

Taking pressure off portfolios.

During people's working years, their portfolios may be positioned to generate the growth needed for their long-term retirement income goals. With time on their side, and depending on their risk profile, individuals may be willing to sacrifice some stability in their portfolios for potential market upside.

However, once people reach retirement, they'll likely want to stabilize their assets to help sustain the lifestyle that's desired. An income annuity can help individuals achieve these goals.

Portfolio pressure.

During retirement, folks probably look at their assets a bit differently because their portfolios are entering into the distribution phase. That means there will be a great deal of pressure on these portfolios to minimize risk and generate income to cover the most important retirement expenses. Generally, retirees take a conservative investment approach and allocate their portfolios accordingly. However, there may also be a need for a moderate amount of growth to offset the potential effects of inflation, hedge against longevity risk, or help achieve legacy goals.

These seemingly conflicting needs can put pressure on portfolios, which may lead to suboptimal investments and inefficient distribution strategies. Fortunately, there is a way to optimize retirement assets to provide secure income while also potentially investing for growth.

A portfolio under pressure.



Pressure relief through portfolio optimization.

If people use a portion of their assets to purchase income annuities, they will generate retirement income that is guaranteed to last their entire lives.¹ This stable source of income **reduces the risk of retirees outliving their assets**, otherwise known as **income risk**. The guaranteed income stream can be used to cover some of their most important expenses in retirement, such as food, utilities, and prescription medicines, so they can spend time enjoying retirement instead of worrying about expenses.

Knowing this guaranteed income stream already covers many of their basic expenses each and every month can allow individuals to treat their remaining assets differently, and potentially invest them with more confidence.

¹ Guarantees are based on the claims-paying ability of the issuing company.

To learn how an income annuity can be incorporated into a portfolio, contact a financial professional.



PROVIDER
INCOME ANNUITIES

Since 2006

Source: LIMRA, current ranking. Based on premium amount each year since 2006. New York Life Income Annuities are issued by New York Life Insurance and Annuity Corporation (NYLIAC), A Delaware Corporation, a wholly owned subsidiary of New York Life Insurance Company. Products are available in jurisdictions where approved.

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