



# WONDERING HOW TO CREATE INCOME IN **RETIREMENT?**

---

AN EXPERIENCED FINANCIAL  
PROFESSIONAL CAN HELP  
YOU EXPLORE OPTIONS.

Planning for retirement requires taking a realistic look at future sources of income. For example, how much Social Security will you receive each month in retirement? Do you have a pension? What about a 401(k) or IRA?

One often-overlooked way to create guaranteed income in retirement is with an annuity. Here, we address five common concerns about annuities to help you decide if one might be right for you.

## 1 **“Annuities are too complicated to understand.”**

At first glance, sure, annuities can appear confusing, especially with so many different types available and numerous personalization options. Put simply, an annuity is a contract you purchase from an insurance company. Then, depending on the type of annuity you buy, you receive certain crediting options that compound interest, tax-deferred, until withdrawn. When you're ready to collect income, an annuity offers a variety of guaranteed payout options through a process known as “annuitization.” An insurance professional can explain it all to you in more detail.

## 2 **“I’m already saving for retirement. I don’t need an annuity.”**

That’s great you’re already saving, but that doesn’t mean an annuity couldn’t help you become better prepared. Most people planning for retirement today have either a pension or 401(k) plan, some personal savings in the bank and Social Security to look forward to helping them live a comfortable retirement. However, even with careful planning, that might not add up to enough income in retirement. Adding an annuity to your retirement income strategy ensures a portion of your retirement income will be guaranteed.





### **3 “An annuity will lock up my money so I can’t access it.”**

Insurance carriers do encourage you to keep your money in the annuity, imposing fees for withdrawals within certain time periods. That doesn't necessarily mean you can't withdraw funds earlier. Most annuities allow you to withdraw a specified percentage of the accumulated value each year up to a certain limit without annuitizing the contract. That said, withdrawals can reduce the value of the death benefit or may incur surrender charges or additional taxes. Always consult a financial professional to understand your options before taking this step.

### **4 “Annuities are expensive. Where does my money go?”**

If your retirement income strategy could benefit from an annuity but you're hesitant about purchasing one, understand this: When financial professionals sell annuities, they earn a commission from the annuity's issuing insurance carrier. These commissions are built into the cost of the product. The commission isn't directly charged to you.

### **5 “I might die before my contract is up.”**

It's impossible to know how long you're going to live, but an annuity can help you plan for the unexpected. In general, an annuity purchase can strategically fulfill any number of personal objectives, such as income for your spouse should you die, a death benefit for your children or help addressing inflation concerns. A financial professional can help you select a product that reflects your financial goals and objectives.

## **Other questions or concerns?**

Talk to your financial professional to decide if an annuity is right for you.





# LIBERTY GROUP

Liberty Group, Holdings, Inc. operates the following range of businesses through controlled entities, collectively referred to as Liberty Group (or "LG"): Hollander & Hollander, PC ("H&H"), Liberty Alternative Asset Management, LLC ("LAAM"), Liberty Real Estate Management Company, LLC ("LREM"), Liberty Tax Planners, LLC ("LTP"), Liberty Wealth Management, LLC ("LWM"), DBA Liberty Group, and Lifetime Planning Marketing, Inc. ("LPM"), CA # 0F17020. Persons engaging the services of one affiliated LG company should be aware that each company is operated separately. Engaging the services of one entity does not entitle any client to the rights and protections of another, some of whom are regulated entities subject to different governing regimes. Clients should be aware that services provided by one regulated entity will only be provided concerning that entity, not for another. Further, the protections afforded when doing business with one affiliated entity may not necessarily exist with another.

Investment advisory services are offered through Liberty Wealth Management, LLC, DBA Liberty Group, an SEC-registered investment adviser. Persons engaging the services of one affiliated LG company should be aware that each company is operated separately. Engaging the services of one entity does not entitle any client to the rights and protections, some of whom are regulated entities subject to different governing regimes. Clients should be aware that services provided by one regulated entity will only be provided concerning that entity - the protections afforded when doing business with one affiliated entity may not necessarily exist with another. The opinions expressed and material provided are general information and should not be considered a solicitation for purchasing or selling any security. Nothing presented is intended to provide specific legal or tax advice. Financial and planning decisions must be based on your specific due diligence, investment objectives, economic, risk tolerance, and individual financial and personal circumstances. Past performance is no indication of future results, and investing involves risk, including the possible loss of principal. No investment strategy can guarantee a profit or protect against loss in periods of declining value. Before investing, you should consult with a qualified professional - a competent financial, legal, or tax advisor, or another, to aid in due diligence as proper for your situation to determine the suitability of the risk and tax consequences associated with any investment. For additional information on LG, its related companies, or LWM and any of its affiliated persons who are registered or required to be registered as Adviser Representatives of the firm, please visit [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov) or contact us directly at 411 30th Street, 2nd Floor, Oakland, CA 94609, T: 510-658-1880, F: 510-658-1886. [www.libertygrouppllc.com](http://www.libertygrouppllc.com).

Certain information contained herein has been obtained from third party sources and such information has not been independently verified by Liberty Group. No representation, warranty, or undertaking, expressed or implied, is given to the accuracy or completeness of such information by Liberty Group or any other person. While such sources are believed to be reliable, Liberty Group does not assume any responsibility for the accuracy or completeness of such information. Liberty Group does not undertake any obligation to update the information contained herein as of any future date.

Except where otherwise indicated, the information contained in this presentation is based on matters as they exist as of the date of preparation of such material and not as of the date of distribution or any future date. Recipients should not rely on this material in making any future investment decision.

Any references to protection or lifetime income generally refer to fixed insurance products, never securities or investment products. Insurance and annuity product guarantees are backed by the financial strength and claims-paying ability of the issuing insurance company.

Content prepared by Advisors Excel. © Copyright 2022 Advisors Excel,

LLC 000068-0225