



## Points of Interest – Sequence of Returns Risk

# The importance of **WHEN** your ups and downs occur

### Retirement income investment returns

When developing a strategy for withdrawing retirement savings, many individuals base their assumptions on an average annual investment returns number, like 6%. They assume so long as they keep withdrawals under that amount, their money should last throughout retirement. Unfortunately, they're overlooking the importance of **timing**.

**It's not just how much your investments go up or down, it's also WHEN the ups and downs occur.** WHEN your portfolio goes up and down can have a dramatic impact on your retirement income – significantly affecting your retirement portfolio's ability to last as you make needed withdrawals. It's crucial that you understand this interplay between timing or “**sequence of your returns**” and your rate of withdrawals, so you can minimize the potential risk that early poor returns can have on your long-term retirement income.

### What is sequence of returns risk?

Simply put, **sequence of returns** is the order of your investment returns. It can become a risk when you approach retirement and begin making withdrawals. If you're fortunate enough to experience strong returns in the early years, you may not have any problems. But poor returns and withdrawals early in retirement can do lasting damage to a portfolio.

To illustrate how sequence of returns risk works, on the following page we'll look at a hypothetical example of two different couples who are just entering retirement: Jeff and Wendy and Dave and Joan. We'll reverse the rate of return sequence for each couple's investment, and illustrate the impact.

## BEST ROUTE



Using average returns to develop a retirement income portfolio can be insufficient when you need to generate a dependable long-term income. To help you overcome this challenge:

- **Determine how much of your income comes from guaranteed sources:** Social Security, pension plans and annuities. If your portfolio doesn't include any guaranteed sources, consider using annuities<sup>1</sup> and bond portfolios<sup>2</sup> to guarantee income into the future, especially to cover essential living expenses.
- Identify essential, fixed income needs and discretionary expenses. **Adjust discretionary expenses during down markets.**
- Consider working with a financial advisor to help you **determine a balance of guarantees and growth** that will help you generate dependable long-term income that also takes the sequence of returns challenge into account.

<sup>1</sup> The guarantees are based on the claims-paying ability of the issuing insurance company.

<sup>2</sup> Investments in fixed income securities are subject to the credit worthiness of their issuers and interest rate risk, and as such, the net asset value of bond and real estate funds will fall as interest rates rise.

**With a sound strategy, your advisor can help you prepare for retirement income for the long run.**

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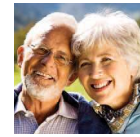
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Both couples begin with a portfolio balance of **\$500,000** and **over 30 years** make **5% annual withdrawals** (\$25,000, plus annual increases to account for inflation). **Both couples expect the same average annual net return of 6.0%**. Dave and Joan experience poor early returns and strong returns later on, which results in a depleted investment portfolio by year 13 at their mutual age of 78. On the other hand, **Jeff and Wendy** experience positive returns in the early years, and negative later on, still leaving them with a comfortable portfolio at their mutual age 78 and well beyond.



**DAVE AND JOAN**  
Sequence of returns: Poor, then strong



**JEFF AND WENDY**  
Sequence of returns: Strong, then poor

### Reducing sequence of returns risk

Although retreating from the markets would reduce your exposure to sequence of returns risk, it may also lower the growth potential of your portfolio and lessen its ability to provide you with adequate long-term income.

To counteract the risk of poor returns early in your retirement, consider using a portion of your retirement income to purchase a product or products that include principal guarantees (the guarantees may be purchased for an additional cost and may be subject to limitations). That way a portion of your assets are protected against declines in periods of poor returns, and you'll still have the ability to benefit from potential market gains over the long term.

**Variable annuities are sold by prospectus. You should consider the investment objectives, risks, charges and expenses of a variable insurance product carefully before investing. The variable insurance product prospectus contains this and other information. You may obtain a copy of the prospectus from your representative. Please read the prospectus carefully before investing.**

Hypothetical				Hypothetical		
Net Return	Withdrawal	Balance	AGE	Net Return	Withdrawal	Balance
		\$500,000	65			\$500,000
-27.1%	\$25,000	346,275	66	26.7%	\$25,000	601,825
-16.5%	25,750	267,638	67	10.1%	25,750	634,259
-1.9%	26,523	236,535	68	4.3%	26,523	633,869
3.1%	27,318	215,702	69	8.9%	27,318	660,534
10.9%	28,138	208,009	70	17.6%	28,138	743,697
-9.4%	28,982	162,199	71	22.5%	28,982	875,527
7.4%	29,851	142,141	72	-3.7%	29,851	814,385
8.1%	30,747	120,417	73	18.1%	30,747	925,477
15.4%	31,669	102,415	74	-6.1%	31,669	839,286
9.4%	32,619	76,356	75	9.2%	32,619	880,880
6.2%	33,598	45,410	76	7.6%	33,598	911,675
12.4%	34,606	12,143	77	9.6%	34,606	961,268
<b>2.8%</b>	<b>12,143</b>	<b>0</b>	78	22.4%	35,644	1,132,964
11.4%	0	0	79	-11.0%	36,713	975,663
9.0%	0	0	80	24.3%	37,815	1,165,745
24.3%	0	0	81	9.0%	38,949	1,228,207
-11.0%	0	0	82	11.4%	40,118	1,323,532
22.4%	0	0	83	2.8%	41,321	1,318,113
9.6%	0	0	84	12.4%	42,561	1,433,720
7.6%	0	0	85	6.2%	43,838	1,476,055
9.2%	0	0	86	9.4%	45,153	1,565,407
-6.1%	0	0	87	15.4%	46,507	1,752,811
18.1%	0	0	88	8.1%	47,903	1,843,006
-3.7%	0	0	89	7.4%	49,340	1,926,397
22.5%	0	0	90	-9.4%	50,820	1,699,273
17.6%	0	0	91	10.9%	52,344	1,826,444
8.9%	0	0	92	3.1%	53,915	1,827,478
4.3%	0	0	93	-1.9%	55,532	1,738,278
10.1%	0	0	94	-16.5%	57,198	1,403,702
26.7%	0	0	95	<b>-27.1%</b>	<b>58,914</b>	<b>980,350</b>

Average Annual Net Return **6%**

Average Annual Net Return **6%**

\* The returns shown above are purely hypothetical, and are assumed to be net of all fees and expenses. The balances shown above are end-of-year and reflect an assumed annual withdrawal of \$25,000 (increasing 3% annually for inflation) taken at the beginning of the year. The above illustration does not illustrate any particular type of investment.

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