts.

Tax Considerations: Changes in tax laws or the client's tax situation may impact the suitability of products. Regular reviews help identify opportunities for more tax-efficient income & estate planning.



TALKING WITH TIM & MAURA

Connect with clients on an emotional basis. Research shows financial professionals can better engage with clients by showing them they understand where they're coming from — starting with what they value and then explaining what solutions best fit their needs.

DISCOVERY QUESTIONS

- ✓ What are your current financial goals & priorities for retirement?
- ✓ How do you envision your financial situation evolving over the next 5 to 10 years?
- ✓ Have your income needs changed since you purchased your annuity?
- ✓ Do you have any concerns about potential long-term care needs or health issues that might affect your retirement plan?

THE APPROACH

- ✓ Acknowledge their results so far & optimistic aspirations for the road ahead.
- ✓ Focus on the benefits of an annuity review & potential outcomes.
- ✓ Conduct a portfolio review through the lens of retirement income. Discussion should address preparedness for adversity along the way & options for risk mitigation.
- ✓ Discuss changes in personal circumstances or goals that might affect their retirement strategy.

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

