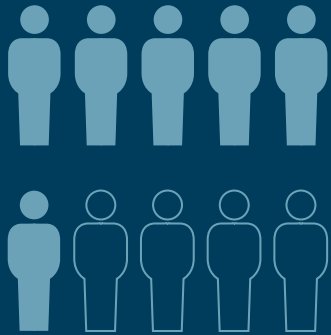


# Identify Income Needs



**6 in 10**

pre-retirees do not expect to receive enough income from Social Security and employer pensions to cover their basic living expenses in retirement<sup>1</sup>

**41%**

of clients identify “Have enough money to last your lifetime” as Most Important for their retirement goals<sup>2</sup>

This suggests clients would be willing to give up other objectives, such as maintaining control over assets or leaving a legacy, in exchange for this



HOME



HEALTH CARE



TRAVEL



PHILANTHROPY

<sup>1</sup> The Facts of Life and Annuities, LIMRA, 10/2016

<sup>2</sup> The Retirement Income Reference Book, LIMRA Secure Retirement Institute, 2015

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