

# Convert a Money Market Account

## *The Great Retirement Income Gap*

In retirement, your clients' needs could unexpectedly change, with their expenses suddenly outpacing their budget. What can you do to help them overcome the retirement income gap?

### Hypothetical example

Your clients are retired, comfortably living on an annual income of \$200,000. Suddenly, one of them experiences a chronic illness, and they require a substantial increase in income to supplement the \$200,000 already going toward living expenses.

### Funding

Money market account at local bank not being used for income:

- Base and rider included: \$200,000
- \$106,908 per year **each** — lifetime income stream specifically for care
- Investing \$200,000 at 53% guaranteed would generate \$106,908 for lifetime for one
- Using \$200,000 at 106% guaranteed would generate \$213,816 for lifetime of both

### Their income gap is your income gap

If your clients aren't prepared for this income gap, they'll likely have to spend down their assets much quicker than planned. Have you thought about how this would affect your business? Work with your clients to create a financial strategy that includes OneAmerica® Care Solutions.



**Male age 60 & female age 60**

Base policy

### Funding

- Cash lump sum
- Fixed annual premiums
- Nonqualified annuities
- Qualified money
- Cash value life insurance

Rider policy

### Funding

- Cash single premium
- Fixed annual premium

Lifetime

How can you potentially get them enough additional funds for as long as they need them, which could be 5, 10, 15 years... or longer?

**Note:** All numeric examples are hypothetical and were used for explanatory purposes only.

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