Topic:	Audience
Annuities At Their Best – Guaranteed Lifetime Income	Financial Advisor

Client Profile:

1. **Ages: 60+**
2. **Available Assets: $100K+**
3. **Overly concentrated in equities, bonds or cash.**
4. **Seeking retirement income in the next 0 to 10 years.**

Key Financial Concerns (at least 1 or more):

1. **Outliving money in retirement.**
2. **Seeking safety from market risk.**
3. **Seeking safety from interest rate risk.**
4. **Seeking safety from inflation risk.**
5. **Seeking a higher return than that available at the bank.**

Client Names:

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