

# MANAGED MONEY SHAKE-UP



Decades of positive past bond performance have created a strong mental bias for retirees to continue to allocate to bonds.

Clients 50+



**It's time to educate clients** and provide suitable bond alternatives for their future fixed income needs.

## 3 RISKS TO YOUR CLIENT'S PORTFOLIO

### Longevity

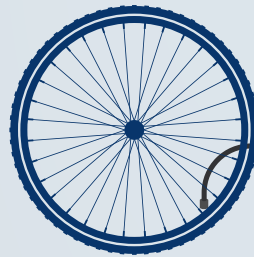
As life expectancy has risen dramatically, a married couple has a 50% chance that one will live past age 90.\*



**50%  
CHANCE  
to live past  
90YRS**

### Inflation

At an average of 2.2% inflation over the last 20 years their spending power would have decreased more than 35%.\*\*



**SPENDING POWER  
DECREASED BY 35%**

**\$1000**  
year 2000  
spending power

**\$646**  
year 2020  
spending power

**Rising interest rates will lower bond returns.**



\*Social Security Administration, Period Life Table, 2017 (published in 2020)

\*\*For illustration purposes only: This calculation uses actual realized CPI from the end of 1999 through Q4 2020. Over this period average inflation was 2.2%. Source: Consumer Price Index published monthly by the Bureau of Labor Statistics (BLS) average annual inflation.

# HELP REDUCE RISK WITH BOND ALTERNATIVES

One could reallocate the outdated 60/40 strategy to an 80/20 mix with the aim of achieving higher returns that could help offset the risks mentioned above. However, market risk will greatly increase.

## SOLUTION:

Shake up portfolios with a Fixed Indexed Annuity. Here's an asset allocation strategy that could help increase managed money returns while also providing reliable fixed income for your clients: 60/30/10.

# 60/40

■ Equity ■ Bonds



# 60/30/10

■ Equity ■ FIA ■ Fixed Income



Here's a hypothetical example that shows how repositioning 30% of a portfolio into *WealthChoice FIA* could be beneficial. The output is from Horizon Investment's REAL SPEND<sup>®\*</sup> retirement planning software:

Goal	\$1M portfolio with 3% distribution (\$30k) for 25 years	
Retirement Ready Example	Traditional 60/40 portfolio	With 30% moved to FIA
Probability of Goal Success	76% of simulated outcomes	96% of simulated outcomes
Income Funded As	100% account distributions	46.6% account distributions & 53.4% FIA income
Estimated Ending Value	\$292,261	\$580,089

Visit with our sales team to learn more about this concept!

\*REAL SPEND<sup>®</sup> software calculations use Horizon Investment's methodology, Capital Market Assumptions and possible market paths based on analysis of historical returns, including the Horizon Ascend Index on WealthChoice FIA. Based on timing, inputs and parameters, each scenario will vary.

WealthChoice Fixed Indexed Annuity is underwritten and issued through Guaranty Income Life Insurance Company. Guarantees are backed by the financial strength and claims paying ability of the company. Product availability and features may vary by state. Not insured by FDIC, NCUA or any federal agency • Charges may apply • Not a deposit • May go down in value