W&S Financial Group Distributors
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Income Success Rate

Meet Carl. He's 65 and a former math teacher. He enjoyed his school days. But he's ready to start enjoying retirement now. He's more interested in *income certainty* than growth. How can he help ensure his money will last?

Carl's Original Retirement Income Plan

- He plans to withdraw **4%** of his **$500,000** in retirement assets to produce **$20,000** a year.
- He hopes to take his withdrawals for **30** years if possible.
- He has those assets invested in a **60/40** stock/bond mix.

Carl Considers His Income Success Rate

Using the chart below, showing results based on a series of Morningstar simulations, Carl sees he has a 64.8% chance his income may last for 30 years. That leaves a **35.2%** chance his income *may not* last that long.

4% INITIAL WITHDRAWAL				
Withdrawal Period:	**20** Years	**25** Years	**30** Years	**35** Years
Stock/Bond %	Success Rate %			
40/60	95.6	77.7	56.4	39.6
60/40	92	78.3	64.8	53.7
80/20	88.3	77.1	67.2	59.9

Carl Wants More Certainty for his Future

Probability and statistics are familiar subjects to Carl. And he's not comfortable with a better than one in three chance his money *may not* last as long as he intends. He wants to *guarantee* his money lasts a long time. A **single premium immediate annuity** (SPIA) may help do just that. See Carl's new plan on side 2.

Success Rate (%): This is the percentage of simulations resulting in a portfolio balance greater than $0 at end of withdrawal period. Balance of portfolio not allocated to stock is allocated to bond. Stock component is the Russell 3000 Index, a market capitalization weighted equity index that seeks to be a benchmark of the entire U.S. stock market. Bond component is the Bloomberg Barclays US Aggregate Bond Index, a broad-based benchmark that measures the investment grade, U.S. dollar-denominated, fixed-rate taxable bond market. Different indexes produce different results. Returns for portfolio stock and bond allocations based on Morningstar Investment Management's 2017 Capital Market Assumptions (CMA). Subtraction of 0.50% yearly investment management fee assumed. Actual fees and expenses vary by product and impact results. All returns are assumed in today's dollars, thereby maintaining the initial withdrawal amount (inflation adjusted) throughout the period. Success rates based on 5,000 market scenarios and various asset allocation strategies. Results are hypothetical estimates, not predictions. Source: Morningstar Investment Management LLC.

Interpretation Example: A 4% withdrawal rate, an allocation of 60% stocks and 40% bonds, and a 30-year withdrawal period shows a 64.8% chance withdrawals will last 30 years. This means that in 1,000 simulations, withdrawals lasted at least 30 years 648 times and ran out 352 times. What's an acceptable result varies per person. Results may indicate that adjustments (rate, period, allocation, etc.) in retirement plans should be considered.

Issuers: Integrity Life Insurance Company | National Integrity Life Insurance Company

Carl's New Retirement Income Plan[1]

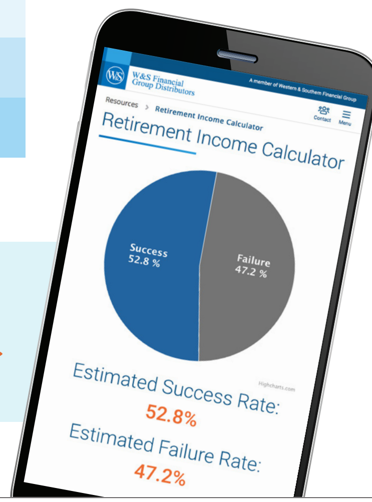
- He places **$191,803** in a SPIA. He chooses a "Lifetime with 10 Years Period Certain" payout. It will pay him **$11,000** yearly for **life**.
- He limits withdrawals from the other **$308,197** to a more conservative **3%**, for **$9,000** in year 1 income.
- He leaves his assets in a **60/40** stock/bond mix account for now.

Carl's New Plan **Guarantees** Over Half His Needs ... and Increases His Income Success Rate

Carl's new plan jumps his estimated success rate for sustaining withdrawals to **90.6%**. Plus the SPIA portion has a **100%** success rate because he'll never run out of SPIA payouts ... not just for **30** years ... ***but for the rest of his life!***

3% INITIAL WITHDRAWAL				
Withdrawal Period:	20 Years	25 Years	30 Years	35 Years
Stock/Bond %	Success Rate %			
40/60	100	98.2	92.8	83.9
60/40	99.3	96	90.6	84.3
80/20	97.4	93.1	88	82.7

*Visit **IncomeInputs.com** and discuss your results with your financial professional.* >



1 Based on quote produced 7/7/21.

About the Morningstar Analysis: This tool uses an analytical method simulating random returns of uncertain variables to obtain a range of possible outcomes. It involves generating thousands of scenarios, each simulating the growth of assets over a specified period of time, taking into account a variety of factors. Such probabilistic simulation does not analyze specific security holdings, but instead analyzes the identified asset classes. The simulation generated is not a guarantee or projection of future results but rather a tool to identify a range of potential outcomes. The simulation is hypothetical in nature and for illustrative purposes only. Underlying each scenario presented in this analysis are certain capital market assumptions (e.g., rates of return, volatility as measured by standard deviation,* correlation between asset classes**) Rate of return is forward looking. Capital market assumptions regarding rates of return for various asset classes and the probability analysis applied to these returns are key to the underlying results. **Results may vary with each use and over time. This analysis is not a guarantee, prediction or projection of any particular result. Actual results will vary materially**. The analysis can be used to help evaluate how certain decisions or strategies may impact the ability to achieve goals. Users should allow a margin of error and view the results as reasonable estimates but should not rely on the apparent precision of the results. *A measure of how far a data series moves above or below its average. **A measure of the degree returns are related to or dependent upon each other. **Material Assumptions:** Projections assume a withdrawal in the first year of the stated percent of the original portfolio value. Withdrawal amounts (not percentages) are assumed to be linked to inflation to maintain consistent purchasing power in real terms. Initial withdrawal amount is the percentage of the initial value of the investments withdrawn on the first day of the first year. Assumed arithmetic nominal returns by period: stock 5.38% (years 1-10), 9.69% (years 11-20), 9.77% (years 21+); bond 2.23% (years 1-10), 3.15% (years 11-20), 4.54% (years 21+). Inflation of 2.20% assumed constant. Standard deviations of 15.86% (stock) and 4.32% (bond) assumed. Stock/bond correlation of 0.10 assumed. **Material Limitations:** Extreme market movements may occur more often than in the model. Actual long-term results for each asset class will differ from assumptions. Market crises can cause asset classes to perform similarly, lowering the accuracy of projected return assumptions and diminishing the benefits of diversification. Diversification may not protect against market risk. Actual returns may be more volatile than projected in the analysis. The model does not consider correlation among asset class returns. It does not reflect the average periods of bull and bear markets, which can be longer than those modeled. Inflation is assumed to be constant, so variations are not reflected in calculations. Taxes are not taken into account, nor are early withdrawal penalties. The analysis uses two asset classes. Other asset classes may provide different returns or outcomes than those used. There is no guarantee that actual future market returns will be consistent with these assumptions and limitations. The analysis models portfolios comprised of asset classes, not investment products. As a result, the actual experience of an investor in a given investment product may differ from the range generated by the simulation, even if the broad asset allocation of an investment product is similar to the one being modeled.

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An immediate annuity is permanent. An owner has no access to the premium, which converts to income payouts. A contract has no cash value, no death benefit and can't be surrendered. Terms such as the payout amounts, timing and rates cannot be changed, unless commutation elected. Payouts end at annuitant death unless certain period or installment refund option elected. Life contingent payout may be less or more than premium based on length of annuitant(s) life. Life and Temporary life payouts provide no benefit on or after the death of the annuitant(s). Payment of benefits under the annuity contract is the obligation of, and is guaranteed by, the insurance company issuing the annuity. Guarantees are based on the claims-paying ability of the insurer. Products are backed by the full financial strength of the issuer.

No bank guarantee • Not a deposit • May lose value • Not FDIC/NCUA insured • Not insured by any federal government agency