



# 5 COMMON CONCERNS ABOUT **ANNUITIES**

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AND HOW A TRUSTED FINANCIAL  
PROFESSIONAL CAN HELP YOU  
ADDRESS THEM.

# Annuities:

Financial professionals love talking about them, and consumers rarely understand why. It's time both parties got on the same page. Read on to learn the truth about annuities and begin to decide if an annuity might be right for you.

## 1 “Annuities are too complicated to understand.”

At first glance, sure, annuities can appear confusing, especially with so many different types available and numerous personalization options. Put simply, an annuity is a contract you purchase from an insurance company. Then, depending on the type of annuity you buy, you receive certain crediting options that compound interest, tax-deferred, until withdrawn. When you're ready to collect income, an annuity offers a variety of guaranteed payout options through a process known as “annuitization.” An insurance professional can explain it all to you in more detail.

## 2 “I'm already saving for retirement. I don't need an annuity.”

That's great you're already saving, but that doesn't mean an annuity couldn't help you become better prepared. Most people planning for retirement today have either a pension or 401(k) plan, some personal savings in the bank and Social Security to look forward to helping them live a comfortable retirement. However, even with careful planning, that might not add up to enough income in retirement. Adding an annuity to your retirement income strategy ensures a portion of your retirement income will be guaranteed.





**3** **“An annuity will lock up my money, so I can’t access it.”**  
Insurance carriers do encourage you to keep your money in the annuity, imposing fees for withdrawals within certain time periods. That doesn’t necessarily mean you can’t withdraw funds earlier. Most annuities allow you to withdraw a specified percentage of the accumulated value each year up to a certain limit without annuitizing the contract. That said, withdrawals can reduce the value of the death benefit or may incur surrender charges or additional taxes. Always consult a financial professional to understand your options before taking this step.

**4** **“Annuities are expensive. Where does my money go?”**  
If your retirement income strategy could benefit from an annuity but you’re hesitant about purchasing one, understand this: When financial professionals sell annuities, they earn a commission from the annuity’s issuing insurance carrier. These commissions are built into the cost of the product. The commission isn’t directly charged to you.

**5** **“I might die before my contract is up.”**  
It’s impossible to know how long you’re going to live, but an annuity can help you plan for the unexpected. In general, an annuity purchase can strategically fulfill any number of personal objectives, such as income for your spouse should you die, or a death benefit for your children, or help addressing inflation concerns. A financial professional can help you select a product that reflects your financial goals and objectives.

### **Other questions or concerns?**

Talk to your financial professional to decide if an annuity is right for you.



*Annuities are insurance contracts designed for retirement or other long-term needs. They provide guarantees of principal and credited interest, subject to surrender charges. All references to protection benefits, safety, security or lifetime income generally refer to fixed insurance products, never securities or investment products. Insurance and annuity product guarantees are backed by the financial strength and claims-paying ability of the issuing insurance company. Annuities are not a deposit of nor are they insured by any bank, the FDIC, NCUA or by any federal government agency.*

*Content prepared by Advisors Excel.*