Think of several “wealth zones”

- **Endowed zone**
- **Bequest zone**
- **Lifestyle zone**
- **Essentials zone**
- **Pre-annuitized wealth**

**Continue to accumulate**

**Enough to annuitize or support lifestyle**

**Enough to annuitize or support essentials**
Each has its own main focus

- **Endowed zone:**
  - Accumulate and enjoy!

- **Bequest zone:**
  - Decumulate, monitor, talk to the kids

- **Lifestyle zone:**
  - Buy a lifetime annuity, or satisfy your risk appetite

- **Essentials zone:**
  - Keep a nest-egg

- **Pre-annuitized wealth**