

# INFLATION SHOW

**HOST.** \*\*Today we bring you emergency inflation measures to take for retirees. Along with severe drops to the stock markets since beginning of year and you have some very nervous Americans out there. This is when you need financial guidance the most. Inflation, highest numbers in over 4 decades.

Inflation risk usually one of those back-burner conversations about risk...usually market risk or tax but the last couple of years it's primary, correct?

**ADVISOR.** CNBC says 71 percent of retirement age investors are worried that inflation could have a negative impact on their savings nest egg..

**HOST.** A Personal Capital poll, conducted by Qualtrics, of people who are planning to retire in the next five years shows that inflation is the biggest concern for pre-retirees. 6%, 8%, 9% inflation are taking a serious toll on retirees spending choices...

**ADVISOR.** Inflation never sleeps, it just keeps going. And it can make it more difficult for you to be able to afford your way of life in the future. No matter how much or how little you have, inflation impacts everyone.

**HOST.** Respondents in this recent poll feel that they'll need a larger nest egg for retirement, and 36 percent say right now their anticipated standard of living is unsure. Are you hearing similar trends with your clients?

**ADVISOR.** [Respond]

**HOST.** This Personal Capital poll: one fourth of pre-retirees have pushed back their retirement date, and a similar percentage plan to work part-time in retirement because they're worried that they haven't saved enough. What are the options if you're afraid you'll come up short on your savings for retirement?

**ADVISOR.** [Respond]

**HOST.** What goes into building a retirement income strategy so you can be confident in the amount you're withdrawing from your retirement accounts?

**ADVISOR.** [Respond]



**HOST.** Inflation factors include meal spending, healthcare costs...like long term care, automobiles, home repairs etc. It's not just that you can say, hey, let's spend a little less this week. You actually need to mathematically factor in rising costs. How does someone going into retirement do that on their own?

**ADVISOR.** If you want to maintain your current standard of living in retirement, you have to understand what rising inflation can do to your retirement, and how you can help protect your savings. Figure out how much you'll need for the retirement you've been dreaming about.

- Cover all risks posing a threat to your retirement, including inflation, stock market volatility, potential tax increases, and skyrocketing health care costs
- Learn about the options for generating income in retirement

**HOST.** 2 out of 3 men underestimate their life expectancy...50% of women underestimate theirs. . What's the potential impact if we underestimate our lifespan?

**ADVISOR.** The reality is the main source of longevity risk for your money is not understanding how long you might live.

**HOST.** So, if we end up living a long time in retirement, 20 or 30 years, let's take this back to today's program, inflation over that time?

**ADVISOR.** [Respond] Annuities are insurance contracts designed for retirement or other long-term needs. They provide guarantees of principal and credited interest, subject to surrender charges. Annuity guarantees and protections are backed by the financial strength and claims paying ability of the issuing insurer. Annuities are not a deposit of nor are they insured by any bank, the FDIC, NCUA, or by any federal government agency.)

**HOST.** Inflation is just one piece of the retirement puzzle. What are some of the other concerns that we need to pay attention to in retirement?

**ADVISOR.** [Answer] Inflation in regards to ALL costs: Home repairs, auto replacement, Health-care (we don't get healthier the older we become!) Long term Care etc.

