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## Retirement Planning and Income Protection

Building and implementing your retirement plan





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# Designing your plan for retirement

## What is your plan for retirement?

While this may seem like a straightforward question, the answers can be complicated. There are so many variables; some are known while others may be impossible to pin down.

No matter what stage you're in regarding your ideal retirement—whether it's saving for, transitioning into, or living in retirement—you'll need to have a working understanding of several key risks as well as how they may impact your potential outcomes. Your awareness of these variables will help you implement your retirement and income protection plans.

### Key Risks

Issues to consider no matter what stage of life you're in



#### Saving for retirement

- Developing a savings plan
- Building an asset allocation strategy
- Reviewing and rebalancing your portfolio regularly



#### Transitioning to retirement

- Relying on diverse sources of income
- Developing a plan that includes growth, guarantees, and flexibility
- Planning for essential and discretionary expenses, as well as unexpected expenses



#### Living in retirement

- Meeting essential expenses with guaranteed sources of income\*
- Balancing growth potential with guarantees, flexibility, and volatility
- Planning for discretionary expenses

\*Annuity guarantees are subject to the claims-paying ability of the issuing insurance company.

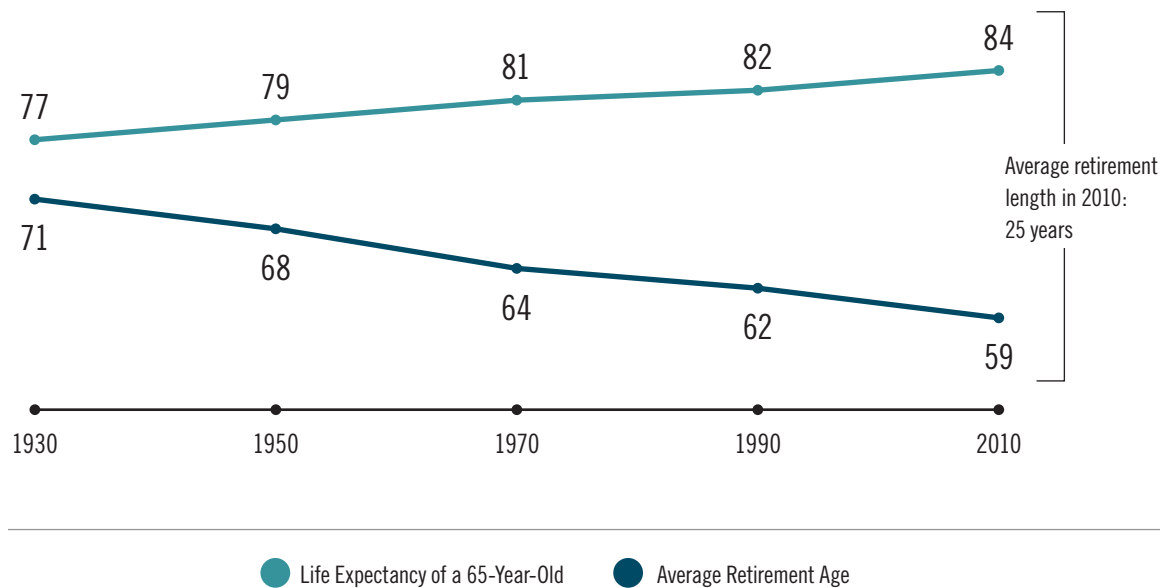


## Retirement is different today

Building your retirement roadmap involves many critical decisions. When should you start saving? How much should you save? How long will you work? How long will you live in retirement? What will you spend in retirement?

Today's retirement lifestyle is more active, more expensive, and will likely last longer. Your life has probably been nothing like your parents' life, and your retirement will presumably be different, too. People are living longer, which is why it's critical to consider the key risks you may face when you create your retirement plan.

### PEOPLE ARE RETIRING EARLIER AND LIVING LONGER

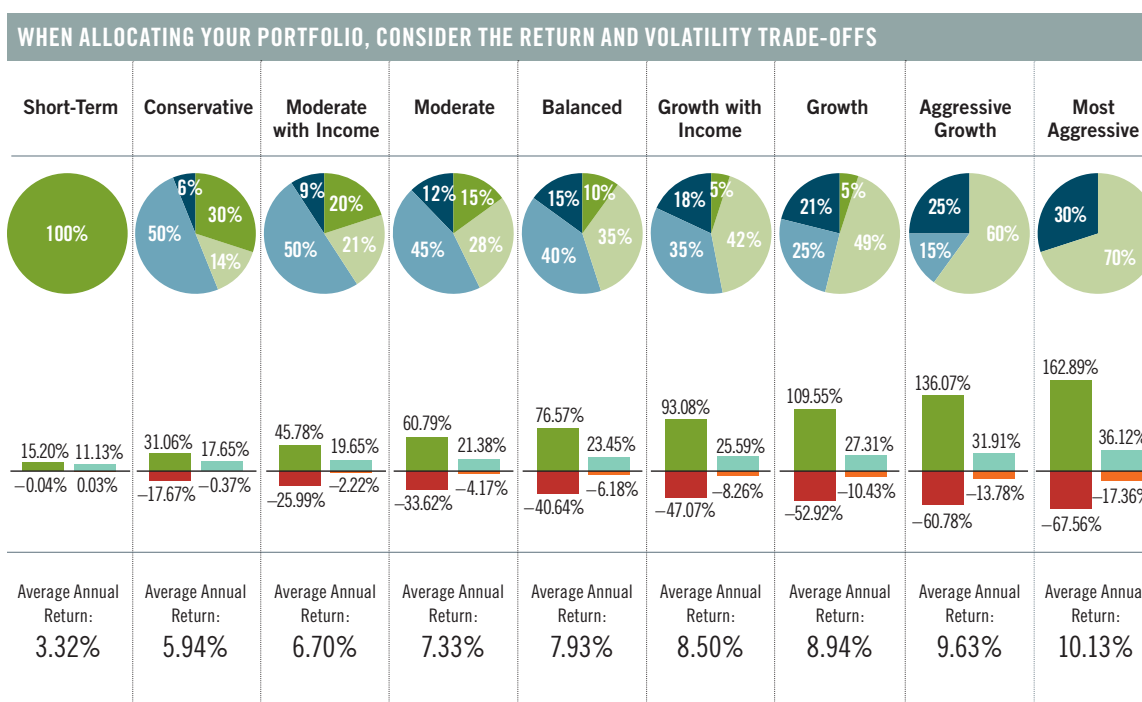


Sources: Centers for Disease Control and Prevention—National Center for Health Statistics, U.S. Census, Bureau of Labor Statistics, and Gallup, as of June 2015.

# Improper asset allocation

Choose a mix of stocks, bonds, and cash that is appropriate for your retirement investing goals.

Take into account your time horizon, financial situation, and tolerance for market shifts. As this chart illustrates, allocation mixes with more stock exposure have the potential for both higher returns and larger losses. An overly conservative strategy can result in missing out on the long-term potential of stocks, while an overly aggressive strategy can mean taking on undue risk during volatile markets.



Legend:  
■ Short-Term  
■ International Stocks  
■ Domestic Stocks  
■ Bonds

Legend:  
■ Highest One-Year Return  
■ Lowest One-Year Return  
■ Highest Five-Year Return  
■ Lowest Five-Year Return

Asset mix performance figures are based on the weighted average of annual return figures for certain benchmarks for each asset class represented. Historical returns and volatility of the stock, bond, and short-term asset classes are based on the historical performance data of various indexes from 1926 through the most recent year-end data available from Morningstar. Domestic stocks represented by IA SBBI US Large Stock TR USD 1/1926–1/1987, Dow Jones U.S. Total Market 2/1987–most recent year-end; foreign stock represented by IA SBBI US Large Stock TR USD 1/1926–12/1969, MSCI EAFE 1970–11/2000, MSCI ACWI Ex USA 12/2000–most recent year-end; bonds represented by U.S. intermediate-term bonds 1/1926–12/1975, Barclays U.S. Aggregate Bond 1/1976–most recent year-end; short-term represented by 30-day U.S. Treasury bills 1926–most recent year-end. It is not possible to invest directly in an index. Although past performance does not guarantee future results, it may be useful in comparing alternative investment strategies over the long term. Performance returns for actual investments will generally be reduced by fees and expenses not reflected in these investments' hypothetical illustrations. Indexes are unmanaged. Generally, among asset classes, stocks are more volatile than bonds or short-term instruments and can decline significantly in response to adverse issuer, political, regulatory, market, or economic developments. Although the bond market is also volatile, lower-quality debt securities, including leveraged loans, generally offer higher yields compared with investment-grade securities, but also involve greater risk of default or price changes. Foreign markets can be more volatile than U.S. markets due to increased risks of adverse issuer, political, market, or economic developments, all of which are magnified in emerging markets.



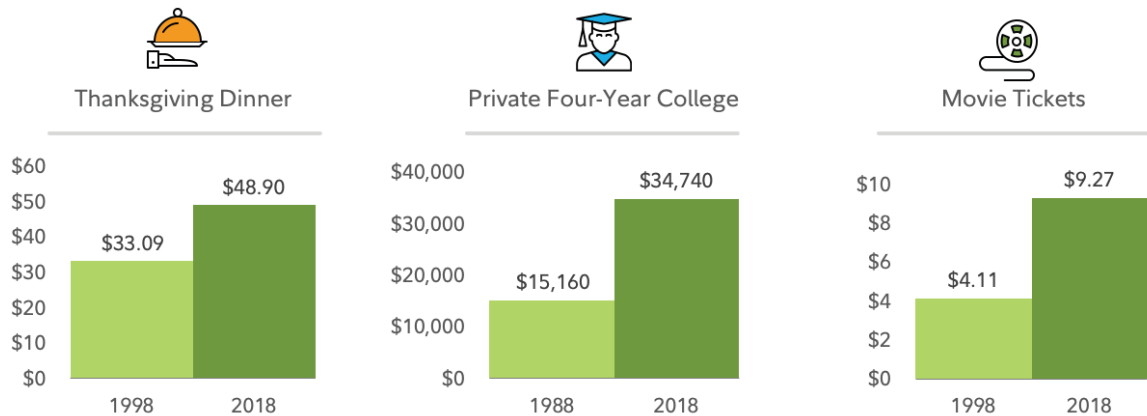
## The impact of inflation

The decreasing buying power of the dollar should be a real concern for all preretirees and retirees.

Imagine how inflation might affect the buying power of your money over time and what that could mean for maintaining your lifestyle in retirement. Even a relatively low inflation rate could have a significant impact on your buying power.

With retirements spanning 30 years or more, you'll want to find a balance between growth and preservation.

### HYPOTHETICAL EXAMPLE: INCREASING COSTS



Sources: "Here's What Thanksgiving Dinner Cost the Year You Were Born," USA Today (November 2018); "Here's What These 25 Everyday Items Cost 30 Years Ago," The Motley Fool (August 2018). **For illustrative purposes only.**

## Market volatility

No matter your investing time frame, market volatility should be a concern.

Yes, markets have historically performed well over the long term. However, a sudden market downturn when you're either nearing or early in retirement can have an impact on how long your money will last. Because of the fear of market volatility, many investors approaching retirement may feel more comfortable with an overly conservative investing approach. But this may mean missing out on potential growth opportunities.

Although past performance is no guarantee of future results, a well-rounded retirement income plan includes growth, guarantees, and flexibility.

### HYPOTHETICAL EXAMPLE: THE IMPACT OF RETIRING INTO A VOLATILE MARKET



A retirement income plan may help you combat the effects of inflation and maintain your buying power, allowing you to have the retirement lifestyle you've envisioned.

Source: Fidelity Investments, December 31, 2017.

**Past performance is no guarantee of future results.**

The S&P 500® Index is a market capitalization-weighted index of 500 common stocks chosen for market size, liquidity, and industry group representation. S&P and S&P 500 are registered service marks of Standard & Poor's Financial Services LLC.



## Market volatility

(continued)

Negative returns earlier in your retirement can have a greater impact on your portfolio than later in retirement. This is because your portfolio's value may be reduced by both the market downturn as well as the withdrawals you take. This will result in a smaller portfolio left to benefit from any potential future growth opportunities. For that reason, should your portfolio's value decrease, you might want to consider reducing the amount of income you withdraw. Unfortunately, many retirees find it difficult to modify their spending when the market experiences a downturn.

### MARKET VOLATILITY: MARKET RETURNS AREN'T PREDICTABLE

#### Hypothetical example

Year	PORTFOLIO A		PORTFOLIO B	
	Return	Balance	Return	Balance
0		\$100,000		\$100,000
1	-15%	\$80,750	22%	\$115,900
2	-4%	\$72,720	8%	\$119,772
3	-10%	\$60,948	30%	\$149,204
4	8%	\$60,424	7%	\$154,298
5	12%	\$62,075	18%	\$176,171
6	10%	\$62,782	9%	\$186,577
7	-7%	\$53,737	28%	\$232,418
8	4%	\$50,687	14%	\$259,257
9	-12%	\$40,204	-9%	\$231,374
10	13%	\$39,781	16%	\$262,594
11	7%	\$37,216	-6%	\$242,138
12	-10%	\$28,994	17%	\$277,452
13	19%	\$28,553	19%	\$324,217
14	17%	\$27,557	-10%	\$287,296
15	-6%	\$21,204	7%	\$302,056
16	16%	\$18,796	13%	\$335,674
17	-9%	\$12,555	-12%	\$290,993
18	14%	\$8,612	4%	\$297,433
19	28%	\$4,624	-7%	\$271,962
20	9%	\$0	10%	\$293,658
21	18%	\$0	12%	\$323,297
22	7%	\$0	8%	\$343,761
23	30%	\$0	-10%	\$304,885
24	8%	\$0	-4%	\$287,890
25	22%	\$0	-15%	\$240,456
Arithmetic Mean	6.8%		6.8%	
Standard Deviation	12.8%		12.8%	
Compound Growth Rate	6%		6%	

Sequence of returns risk revolves around the timing or sequence of a series of adverse investment returns. In this example, two portfolios, A and B, each begin with \$100,000. Each aims to withdraw \$5,000 per year. Each experiences exactly the same returns over a 25-year period—only in inverse order or “sequence.” Portfolio A has the bad luck of having a sequence of negative returns in its early years and is completely depleted by year 20. Portfolio B, in stark contrast, scores a few positive returns in its early years and ends up two decades later with more than double the assets with which it began.

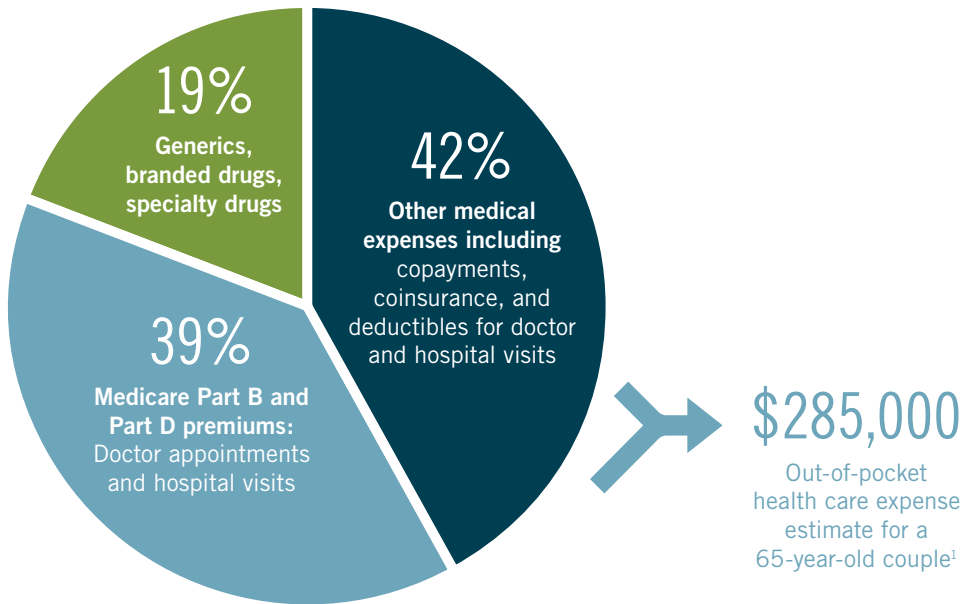


# Rising health care costs

Health care expenses should be addressed in your planning.

Longer life spans, rising medical costs, declining employer-sponsored medical coverage, and possible shortfalls ahead for Medicare all combine to make health care expenses a critical challenge for preretirees and retirees.

## HEALTH CARE EXPENSES CAN TAKE A CHUNK OUT OF SAVINGS



A 2019 Fidelity study estimated that a couple retiring today at the age of 65 will need \$285,000 to cover medical care costs throughout retirement.

For illustrative purposes only.






## Outliving your savings

People are living longer because they are staying healthy and active.

As a result, individuals should plan on living longer in retirement. Without thoughtful planning, there is a possibility that you could outlive your savings, a concept also referred to as “longevity risk.”

Longevity risk is an important concern for individuals who are spending down their savings. Increasing life expectancy figures could mean more people may exhaust their savings.

### OUTLIVING YOUR MONEY

	 65-year-old man	 65-year-old woman	 65-year-old couple*
50% Chance	87 years	89 years	93 years
25% Chance	93 years	95 years	97 years

\*At least one surviving individual.

Source: Society of Actuaries RP-2014 Mortality Table projected with Mortality Improvement Scale MP-2017 as of 2018. For illustrative purposes only.



## Saving for retirement

- What is your plan for retirement?
- Are you on track to reach your retirement goals?
- Are you saving enough?

You should start early to save for your retirement and take steps to accumulate enough assets to last your lifetime. In general, Fidelity believes you may need to save 15% toward your retirement account, including contributions from your employer, in order to reach your long-term retirement savings goals. Given the rising cost of health care, education, and living expenses, this is more challenging than ever. This is why you'll want to maximize all the tax advantages available to you.

In addition, you should:

- Develop a retirement savings plan
- Build an asset allocation strategy designed to your needs and stay committed to it
- Regularly review and rebalance your portfolio



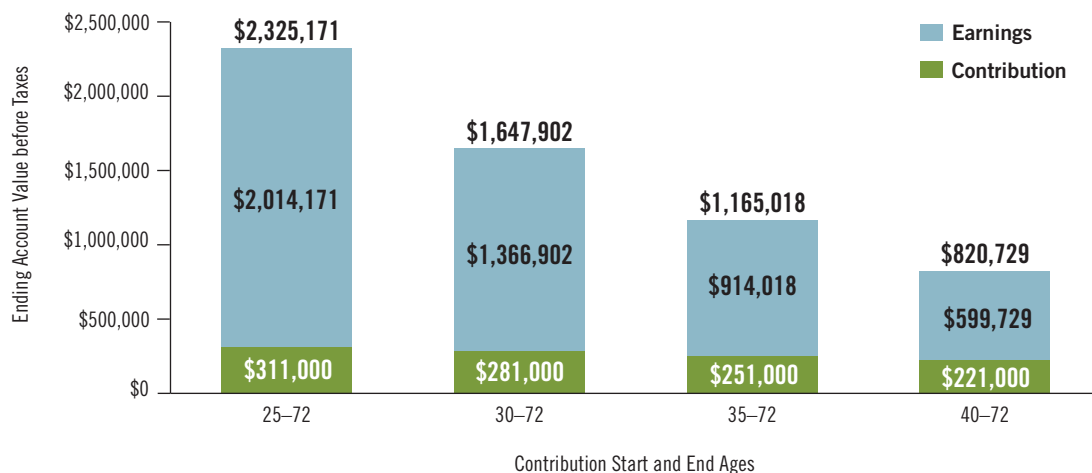
## Begin saving for retirement early

The sooner you start to save, the more you are likely to save.

**Diversification alone is not enough.** Once you have established a target mix of investments, you should regularly review and rebalance your portfolio. Over time, market performance can shift your portfolio's allocation, making it either more aggressive or more conservative than you had planned. That's why you should evaluate your portfolio at least once a year and adjust it, if necessary, to bring it back in line with your targeted mix.

Additional savings opportunities that may be available for you include increasing contributions to your workplace savings plan, contributing to another tax-advantaged savings vehicle, such as an Individual Retirement Account (IRA) or an annuity, and paying off debt.

### HYPOTHETICAL EXAMPLE: POWER OF COMPOUNDING EARNINGS



This hypothetical example assumes the following: (1) \$6,000 in annual IRA contributions (\$7,000 from age 50 and up) on January 1 of each year for the age ranges shown, (2) an annual rate of return of 7%, and (3) no taxes on any earnings within the IRA. The ending values do not reflect taxes, fees, or inflation. If they did, amounts would be lower. Earnings and pretax (deductible) contributions from Traditional IRAs are subject to taxes when withdrawn. Earnings distributed from Roth IRAs are income tax free provided certain requirements are met. IRA distributions before age 59½ may also be subject to a 10% penalty. Systematic investing does not ensure a profit and does not protect against loss in a declining market. This example is for illustrative purposes only and does not represent the performance of any security. Consider your current and anticipated investment horizon when making an investment decision, as the illustration may not reflect this. The assumed rate of return used in this example is not guaranteed. Investments that have potential for a 7% annual rate of return also come with risk of loss. This hypothetical does not reflect the impact that required minimum distributions from a Traditional IRA could have if you turn age 72 during the time period.

## Personal and workplace investments

Take full advantage of the retirement savings alternatives available to you.

As you develop your retirement savings plan, there are a few important goals to keep in mind:

- Increase your tax-advantaged and taxable savings
- Manage the impact current taxes have on your investment income
- Take advantage of the potential to grow your retirement assets faster than with comparable taxable investments
- Gain greater control over when you pay taxes

Among the largest tax benefits available to most retirement savers are the deferral advantages offered by retirement savings accounts, such as 401(k)s, 403(b)s, and IRAs. These accounts can offer a double dose of tax advantages—the contributions you make may reduce your current taxable income, saving you cash this year, and any investment growth is tax deferred, saving you money while you are invested.

To max out all the tax advantages available to you, make sure to:

- Get your full company match
- Contribute the maximum to your workplace savings plan
- Contribute the maximum to a traditional IRA, if you qualify\*

These types of retirement savings accounts have strict annual contribution limit rules. If you're looking for additional tax-deferred savings opportunities, you may want to consider a deferred variable annuity,<sup>†</sup> which has no IRS contribution limits.<sup>‡</sup>

\*For a Traditional IRA, for 2019 full deductibility of a contribution is available to active participants whose 2019 Modified Adjusted Gross Income (MAGI) is \$103,000 or less (joint) and \$64,000 or less (single); partial deductibility for MAGI up to \$123,000 (joint) and \$74,000 (single). In addition, full deductibility of a contribution is available for working or nonworking spouses of plan participants who are not themselves covered by an employer-sponsored plan whose MAGI is less than \$193,000; and partial deductibility for MAGI up to \$203,000. For 2020 full deductibility of a contribution is available to active participants whose 2020 Modified Adjusted Gross Income (MAGI) is \$104,000 or less (joint) and \$65,000 or less (single); partial deductibility for MAGI up to \$124,000 (joint) and \$75,000 (single). In addition, full deductibility of a contribution is available for working or nonworking spouses of plan participants who are not themselves covered by an employer-sponsored plan whose MAGI is less than \$196,000; and partial deductibility for MAGI up to \$206,000. If neither you nor your spouse (if any) is a participant in a workplace plan, then your Traditional IRA contribution is always tax deductible, regardless of your income.

**<sup>†</sup>Investing in a variable annuity involves risk of loss—investment returns and contract value are not guaranteed and will fluctuate.**

<sup>‡</sup>Issuing insurance company reserves the right to limit contributions.

## Income protection and saving for retirement

Take full advantage of the retirement savings alternatives available to you.

You need to hedge against rising costs and plan for your family's well-being in the event of your untimely death or disability. You should consider how you can use life insurance planning tools to help protect your family's income in the event of death or disability. Life, accident, and health insurance can be an important part of your overall financial plan.

When you are planning for retirement, it's important to think about protecting what you've saved and ensuring your income needs are met now and in the future. These are the five rules of thumb to help manage any risks to your retirement income.

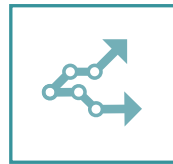
### FIVE RETIREMENT RULES OF THUMB



1.  
Plan for  
health care  
costs



2.  
Expect to  
live longer



3.  
Be prepared  
for inflation



4.  
Position  
investments  
for growth



5.  
Don't  
withdraw  
too much  
savings



## Transitioning to retirement

- How long will my retirement last?
- What will my lifestyle look like, and will I have enough income?
- What will happen to my income if the markets go down?

The uncertainty of retiring at a time when there are fewer sources of guaranteed income, low interest rates, and increased market fluctuation has many people worried. This is why it's more important than ever to have a plan that includes diverse sources of income to cover your essential and discretionary expenses.

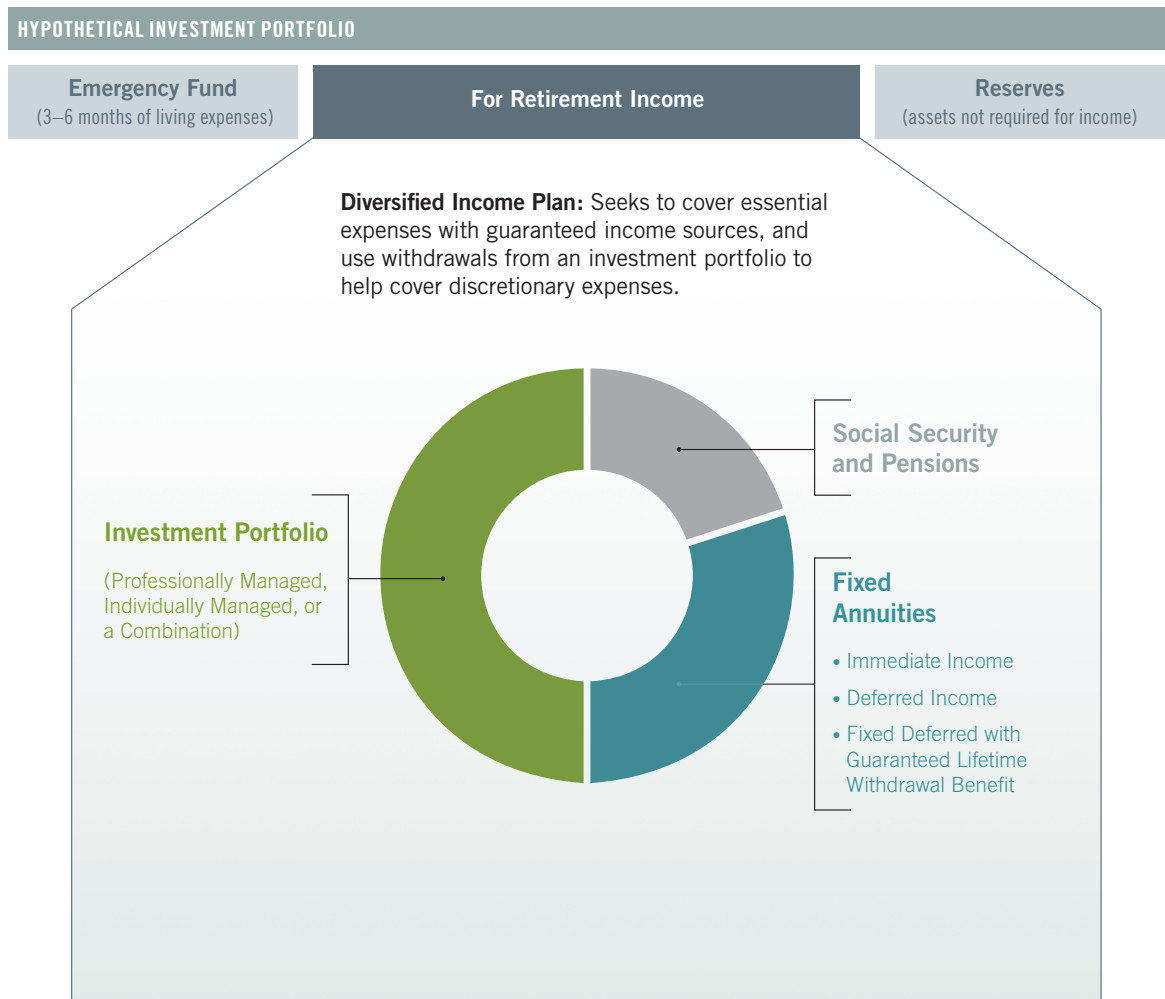
As you transition to retirement, your portfolio needs to provide you with lifetime income, protection from market volatility, growth potential, and the flexibility to meet unexpected expenses.



# Essential and discretionary expense coverage

Each component of your diversified income plan should serve a purpose.

After taking into account your investing priorities and overall financial situation, the combination of income sources you choose becomes your diversified income plan. Together, they can help provide income for life, a level of protection from inflation and market volatility, and the potential for growth.



This is a sample hypothetical diversified income plan. The products and allocations appropriate for any given individual will vary.



## Diverse sources of income

It's important to combine income from multiple sources to create a diversified income stream in retirement.

Complementary income sources work together to help reduce the effects of some important key risks, such as inflation, longevity, and market volatility. For example, taking withdrawals from your investment portfolio doesn't guarantee income for life but gives you the flexibility to change the amount you withdraw each month. The risk is that your money could run out if you live a long life or if the market unexpectedly declines.

On the other hand, income annuities provide guaranteed income for life but may not offer as much flexibility or income growth potential. As part of your overall financial plan, you may wish to preserve some principal for use in an emergency or to leave a legacy for heirs.

	LIFETIME INCOME		INVESTMENT INCOME	COMBINED INCOME
	Social Security, pensions	Annuities with guaranteed lifetime income	Principal, interest, dividends	
Market Volatility	✓	✓		✓
Longevity	✓	✓		✓
Inflation	✓	✓	✓	✓
Flexibility		✓	✓	✓

✓ Strong Alignment

✓ Moderate Alignment

Consider your investment portfolio as a way to ultimately cover discretionary expenses. Look to guaranteed sources of income as a way to help cover essential expenses.

Note: The check marks above are intended to represent which product categories generally align with a desired objective. The check marks do not, however, precisely represent the features and benefits of specific products. Certain features and benefits are subject to product terms, exclusions, and limitations.

**Annuity guarantees are subject to the claims-paying ability of the issuing insurance company.**



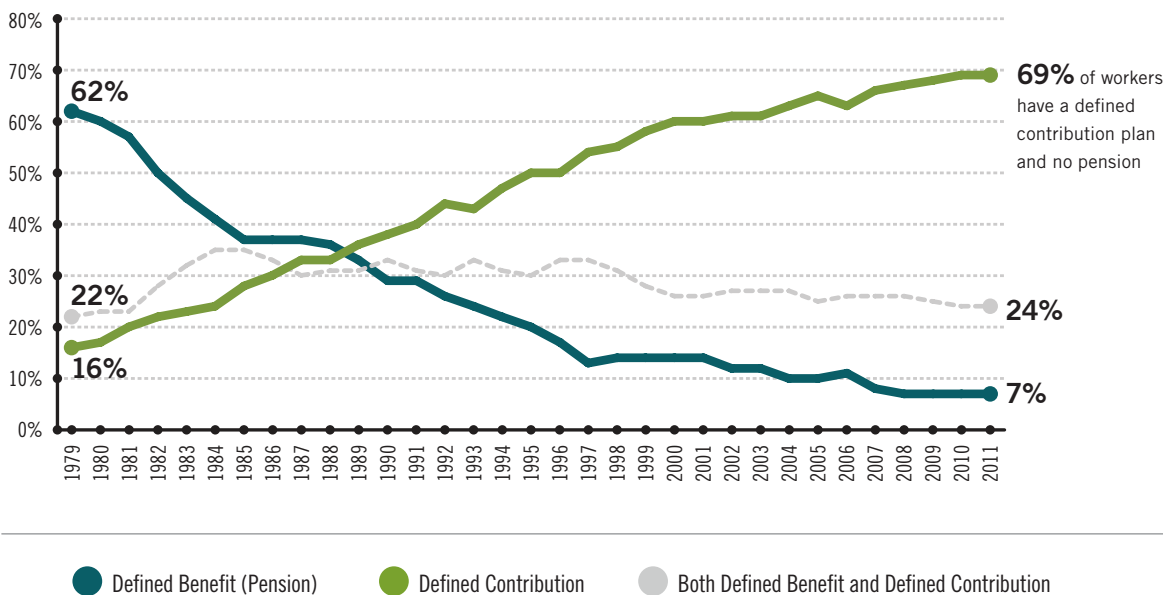
## Guaranteed sources of income

A greater percentage of the burden of creating income for retirement rests on your shoulders.

Proper management of your investments with an eye toward the tax implications has the potential to significantly increase the value of your portfolio over time. You should consider employing a select blend of tax-sensitive management strategies, including harvesting tax losses, to help reduce the negative impact of taxes on your portfolio's overall return. You can also defer the realization of short-term gains in favor of seeking long-term capital gains, as appropriate. And consider managing your portfolio's exposure to fund distributions that can have costly tax implications, or investing in municipal bond funds and national or state-specific bond funds. You can employ these strategies on your own or work with a tax-sensitive money manager who can do it for you.

### RETIREMENT PLAN TRENDS: PARTICIPATION BY PLAN TYPE

Distribution of private-sector active worker participants, 1979–2011



Sources: U.S. Department of Labor, Form 5500 Summary Report, Employee Benefit Research Institute (EBRI) estimates, as of June 2015.



## Living in retirement

- What is your retirement income plan?
- How will you meet your essential and discretionary expenses?
- How are your retirement assets invested?

If you make a mistake during the distribution phase of retirement, or if the market experiences a downturn, you can't start over. Instead, you are relying solely on your investments to create retirement cash flow. Because of this fact, we believe that every retiree should have a retirement income plan that:

- Incorporates a realistic estimate of anticipated expenses
- Ensures that you do not outlive your assets
- Addresses inflation and health care costs
- Balances the need for long-term investment growth with the risk of shorter-term market volatility
- Ensures that your essential expenses, including health care, are covered by reliable and/or guaranteed sources of lifetime income



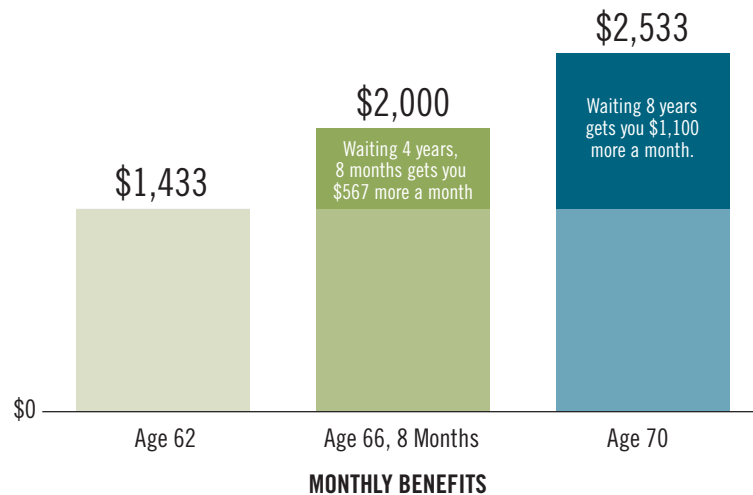
## Social Security benefits

You need to understand your options.

Taking Social Security as soon as you're eligible is tempting. But there's a trade-off. Claiming your retirement benefits when you turn 62 can be a costly decision. That's why it's important to understand your options.

If you can afford it, waiting is often the better option. Ideally, you want to evaluate your decision on when to take Social Security based on how much you've saved for retirement and your other sources of income. For example, while most people may benefit from waiting until age 70 to take payments, others could risk running out of money too soon by waiting and may have fewer options.

### DELAYING CAN INCREASE YOUR MONTHLY BENEFITS



The hypothetical examples are based on an individual who turns 62 in 2020. They were calculated by Fidelity Financial Solutions, as of January 2020.

Lifetime benefits are determined by calculating the Social Security payments over time in today's dollars, per the 2014 Health Care Cost and Utilization Report.

## Required minimum distributions

Determine how RMDs will factor into your income plan.

Every year, if you're age 72\* or older, you'll generally need to withdraw a certain amount of money from your traditional IRA, 401(k) plan, or other workplace savings plan. These required minimum distributions (RMDs) are usually taxed as ordinary income. Keep in mind that a portion of these distributions may be nontaxable if you've made after-tax contributions to these accounts.

It's important to determine how RMDs fit into your overall retirement income plan, especially if you need the cash flow to cover expenses. The IRS requires you to take RMDs each year by December 31, with one exception for your first RMD. You can choose how to take the amount each year—monthly, quarterly, or annually. If you don't need the RMD for living expenses, you have other investment and gifting options.

UNIFORM LIFETIME TABLE FOR REQUIRED MINIMUM DISTRIBUTIONS								
Age	72	75	80	85	90	95	100	105
Factor	25.6	22.9	18.7	14.8	11.4	8.6	6.3	4.5
Min. %	3.9%	4.4%	5.3%	6.8%	8.8%	11.6%	15.9%	22.2%

The table above shows the required minimum distribution periods (based on age and the expected number of years for distributions) and percentages for tax.

\*The change in the RMD age requirement from 70½ to 72 applies only to individuals who turn 70½ on or after January 1, 2020. Please speak with your tax advisor regarding the impact of this change on future RMDs. The CARES act temporarily waives required minimum distributions (RMDs) for all types of retirement plans (including IRAs, 401(k)s, 403(b)s, 457(b)s, and inherited IRA plans) for calendar year 2020. This includes the first RMD, which individuals may have delayed from 2019 until April 1, 2020.



## Income protection and living in retirement

Plan to protect your family's wealth for generations to come.

Retirement income planning with a proactive investment strategy can help you better preserve and help protect the wealth you have built. There are several income planning tools you can use to help attain your income goals for retirement.

An income annuity can reduce the uncertainty of outliving your retirement assets due to living longer or spending too much in retirement.

Insurance and annuities can help you and your family meet a variety of goals, from replacing income to becoming an integral part of a well-designed wealth transfer plan.

### Be prepared for a longer life.

Medical advances and living healthier lifestyles mean many of us are expected to live longer. That's why planning ahead for long-term-care needs is an important piece of overall retirement planning.





Long-term-care needs can look different for everyone. Many people think of long-term care as only medical care like nursing homes. It actually includes a wide range of services, such as help with basic personal tasks of everyday life. These can include assistance with bathing, dressing, or eating, plus taking care of housework or pets and administering medication.

Including long-term-care needs as part of your overall retirement plan can help alleviate stress on you and your loved ones in the future. Planning ahead will help make sure that you and your family have time to investigate the options available to you and not make hasty decisions as a result of a crisis. Here are some important considerations to help you and your family with your planning discussions:

- Who could you become financially responsible for in your retirement?
- What kinds of health conditions run in your family?
- How would you handle a health event?
  - What's your plan for your care?
  - Who will make decisions if you're unable to?
  - Do your loved ones know your wishes?
  - Can they get to key planning documents?
  - Do they know what you expect them to do?
- How have you prepared your spouse/partner to manage your household finances?
- Would your loved one know whom to contact if something happened to you?

## LONG-TERM-CARE COST

## 15 Years of Cost-of-Care Trends

	Category	2004 Monthly Cost	2019 Monthly Cost	Total Increase (\$)	Total Increase (%)
	Private Room Nursing Home*	\$5,432	\$8,517	\$3,085	57%
	Assisted Living Facility†	\$2,400	\$4,051	\$1,651	69%
	Home Care Home Health Aide‡	\$3,514	\$4,385	\$871	25%
	Homemaker Services‡	\$3,175	\$4,290	\$1,115	35%

Genworth Cost of Care Survey 2004–2019, conducted by CareScout® (<https://www.genworth.com/aging-and-you/finances/cost-of-care.html>).

\*Based on annual rate divided by 12 months.

†As reported, monthly rate, private, one bedroom.

‡Based on annual rate divided by 12 months (assumes 44 hours per week by 52 weeks)

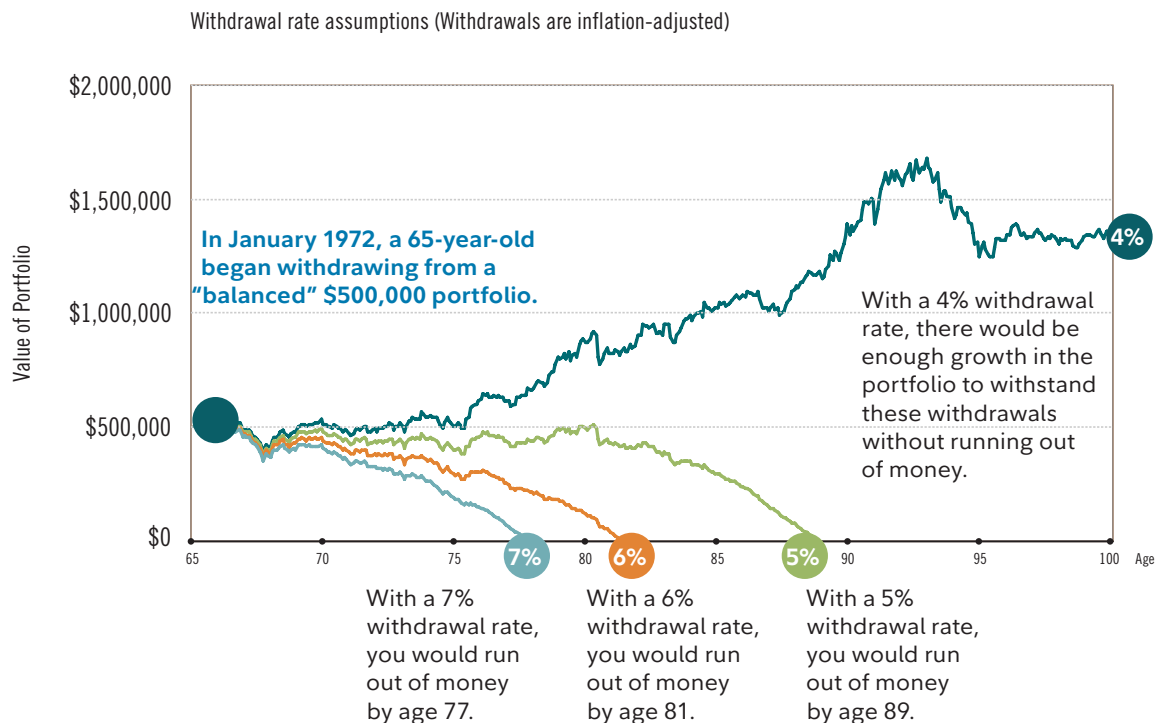
The potential need for long-term medical care is higher than most people realize. Medicare does not cover most long-term-care needs and Medicaid will typically help only once you have exhausted your savings, which is another reason why planning ahead is important.



## Creating retirement cash flow

It's important to remember that retirement can last a long time. How much you withdraw, and market conditions can have a dramatic impact on how long your money may last. To better illustrate this, below is a hypothetical example highlighting the effect of market conditions on various withdrawal percentages. We chose an economically challenging time to retire from a market perspective, January 1972, to show how your withdrawal rate on top of a bad sequence of returns can impact your portfolio in retirement.

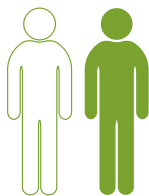
### SUSTAINABLE WITHDRAWAL RATES CAN EXTEND THE LIFE OF A PORTFOLIO\*



Withdrawals are inflation adjusted.

\*Hypothetical value of assets held in a tax-deferred account after adjusting for monthly withdrawals and performance. Initial investment of \$500,000 invested in a portfolio of 50% stocks, 40% bonds, and 10% short-term investments. Hypothetical illustration uses historical monthly performance, from Ibbotson Associates, for the 35-year period beginning January 1972: stocks, bonds, and short-term investments are represented by the S&P 500<sup>®</sup> Index, U.S. intermediate-term government bonds, and U.S. 30-day T-bills, respectively. Initial withdrawal amount based on 1/12th of applicable withdrawal rate multiplied by \$500,000. Subsequent withdrawal amounts based on prior month's amount adjusted by the actual monthly change in the Consumer Price Index for that month. **This chart is for illustrative purposes only and is not indicative of any investment. Past performance is no guarantee of future results.**





## Your next steps

We have developed this discussion guide as part of *Fidelity Viewpoints*<sup>®</sup>, an exclusive program that enables you to take advantage of our latest thinking on the financial markets, investing ideas, and other tips for personal finance. You have access to Fidelity's resources and products and services—including our informational and educational videos, seminars, and webinars—to help evaluate and refine your plan for retirement.

### Put your strategies to work

Fidelity can help guide you along the path to—and through—retirement. No matter where you are in life, we can provide guidance, tools, and services to help you prepare for retirement.

Working together with you, we'll take the following three steps to help you and your family reach your retirement goals:

- 1 Review where you stand**
  - Visit the Planning & Guidance Center to create, review, monitor, and update your retirement savings or retirement income plan.<sup>3,4</sup>
- 2 Devise a plan**
  - Plan for lifetime income
  - Have a strategy for meeting essential and discretionary income needs
- 3 Put your plan into motion**
  - Professionally managed accounts with Fidelity<sup>®</sup> Wealth Services<sup>5</sup>
  - Fidelity Personal Retirement Annuity<sup>®6,7</sup>
  - Immediate and deferred fixed income annuities through The Fidelity Insurance Network<sup>®8,9</sup>
  - Advanced planning and investment services through Fidelity Private Wealth Management<sup>®10</sup> and Fidelity Wealth Advisor Solutions<sup>®</sup> programs<sup>11</sup>

**Before investing, consider the investment objectives, risks, charges, and expenses of the fund or annuity and its investment options. Contact Fidelity for a prospectus or, if available, a summary prospectus containing this information. Read it carefully.**

Fidelity does not provide legal or tax advice. The information herein is general and educational in nature and should not be considered legal or tax advice. Tax laws and regulations are complex and subject to change, which can materially impact investment results. Fidelity cannot guarantee that the information herein is accurate, complete, or timely. Fidelity makes no warranties with regard to such information or results obtained by its use, and disclaims any liability arising out of your use of, or any tax position taken in reliance on, such information. Consult an attorney or tax professional regarding your specific situation.

*Keep in mind that investing involves risk. The value of your investment will fluctuate over time and you may gain or lose money.*

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<sup>1</sup>Fidelity Benefits Consulting estimate, 2019. Estimate based on a hypothetical couple retiring in 2019, 65 years old, with life expectancies that align with Society of Actuaries RP-2014 Healthy Annuitant rates with Mortality Improvements Scale MP-2016. Actual expenses may be more or less depending on actual health status, area of residence, and longevity. Estimate is net of taxes. The Fidelity Retiree Health Care Costs Estimate assumes individuals do not have employer-provided retiree health care coverage, but do qualify for the federal government's insurance program, Original Medicare. The calculation takes into account cost-sharing provisions (such as deductibles and coinsurance) associated with Medicare Part A and Part B (inpatient and outpatient medical insurance). It also considers Medicare Part D (prescription drug coverage) premiums and out-of-pocket costs, as well as certain services excluded by Original Medicare. The estimate does not include other health-related expenses, such as over-the-counter medications, most dental services, and long-term care.

<sup>2</sup>The taxable account does not reflect tax-savings strategies such as tax-loss carryforwards, earnings consisting mostly of unrealized gains each year, or other strategies that might be used to reduce taxes in a taxable account, which could make the ending value of the taxable account more favorable.

<sup>3</sup>This information is intended to be educational and is not tailored to the investment needs of any specific investor.

**<sup>4</sup>IMPORTANT: The projections or other information generated by Fidelity's Planning & Guidance Center Retirement Analysis, regarding the likelihood of various investment outcomes, is hypothetical in nature, does not reflect actual investment results, and is not a guarantee of future results. Results may vary with each use and over time.**

<sup>5</sup>**Fidelity® Wealth Services provides non-discretionary financial planning and discretionary investment management through one or more Portfolio Advisory Services accounts for a fee.** Advisory services offered by Fidelity Personal and Workplace Advisors LLC (FPWA), a registered investment adviser, and Fidelity Personal Trust Company, FSB (FPTC), a federal savings bank. Nondeposit investment products and trust services offered through FPTC and its affiliates are not insured or guaranteed by the Federal Deposit Insurance Corporation or any other government agency, are not obligations of any bank, and are subject to risk, including possible loss of principal. Brokerage services provided by Fidelity Brokerage Services LLC (FBS), and custodial and related services provided by National Financial Services LLC (NFS), each a member of NYSE and SIPC. FPWA, Strategic Advisers, FPTC, FBS, and NFS are Fidelity Investments companies.

<sup>6</sup>This is a deferred variable annuity: investment returns and contract value are not guaranteed and will fluctuate depending on market performance.

<sup>7</sup>Fidelity Personal Retirement Annuity (Policy Form No. DVA-2005, et al.) is issued by Fidelity Investments Life Insurance Company, 900 Salem Street, Smithfield, RI 02917, and, for New York residents, Personal Retirement Annuity (Policy Form No. EDVA-2005, et al.) is issued by Empire Fidelity Investments Life Insurance Company®, New York, N.Y. **Fidelity Brokerage Services, Member NYSE, SIPC**, and Fidelity Insurance Agency, Inc., are the distributors. A contract's financial guarantees are subject to the claims-paying ability of the issuing insurance company.

**<sup>8</sup>Deferred Income Annuity contracts are irrevocable, have no cash surrender value, and no withdrawals are permitted prior to the income start date.**

**<sup>9</sup>Fixed annuities available at Fidelity are issued by third-party insurance companies, which are not affiliated with any Fidelity Investments company. These products are distributed by Fidelity Insurance Agency, Inc., and, for certain products, by Fidelity Brokerage Services, Member NYSE, SIPC. A contract's financial guarantees are solely the responsibility of and are subject to the claims-paying ability of the issuing insurance company.**

<sup>10</sup>To be eligible for enhanced discretionary investment management and/or financial planning ("PWM Program Services"), Fidelity Private Wealth Management clients are subject to a qualification and acceptance process, and must typically invest at least \$2,000,000, in the aggregate, in Program Accounts and have investable assets of at least \$10,000,000.

<sup>11</sup>The Fidelity Wealth Advisor Solutions® program ("the Program") is provided without charge as a convenience to you by Fidelity Personal and Workplace Advisors LLC (FPWA), a registered investment adviser. In no event shall FPWA's providing the names of one or more registered investment advisers (RIAs) constitute an endorsement, recommendation, or opinion as to the quality or appropriateness of the RIA or the related advisory services. FPWA acts as solicitor to the RIAs in the Program, and receives solicitation fees from the RIAs as a result of their participation. RIAs are not affiliated with or agents of FPWA or any other Fidelity Investments company, but they are Fidelity Investments customers and their clients compensate Fidelity Investments for custody, clearing, or other brokerage services. You must conduct the evaluation and due diligence you deem necessary to determine whether an RIA and any related advisory services are suitable for your needs. You are under no obligation to contact or engage any RIA. RIAs are eligible to participate in the Program if they represent to Fidelity Investments that they meet the following criteria: 1. RIA is an investment adviser registered and in good standing with the U.S. Securities and Exchange Commission and/or any applicable state securities regulatory authorities or is exempt from such registration; 2. RIA's representatives who provide services to referred clients are appropriately registered/licensed as "Investment Advisory Representatives" in required jurisdictions; 3. RIA charges fee-based, asset-based, or flat-rate investment advisory service fees (which may include hourly fees); 4. RIA will maintain a minimum of \$350,000,000 in total regulatory assets under management, as reported in response to Item 5 in Part 1A of the RIA's Form ADV, throughout the duration of RIA's participation in the Program; 5. RIA and all associated persons of the RIA who manage client assets or who supervise such associated persons shall at all times be covered through both Errors and Omissions Liability Insurance and Fidelity Bond Coverage; and 6. RIA maintains a minimum of two principals or officers as well as a minimum of five employees. FPWA may, in its sole discretion, waive these criteria in whole or in part with respect to any RIA at any time. Fidelity Investments has relied on the representations of the RIAs in determining whether the criteria have been met, and cannot guarantee the accuracy, completeness, or timeliness of the information provided by the RIAs. RIAs retain the right to accept or reject new advisory accounts. Please see FPWA's Form ADV Part 2A brochure for additional information about the Program. Brokerage services provided by Fidelity Brokerage Services LLC (FBS), and custodial and related services provided by National Financial Services LLC (NFS), each a member of NYSE and SIPC. FPWA, FBS, and NFS are Fidelity Investments companies.

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