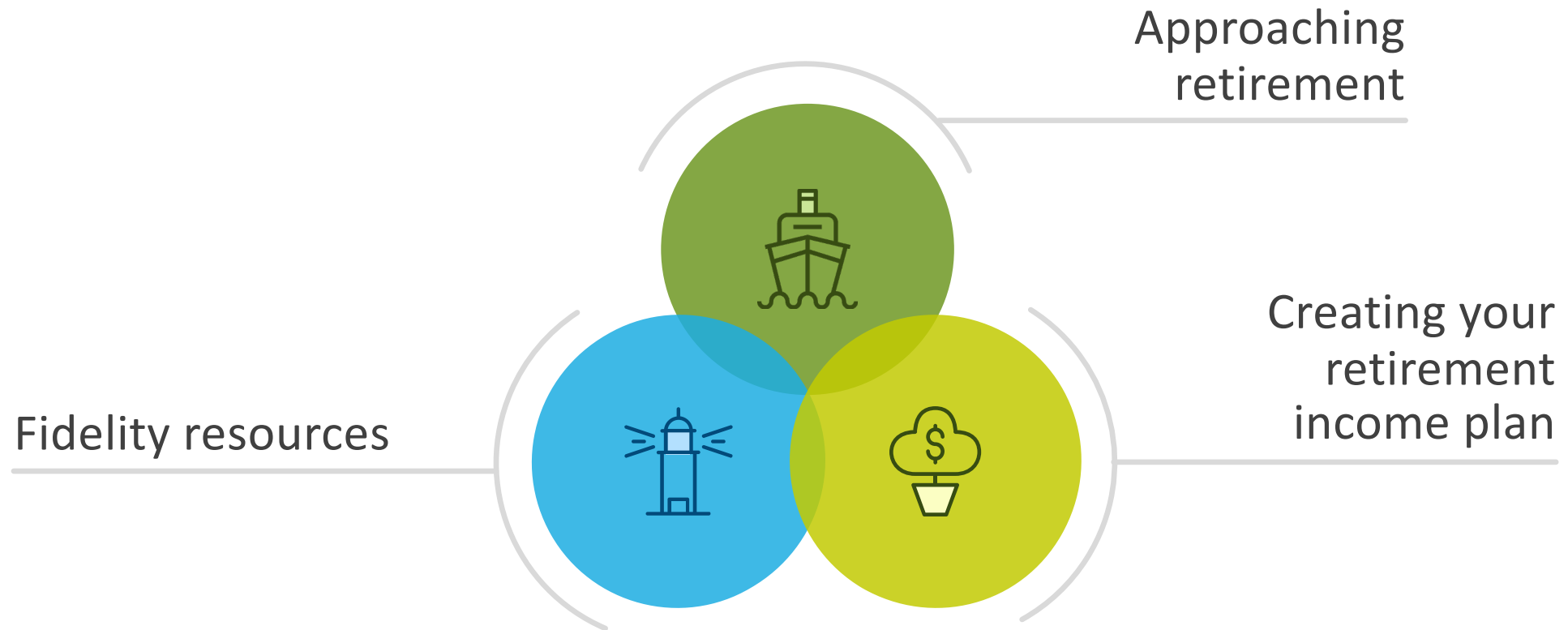




Fundamentals of retirement income planning





Agenda



Common questions

1

What have you done so far to prepare for retirement?

2

What is your experience with retirement income planning?

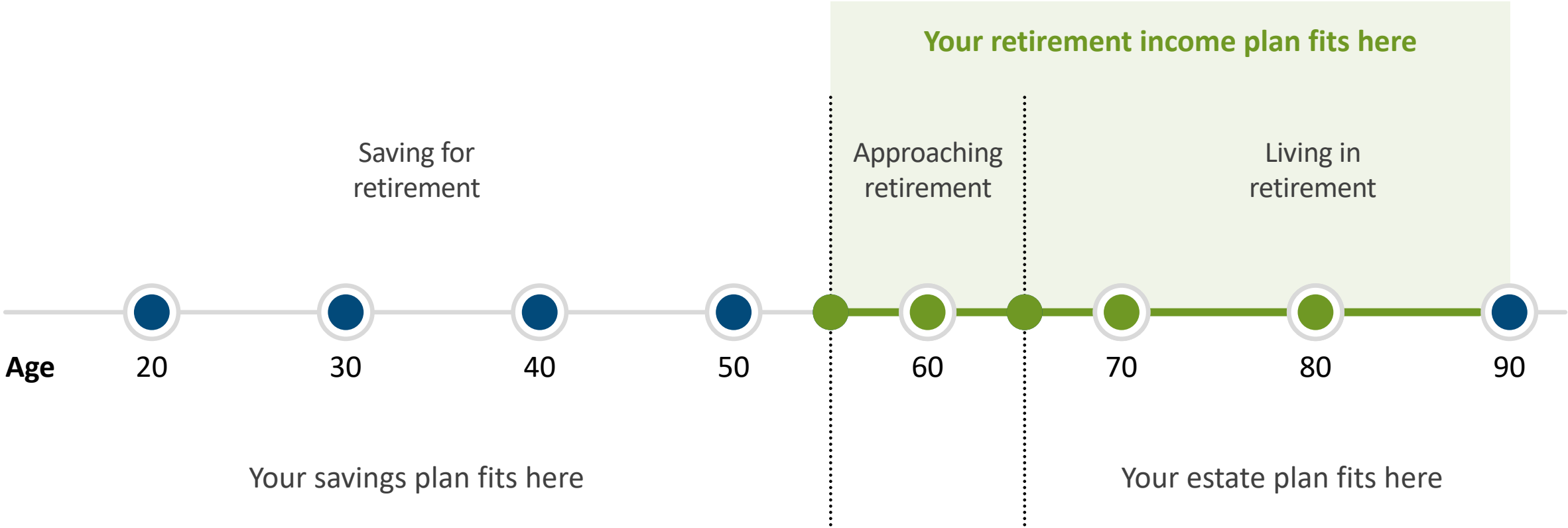
3

Have you started or completed a retirement income plan?



Approaching retirement

Where does a retirement income plan fit?



From saving for retirement to living in retirement



What is a retirement income plan?

Retirement income plan

A detailed plan that can help you determine how to use your financial resources to generate cash flow to last the rest of your life.

Make your retirement savings last

Enjoy the retirement lifestyle you envisioned

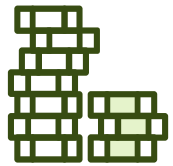
Build a legacy for your family

Feel prepared for what's ahead



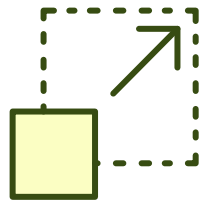
Five key risks

Keep these in mind as you prepare to create your retirement income plan



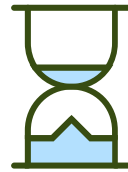
Withdrawals

Not taking out too much, too soon



Inflation

Not letting it eat away your savings' purchasing power



Longevity

Making sure your plan covers the full length of your life



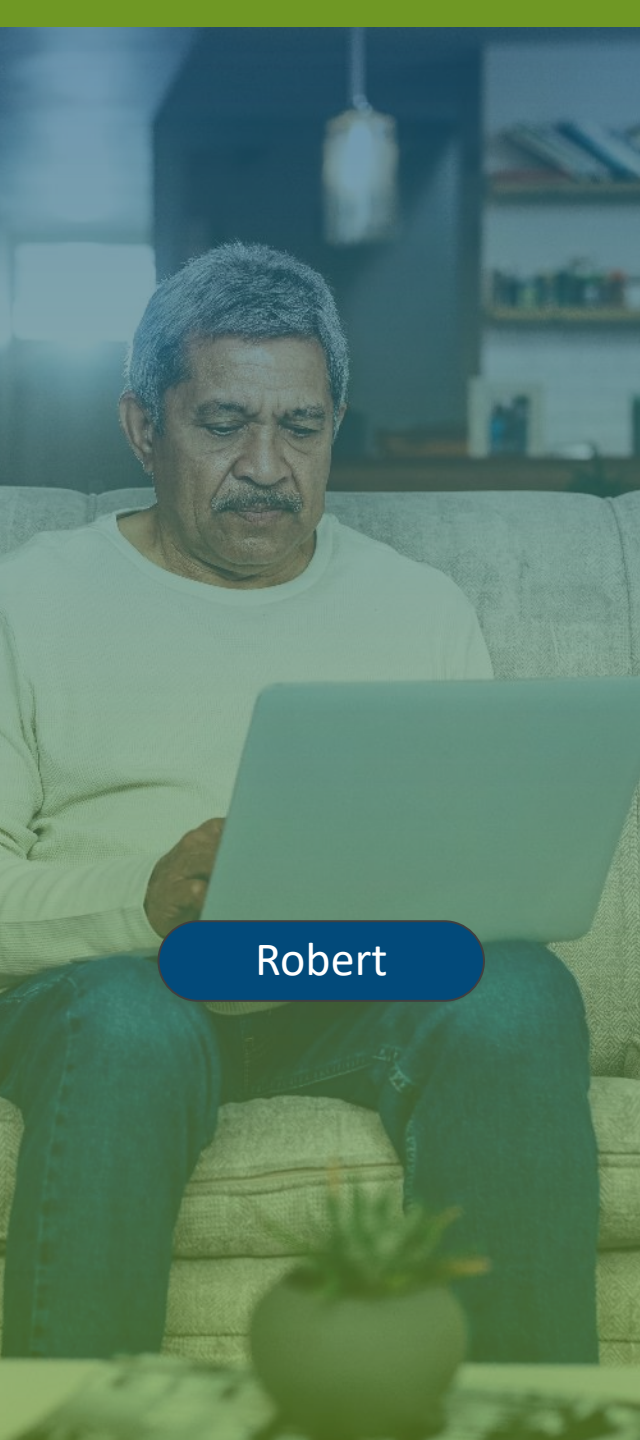
Medical

Taking into consideration rising medical costs



Allocation

Ensuring your plan can weather the changing markets



Robert

Combined impact of returns and withdrawals

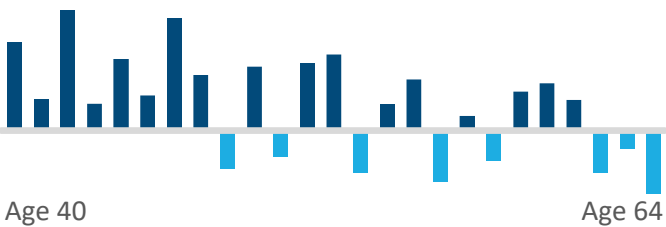
The sequence of market returns you experience in retirement can affect your portfolio's value over time

Return sequence

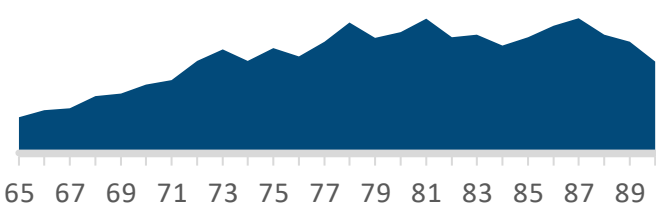
Portfolio value

SCENARIO 1

Positive portfolio returns during early years, negative returns later on

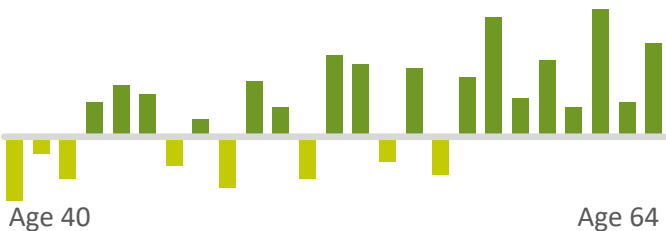


Portfolio grows throughout retirement, even with ongoing withdrawals

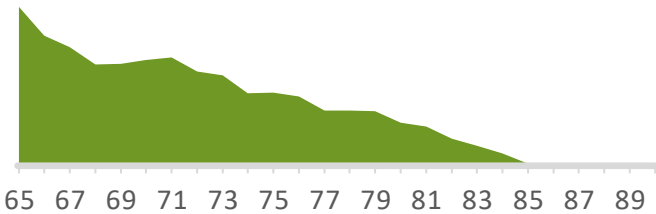


SCENARIO 2

Negative portfolio returns during early years, positive returns later on



Portfolio is depleted throughout retirement, along with ongoing withdrawals

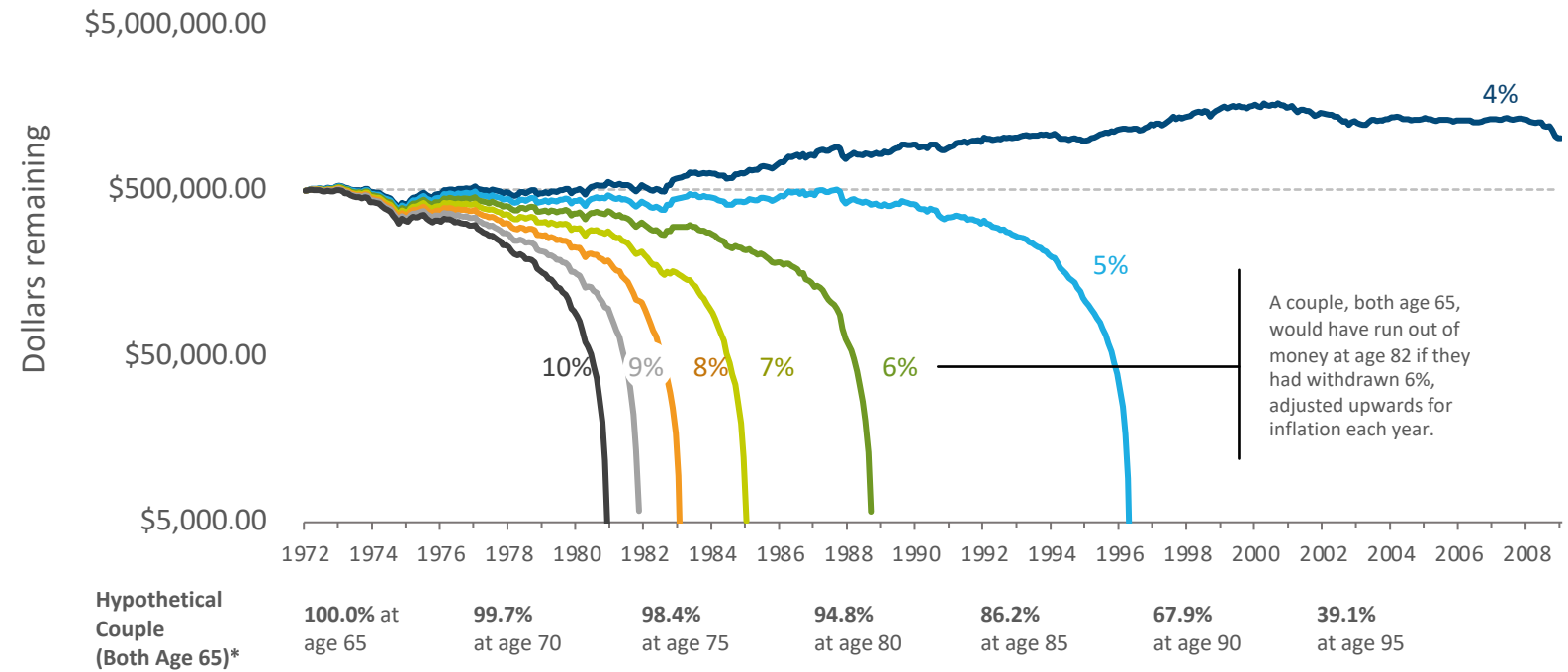


These hypothetical examples are for illustrative purposes only. It is not intended to predict or project investment results. Your rate of return may be higher or lower than that shown above.



Impact of different withdrawal rates

Choosing a rate that helps your money last longer



*Hypothetical value of assets held in an untaxed account after adjusting for monthly inflation-adjusted withdrawals and performance. Initial investment of \$500,000 invested in a portfolio of 50% stocks, 40% bonds, and 10% short-term investments. Hypothetical illustration uses historical monthly performance, from Morningstar, for the 35-year period beginning January 1972: stocks, bonds, and short-term investments are represented by the S&P 500® Index, U.S. intermediate-term government bond, and U.S. 30-day T-bills, respectively. Initial withdrawal amount based on 1/12th of applicable withdrawal rate multiplied by \$500,000. Subsequent withdrawal amounts based on prior month's amount adjusted by the actual monthly change in the Consumer Price Index for that month. This chart is for illustrative purposes only and is not indicative of any investment. Past performance is no guarantee of future results.

Withdrawal rate example

Factoring in annual required minimum distribution (RMD)



4% withdrawal rate

$$\begin{aligned} & \$500,000 \times 4\% \\ & = \mathbf{\$20,000} \end{aligned}$$



IRS-required minimum distribution (RMD)

$$\begin{aligned} & \$500,000 \div 26.5 \\ & = \mathbf{\$18,868} \end{aligned}$$

\$20,000

\$18,868

Annual withdrawal amount must meet/exceed RMD



Susan

\$500k

in retirement savings



“Bucketing” your investments to generate both income and growth

3 Buckets



**Conservative
Bucket**



**Moderate
Bucket**



**Aggressive
Bucket**

You could lose money by investing in a money market fund. An investment in a money market fund is not a bank account and is not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency. Before investing, always read a money market fund's prospectus for policies specific to that fund.

Monitoring and adjusting your investment buckets



**Conservative
Bucket**



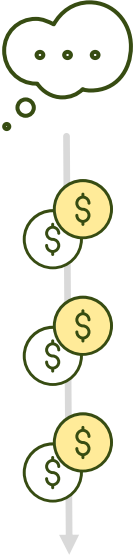
**Moderate
Bucket**



**Aggressive
Bucket**

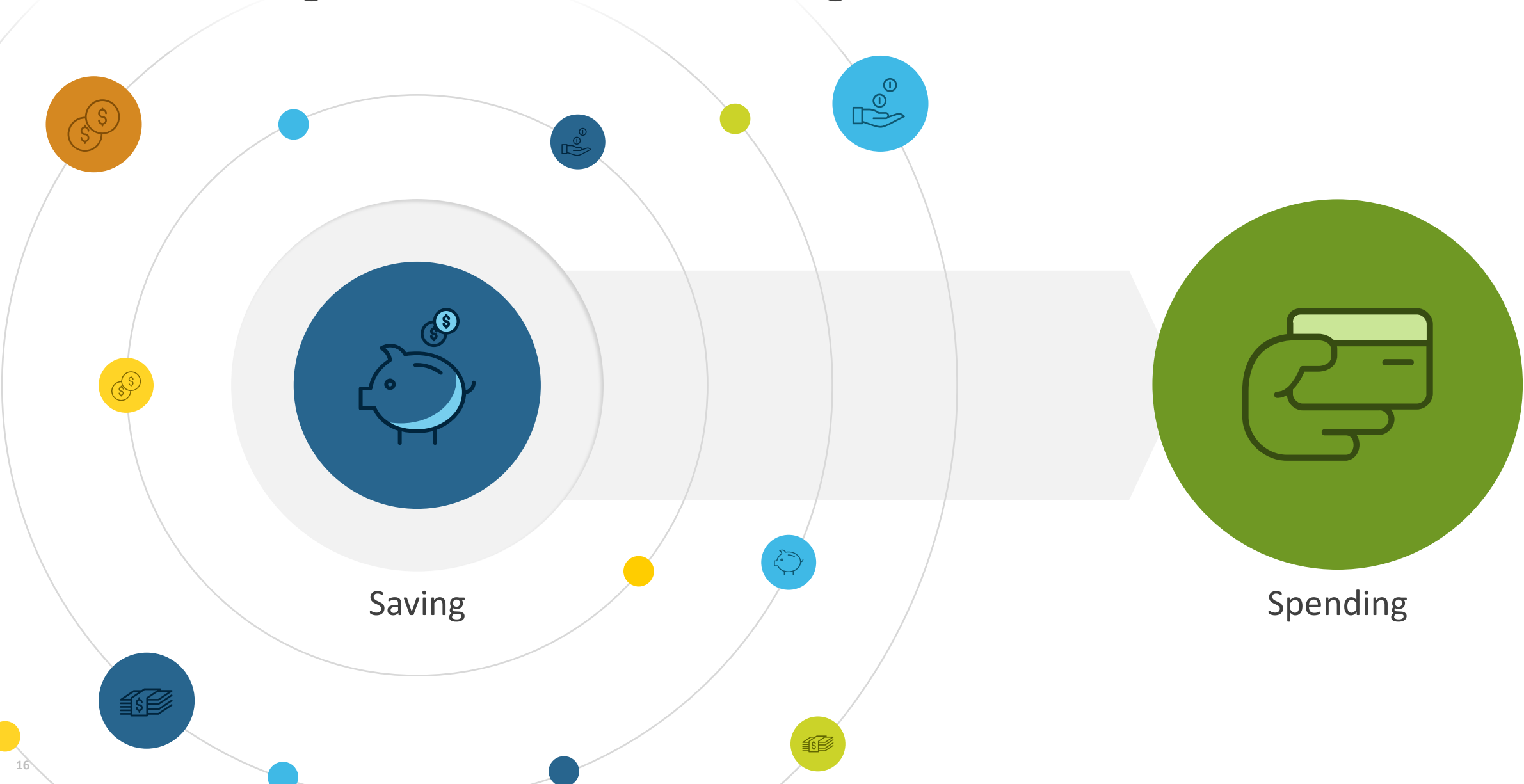
Periodically shift the gains from the moderate and aggressive buckets over one bucket

Why the 5 key risks are so important



Consider these risks while you build a steady and predictable income stream to replace your paycheck

From saving for retirement to living in retirement





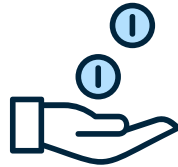
Creating your retirement income plan

Identify your income sources and expenses



Income sources

- Predictable Income Sources (Social Security, Pension, and Annuities)
- Part-time Work
- Rental Property



Withdrawal sources

- Retirement Accounts (Traditional/Roth 401(k), 403(b), IRA, etc.)
- Savings Accounts
- Brokerage Accounts
- Equity Compensation
- CDs

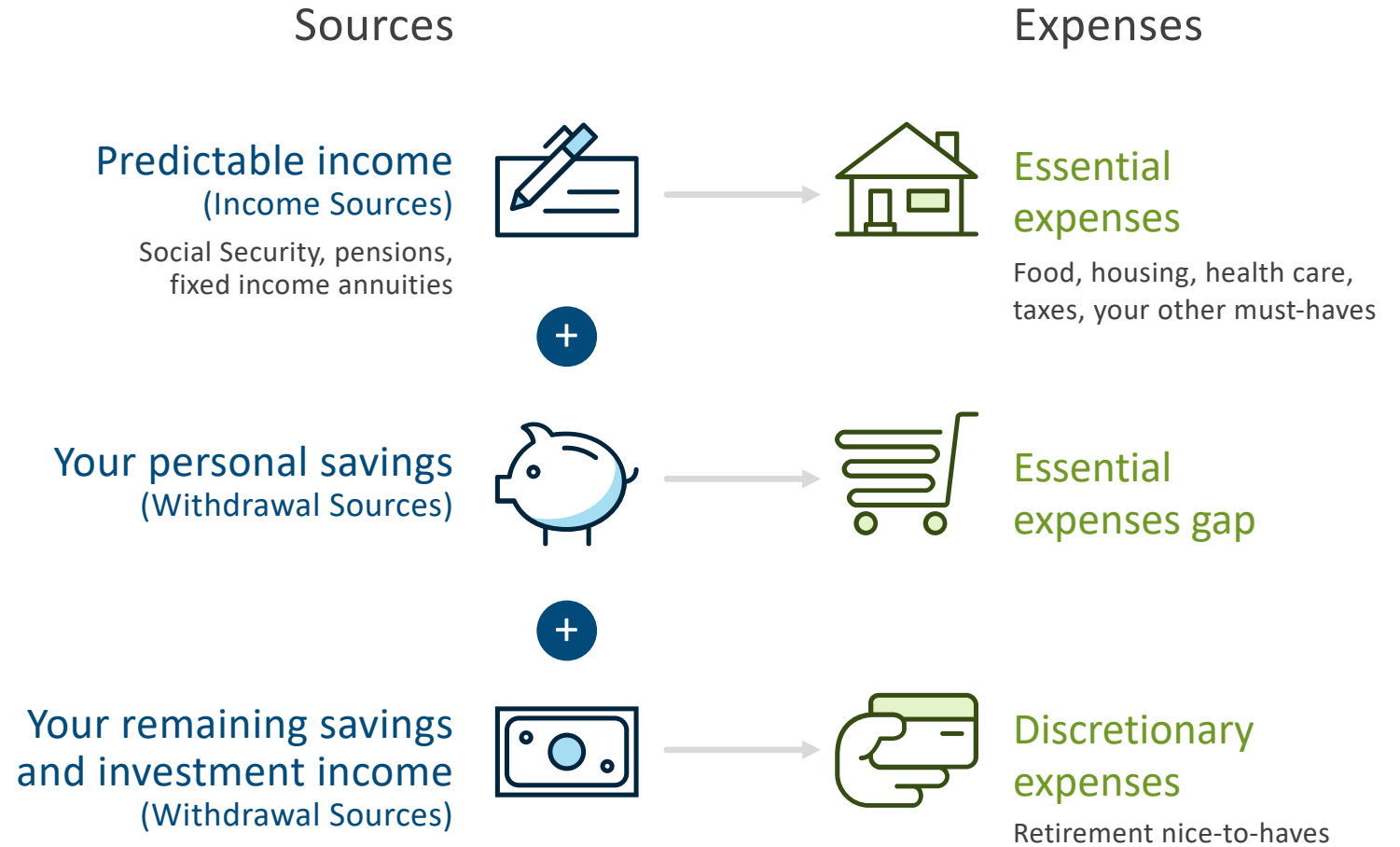


Expenses

- Essential Expenses
- Discretionary Expenses

Your retirement income plan

Putting it all together



The building blocks of your plan

Predictable income

to cover your essential expenses

Growth potential

to meet your long-term goals

Flexibility

to adjust as your needs change





Predictable income

Identify your main sources of predictable income.

Understand the rules and limitations of each type.

Use predictable income to cover essential expenses.

What are the main sources of predictable income?



Social Security



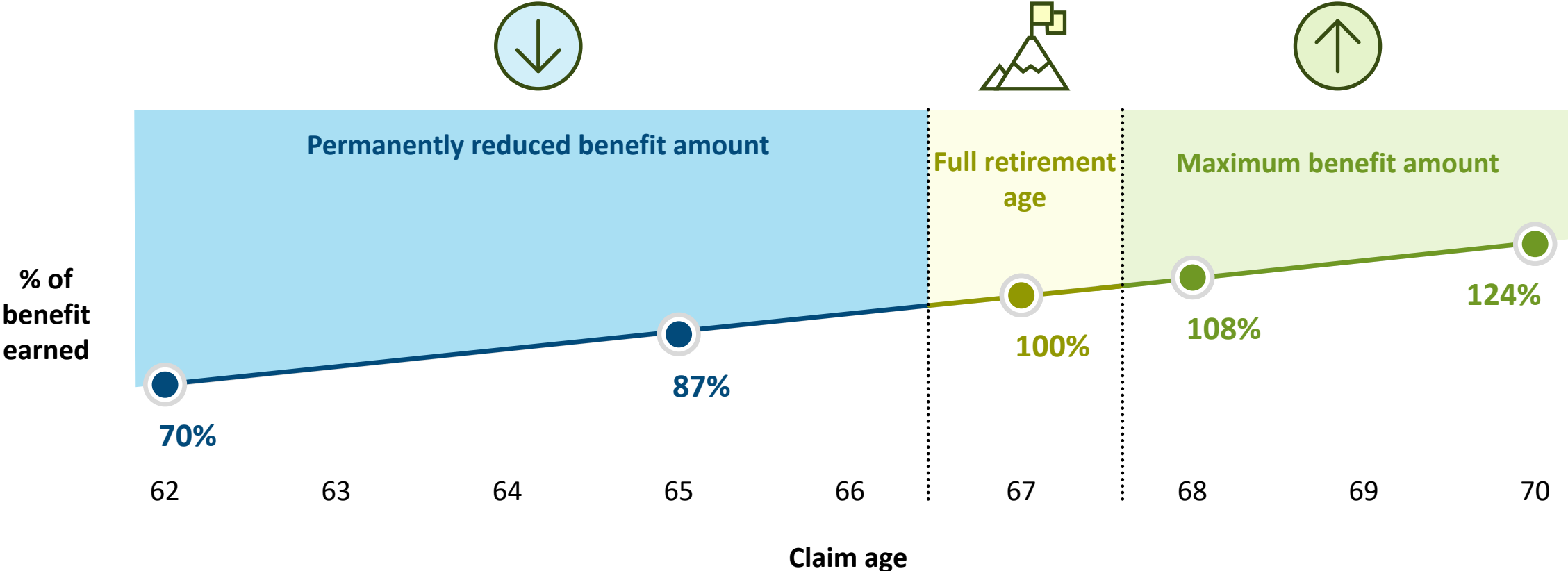
Pensions



Income annuities

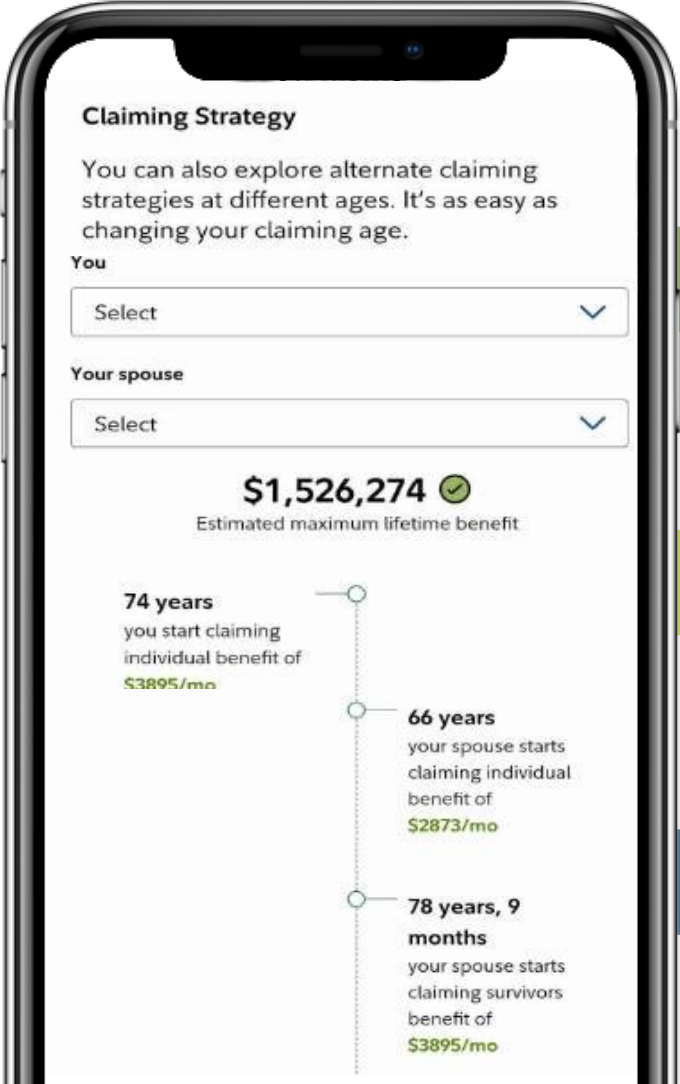
Social Security

Improve your pay-out by waiting to claim benefits



Optimizing your claiming strategy

Using our Social Security Benefit Calculator



Determine a Social Security claiming strategy that works best for your retirement plan



Compare estimated monthly & lifetime benefits across different claiming ages



Review individual, spousal and survivor benefits in various scenarios



See how waiting to claim may help you to maximize your monthly benefit

NetBenefits.com/socialsecurity

Screenshots are for illustrative purposes only.

Align predictable income to essential expenses

Maintain your lifestyle regardless of market fluctuations



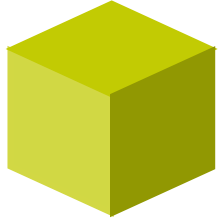
Predictable Income

Social Security, pensions,
fixed income annuities



Essential expenses

Food, housing, health care,
taxes, your other must-haves



Growth potential

Use investment income to fund discretionary spending.

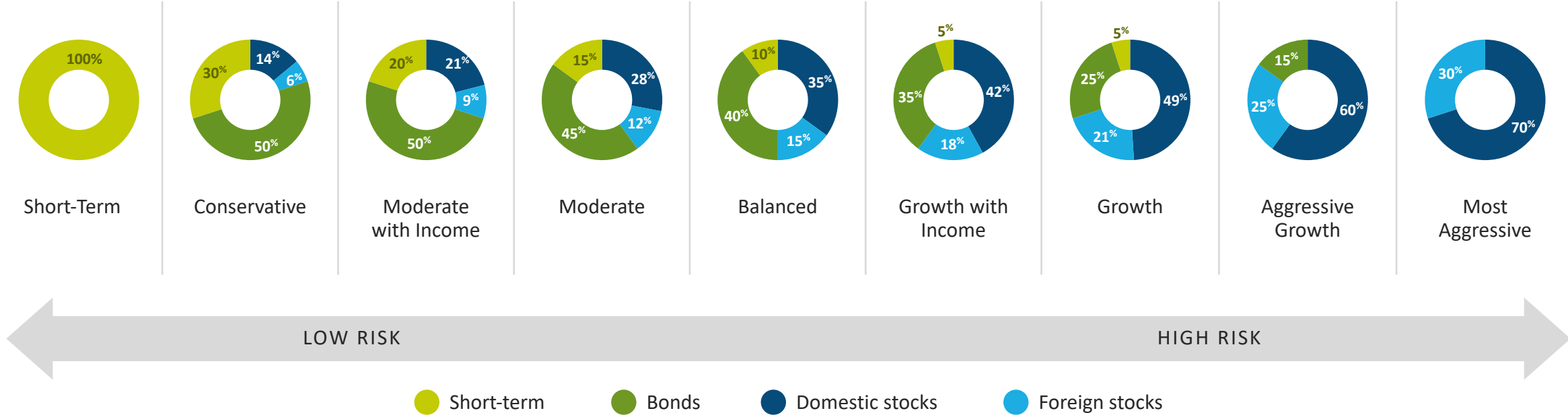
Reassess your appetite for risk and adjust asset allocations.

Meet your long-term needs and keep up with inflation.

Growth potential

Build an investment strategy and remain disciplined

Target asset mixes



The purpose of the target asset mixes is to show how target asset mixes may be created with different risk and return characteristics to help meet an investor’s goal. The four asset mixes above do not represent the full range of target asset mixes. You should choose your own investments based on your particular objectives and situation. Remember, you may change how your account is invested. Be sure to review your decisions periodically to make sure they are still consistent with your goals. These target mixes were developed by Fidelity Investments. Asset allocation does not ensure a profit or guarantee against a loss.



Flexibility

Create a plan that can adapt to life's inevitable curveballs.

Prepare for the unexpected with flexible spending.

Review and adjust your plan as your priorities change.

Prepare for the unexpected

Build flexibility into your plan



**Create an
emergency fund**



**Save for
nonessentials**



**Sell investments
if needed**



**Understand the
need for trade-offs**

Potential income strategies



Using other income before claiming Social Security

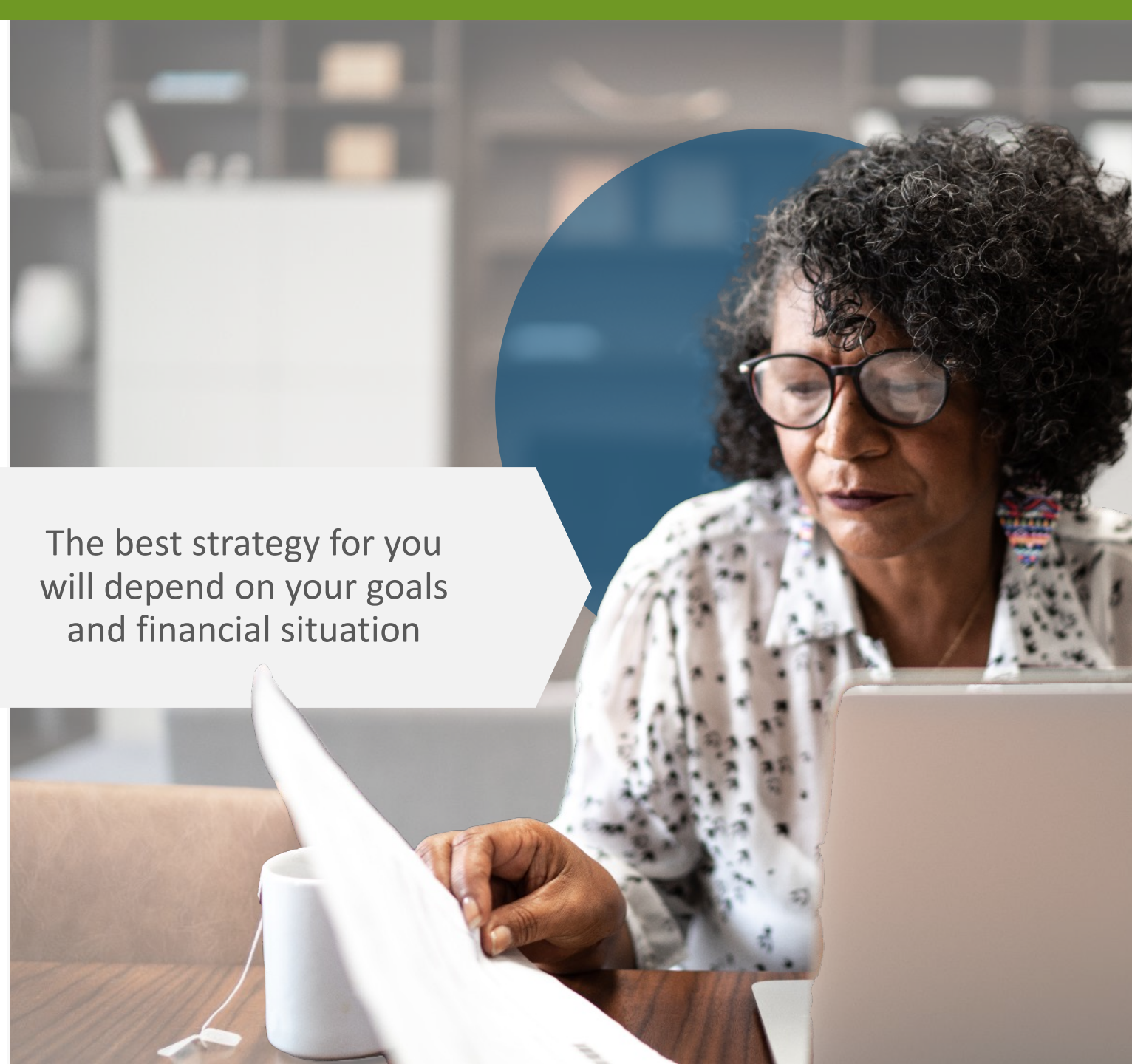


Taking systematic withdrawals

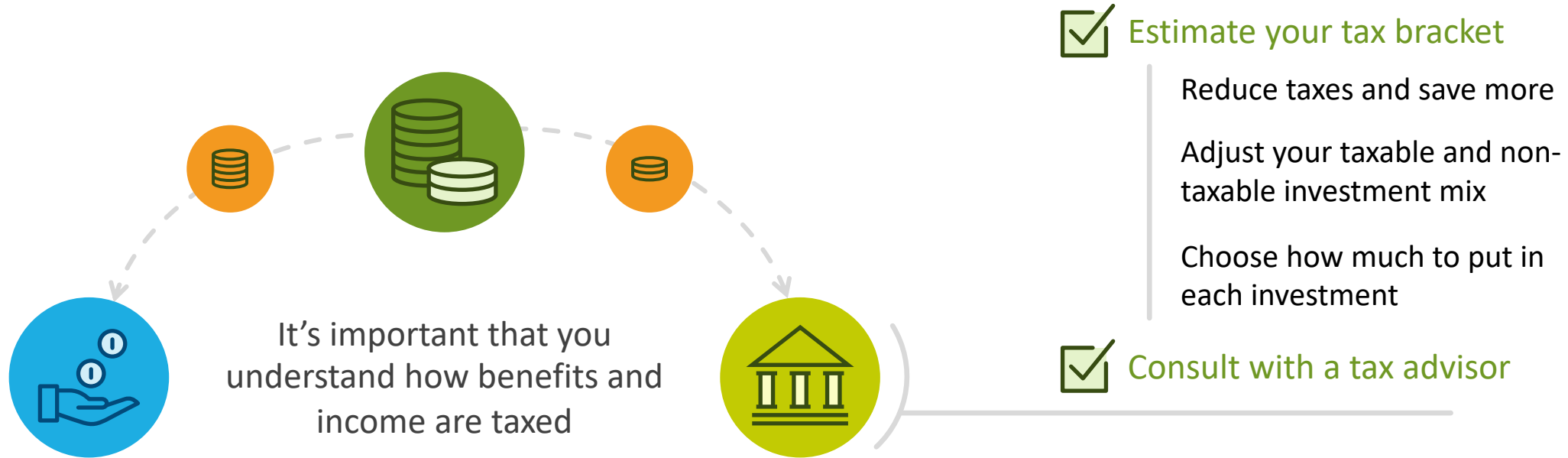


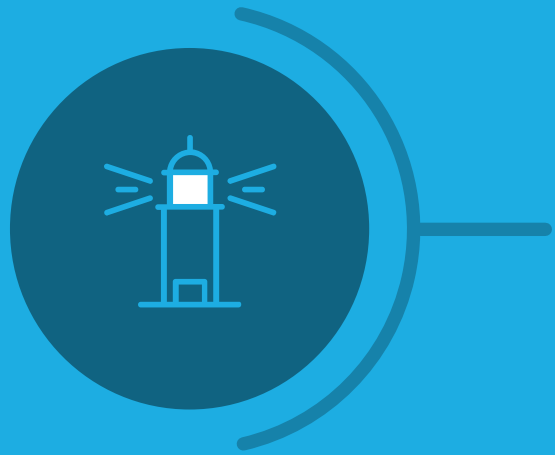
Living off earnings and interest

The best strategy for you will depend on your goals and financial situation

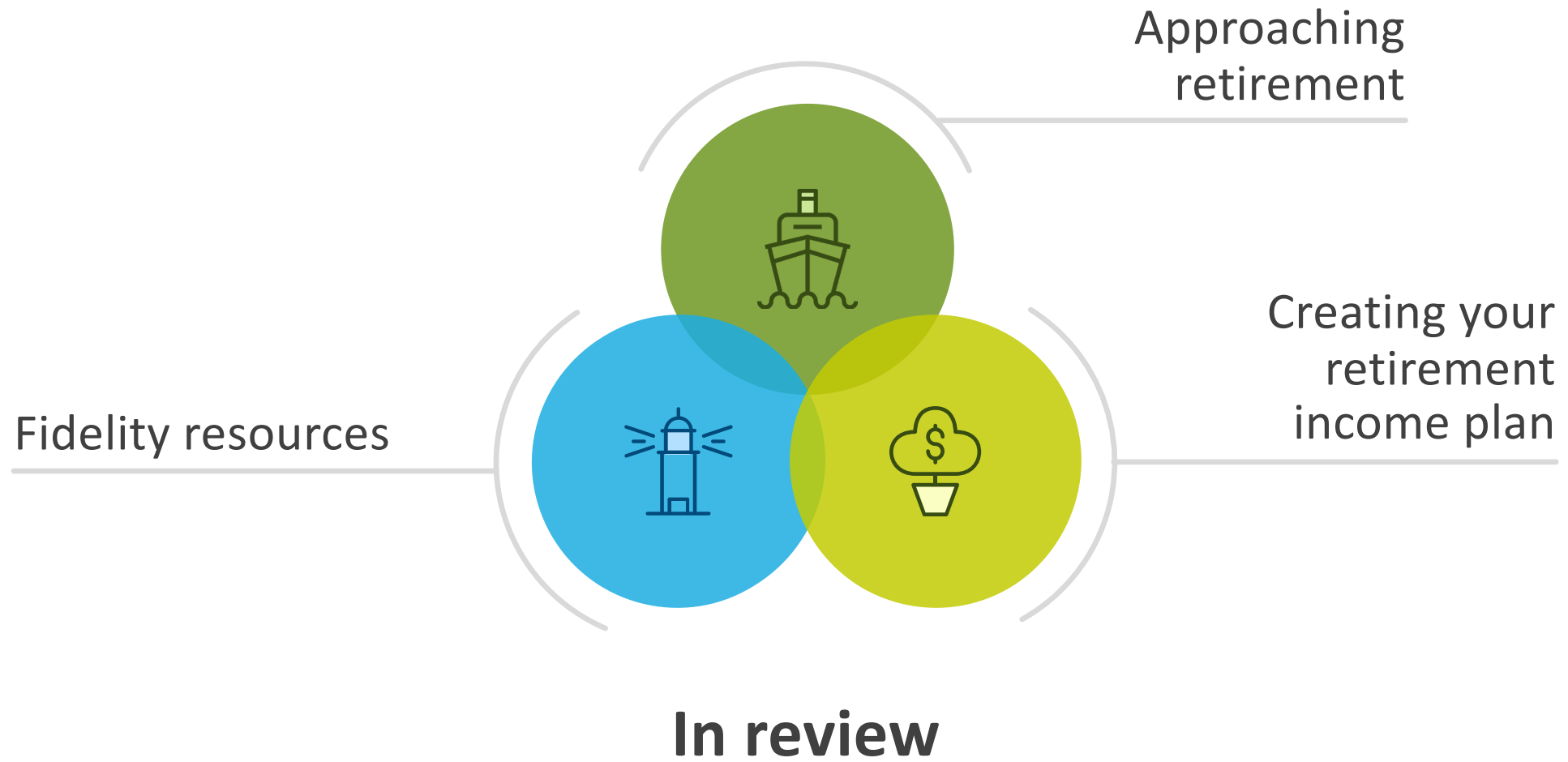


Managing your tax situation

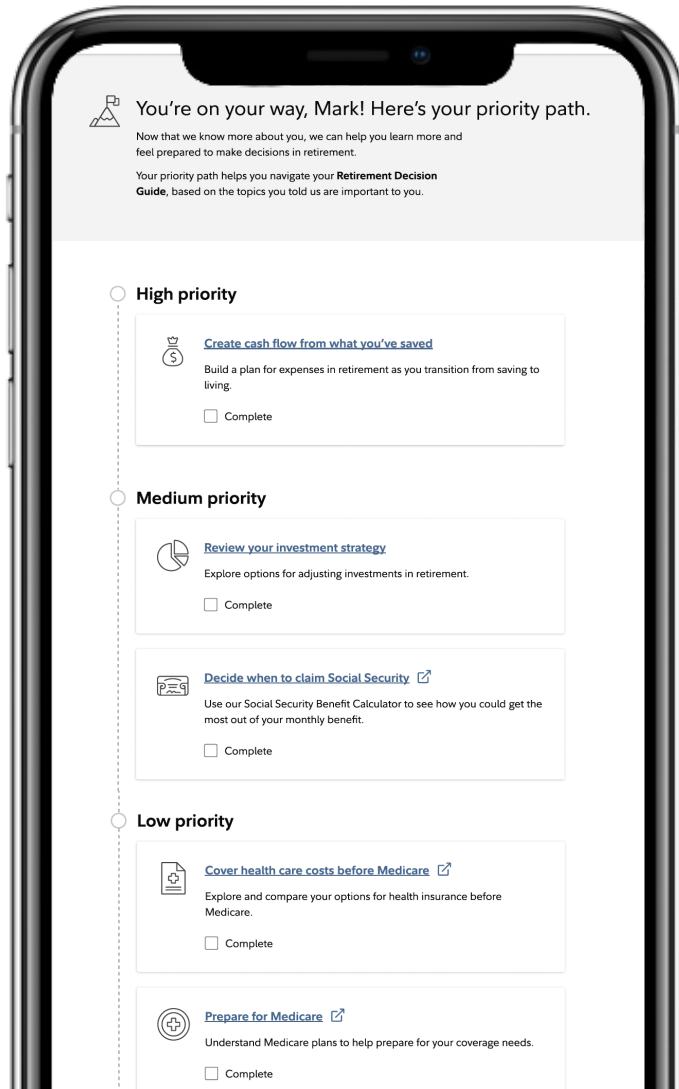




Resources



Retirement Decision Guide



A digital educational tool designed to guide and help you make informed decisions as you prepare for and transition into retirement, enabling you to:

Generate a pathway to retirement based on decisions most important to you

Access educational information and tools on priority topics including social security, investment strategy, healthcare, cashflow, and estate planning

Feel more confident and supported as you transition to retirement

NetBenefits.com/retirementdecisionguide

Screenshots are for illustrative purposes only.

Take action

Social Security benefit calculator

Determine a Social Security claiming strategy that works best for your retirement plan

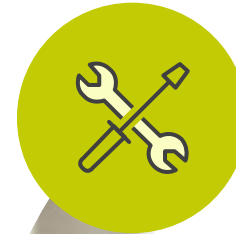
[NetBenefits.com/
socialsecurity](https://www.netbenefits.com/socialsecurity)

Retirement decision guide

Make informed decisions as you prepare for and transition into retirement

[NetBenefits.com/
retirementdecisionguide](https://www.netbenefits.com/retirementdecisionguide)

Call for help
800.603.4015



Thank you!

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Diversification does not ensure a profit or guarantee against a loss.

Stocks are represented by the Standard and Poor's 500 Index (S&P 500® Index). The S&P 500® Index is a registered service mark of The McGraw-Hill Companies, Inc., and has been licensed for use by Fidelity Distributors Corporation and its affiliates. It is an unmanaged index of the common stock prices of 500 widely held U.S. stocks that includes the reinvestment of dividends.

Bonds are represented by the U.S. Intermediate Government Bond Index, which is an unmanaged index that includes the reinvestment of interest income.

Short-term instruments are represented by U.S. Treasury bills, which are backed by the full faith and credit of the U.S. government.

Inflation is represented by the Consumer Price Index, which monitors the cost of living in the United States

Important information

Annuity guarantees are subject to the claims-paying ability of the issuing insurance company.

Income annuities have limited or no access to assets. Withdrawals of taxable amounts and taxable income received from an annuity are subject to ordinary income tax. Withdrawals of taxable amounts taken before age 59½ may be subject to a 10% IRS penalty.

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Participants should carefully consider all the available options and the applicable fees and features of each before moving their retirement assets.

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Important information

Stock prices are more volatile than those of other securities. Government bonds and corporate bonds have more moderate short-term price fluctuations than stocks but provide lower potential long-term returns. U.S. Treasury bills maintain a stable value (if held to maturity), but returns are only slightly above the inflation rate.

In general, the bond market is volatile, and fixed income securities carry interest rate risk. (As interest rates rise, bond prices usually fall, and vice versa. This effect is usually more pronounced for longer-term securities.) Fixed income securities also carry inflation risk and credit and default risks for both issuers and counterparties. Unlike individual bonds, most bond funds do not have a maturity date, so holding them until maturity to avoid losses caused by price volatility is not possible.

You cannot invest directly in an index. Past performance does not guarantee future results.

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