

The Missing Piece to Retirement Confidence Podcast Series:
The Essential Role of Annuities for Today's Retirees

Episode 1

How Retirement Has Changed

73% of people view guaranteed income as a valuable part of their retirement plan, but only 27% of pre-retirees have a strategy for generating income in retirement. How can you help clients see the importance of a guaranteed income strategy?

In this episode, we examine how retirement has changed from past generations. Podcast host and Brighthouse Financial® Advanced Markets Consultant Kevin Russ and Regional Sales Vice President Matt Ferreri present a compelling story to use with clients who may benefit from adding the guaranteed income of annuities to their retirement.

Four factors of a changing retirement

01 Longevity

Today's retirement can last 30 years or more, so people need to plan for decades of income. In fact, there's a 50% chance that a client or their spouse reaches age 92.¹



Ask clients how long their parents and grandparents lived. This presents a good opportunity to explain that it's **highly likely they'll outlive their parent's age.**

02 Social Security

Shortfalls in the current Social Security system are estimated to result in only 77% of expected payout by 2035.²

Gap between average Social Security benefit and income need

| | | | | |
|---------------------------------|---|---|---|----------------|
| \$3,800 | → | \$1,400 | → | \$2,400 |
| Average Monthly Retirement Need | | Average Monthly Social Security Benefit | | Difference |

03 Pensions

Pensions are an endangered species. Today, savings responsibility is shifting from employers to employees. Position this as a need for clients to create their own pension-like stream of guaranteed income.

FORTUNE® 500 companies offering a traditional pension plan:



251
In 1998



34
In 2013

An 86% drop in 15 years

04 Redefining Retirement

Today's retirees are choosing a less "traditional" retirement by deciding to work past the traditional retirement age of 65. Even retirees who continue to work may need to supplement paychecks and have something in place in case they need to stop working sooner than planned.



74% of Americans plan to work past age 65³

Explore more insights in “The Role of Annuities in Retirement” at brighthousefinancialpro.com and talk to your wholesaler about continuing education opportunities from our Advanced Sales team.

¹ The Retirement Income Reference Book 2015. LIMRA Secure Retirement Institute, October 28, 2015.

² Why is Social Security running out of money? Investopedia, January 29, 2018.

³ Gallup's Economy and Personal Finance Survey, April 2017.

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