RETIREMENT INCOME GAP FINDER



Are You Facing an Income Gap in Retirement?

Not all retirement expenses are created equally. As you prepare for retirement, it's important to understand there are generally 2 kinds of retirement expenses.

Essential expenses: These are expenses you have to pay such as your mortgage and other related home expenses, food, cars, healthcare, etc.

Discretionary expenses: These are your "lifestyle" expenses such as entertainment, travel, and other leisure activities.

A strong retirement strategy is built on the foundation of having enough guaranteed income to meet your essential expenses. Of course all of us want to be able to live the lifestyle of our choice, but we know at the very least, if we meet our essential expenses, we won't be concerned about our retirement savings. **Identify your retirement income needs in 4 easy steps:**

- 1 ESTIMATE YOUR EXPENSES IN RETIREMENT
- 2 CALCULATE YOUR RETIREMENT INCOME GAP
- 3 DETERMINE YOUR INCOME SOURCES
- 4 INVENTORY YOUR INVESTMENT PORTFOLIO

Together we can use this Retirement Income Gap worksheet to create a customized income strategy to help meet your individual needs and ensure your income will last for your entire life.





RETIREMENT INCOME GAP FINDER

1 ESTIMATE your expenses in retirement

| Essential Expenses | Annual Cost |
|---|-------------|
| Housing | |
| e.g., mortgage payments, rent, insurance, property tax | |
| Utilities | |
| e.g., gas, water, electricity, telephone, cable | |
| Food/Groceries/Meals | |
| Transportation | |
| e.g., car payments, gas, car insurance, maintenance | |
| Personal | |
| e.g., clothing, haircuts, dry cleaning, toiletries | |
| Healthcare | |
| e.g., medical insurance, vision/dental, prescriptions and other | |
| out-of-pocket expenses | |
| Life, Disability and | |
| Long-Term Care Insurance | |
| Other | |
| Annual Essential Expenses | |

| Lifestyle Expenses | Annual Cost |
|---|-------------|
| Entertainment | |
| e.g., movies, theatre, sporting events and restaurants Travel & Recreation | |
| e.g., hotel, airfare and RV/boat expenses | |
| Memberships e.g., golf, health club and yoga | |
| Gifts and Donations | |
| Other | |
| Annual Lifestyle Expenses | |

| Annual Essential Expenses | |
|------------------------------|--|
| Annual Lifestyle Expenses | |
| Total Annual Expenses | |
| (Essential + Lifestyle) | |

Planning Tip: Don't overlook your spouse's assets and guaranteed income. Group all assets and income together, or complete separate worksheets for you and your spouse.

2 CALCULATE your retirement income gap

| Guaranteed Sources of Retirement Income | Annual Income |
|---|---------------|
| Social Security | |
| Pensions | |
| Annuities* | |
| Other | |
| Total Annual Guaranteed Income | |

^{*}e.g., guaranteed lifetime withdrawals or annuity payments Annuity guarantees are backed by the financial strength and claims-paying ability of the issuing company

Estimate the income you'll receive from Social Security, pensions, annuities and other guaranteed sources of retirement income.

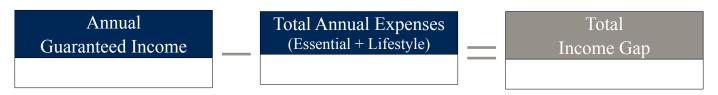


3 DETERMINE your income sources

First determine if you have enough guaranteed income to cover your ESSENTIAL expenses.



Next, examine your Total Annual Expenses (your ESSENTIAL expenses plus your LIFESTYLE expenses) to see if you're facing a TOTAL Income Gap.



If the result of either calculation above is negative, you're likely to face an ESSENTIAL Income Gap or a Total Income Gap. You may want to consider repositioning a portion of your existing assets to generate additional guaranteed income to help cover your Income Gap.

4 INVENTORY your investment portfolio

| Existing Assets | Current Value |
|--|---------------|
| Stocks | |
| Bonds | |
| Mutual Funds | |
| Cash e.g., CDs, money market, checking, savings account | |
| IRAs e.g., Traditional and Roth | |
| Employer-Sponsored Retirement Plans e.g., 401(k)s, 403(b)s, SEP IRAs | |
| Annuities | |
| Other | |
| Total Current Assets | |

Now that we've determined whether or not you have a retirement income gap, we can review your assets to see if it makes sense to create an additional income stream in retirement. Be sure to include all of your assets, no matter where they're invested.



