

Sequence of Returns Can **Make or Break** Your Retirement

How long might your retirement income last? Many variables may affect it. One to consider is **sequence of returns**. Basically, when you start withdrawals, portfolio performance can impact your income stream ... **positively or negatively**.



Early Positive Returns ... Your Retirement Money May Last

*If you start portfolio withdrawals in an **up** market, your money may last as long as you need it.*

Early Negative Returns ... Your Money May Run Out Early

*If you start portfolio withdrawals in a **down** market, your money may not last as long as needed.*



How Do You Know Which Way the Market Will Go? You Don't! But You Can Help Guard Against Negative Results.

America has experienced a range of market directions over the years. Each with varying results on assets used for retirement income. For example:

1966 to 1982 | Bear Market: If you started taking withdrawals during this period of generally **declining** market values, the performance may have depleted the assets providing your retirement income.

1982 to 2000 | Bull Market: If you started taking withdrawals during this period of generally **increasing** market values, the returns may have helped extend the availability of your retirement income.

2000 to 2010 | Lost Decade: If you started taking withdrawals during this period of generally **stagnant** market values, the static results may have made it challenging for your retirement income to last.

Whichever way markets go, **guaranteed retirement income for life** is always available in an annuity. Just putting a portion of your assets into such a strategy helps protect you from running out of money by providing a steady, sustained stream of payouts for as long as you live.

Your sequence of returns can change tomorrow. Ask how an annuity can help today.

Western & Southern: Our Strength. Your Future.

**Financial
Strength**
1888
Heritage

Built on a heritage dating to 1888, Western & Southern Financial Group (Western & Southern) today stands strong. As a dynamic family of diversified financial services providers, Western & Southern has demonstrated resolve and resiliency throughout challenging economic cycles. Our financial strength continues to be the cornerstone of our success. We are proud of our strong industry ratings, which you can check at WSFinancialPartners.com/ratings. Western & Southern remains committed to helping safeguard your future well-being with our strength, stability and full range of risk management financial solutions.

WSFinancialPartners.com

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An annuity is a long-term financial vehicle designed for retirement. An insurance company accepts premiums and provides future income or a lump-sum amount to the contract owner by contractual agreement. Annuity contracts have terms and limitations for keeping them in force. Please contact a financial representative for complete details.

Payment of benefits under the annuity contract is the obligation of, and is guaranteed by, the issuing company. Guarantees are based on the claims-paying ability of the issuer. Products are backed by the full financial strength of the issuing company. Earnings and pre-tax payments are subject to income tax at withdrawal. Withdrawals may be subject to charges. Withdrawals from an annuity are subject to ordinary income tax, and, if taken before age 59½ may be subject to 10% IRS penalty.

No bank guarantee • Not a deposit • May lose value • Not FDIC/NCUA insured • Not insured by any federal government agency

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