

# Solving your clients' needs

## Building An Effective Retirement Income Strategy



We'll help you get there.®

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## Clients' needs change in retirement

### Saving for retirement

Wealth accumulation



Wealth generation



Investment strategies



Savings rates



Traditional asset allocation



Average returns



Tax deferral



### Living in retirement

Wealth preservation

Wealth transfer

Income strategies

Spend-down rates

Income as a new asset class

Sequence of returns


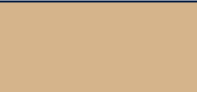
















After-tax optimization

## With new needs come new risks

- Longevity
- Withdrawal Strategy
- Market
- Inflation
- Health Care
- Unforeseen Events

# No individual product can address all the risks

## How risks are addressed among products

	Mutual Funds	VA with GMWB	Immediate Annuity	Long Term Care	
Longevity					 Directly addresses risks
Withdrawal Strategy					 Partially addresses risks
Market					
Inflation					 Does not address risks
Health Care					
Unforeseen Events					

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## Yet Customer Goals are Straightforward

- Income
- Liquidity
- Health Care
- Legacy

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



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## The new model must manage competing objectives

### → Guarantee income\*

Security to cover essential expenses with greater efficiency and accessibility

### → Maintain flexibility & liquidity

Ability to make adjustments as clients' needs change

### → Grow & preserve wealth

Opportunity to grow more wealth to cover lifestyle expenses, health care, unforeseen events and wealth transfer

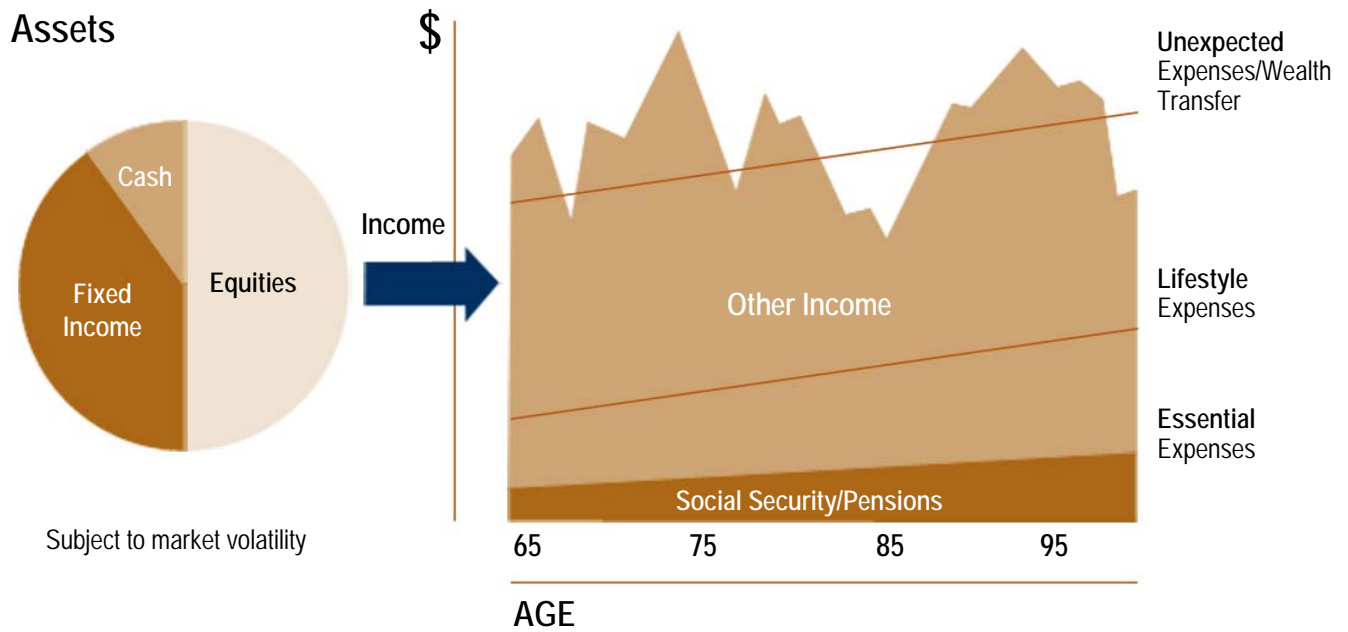
### → The result

Secure guaranteed income to cover essential expenses and provide clients with the stability to invest for growth

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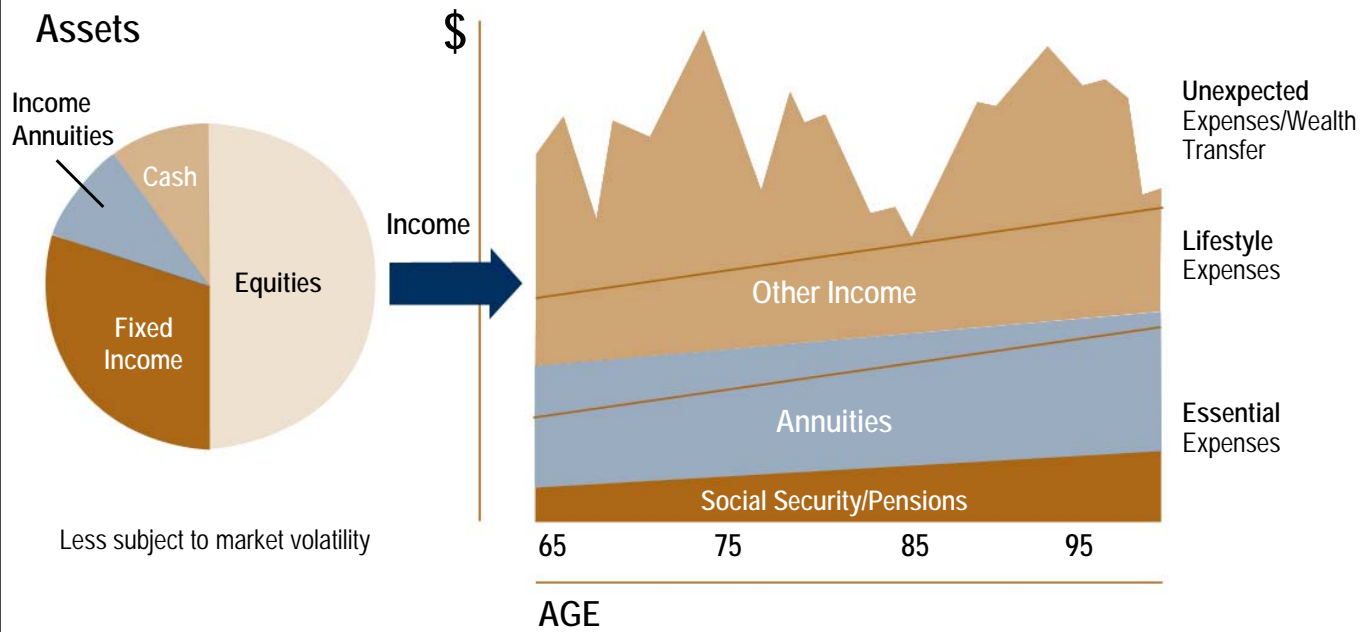
# Current model: Reallocate traditional asset classes



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# Add income annuity as a new type of asset class

## Creates security and stability



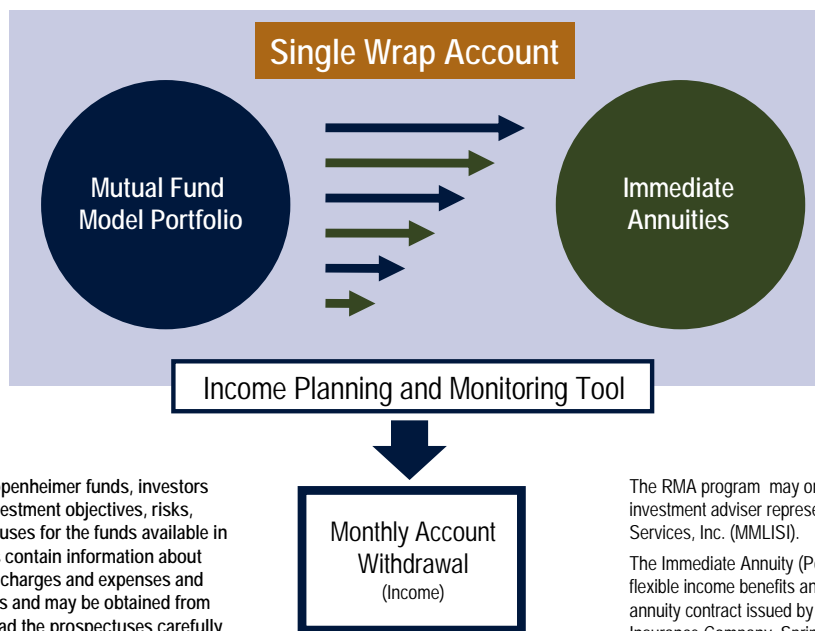
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# Retirement Management Account

## Turnkey wrap program that includes an income annuity



Before investing in any of the Oppenheimer funds, investors should carefully consider the investment objectives, risks, charges and expenses. Prospectuses for the funds available in the mutual fund model portfolios contain information about the investment objectives, risks, charges and expenses and other information about the funds and may be obtained from an investment advisor. Please read the prospectuses carefully before investing, sending money or recommending this program to a client.

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The Immediate Annuity (Policy Form MMFBA-05) is a flexible income benefits and flexible purchase payments annuity contract issued by Massachusetts Mutual Life Insurance Company, Springfield MA 01111.

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



We'll help you get there.<sup>SM</sup>

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