

**ALLIANZ LIFETIME INCOME+<sup>SM</sup>**  
**FIXED INDEX ANNUITY**

# Growing demand for guaranteed income solutions among plan participants

New research indicates greater retirement uncertainty and reduced confidence as more Americans rely on their employer-sponsored plans to cover essential needs.

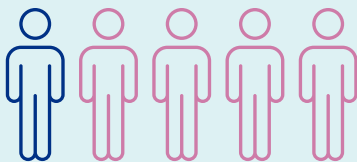
As the retirement landscape continues to evolve, Americans are challenged to consider new and unique solutions to help build confidence and ease uncertainty in their retirement strategies. Defined benefits are shifting to defined contribution plans, the future of Social Security is unknown, and together these factors are causing greater uncertainty about where retirement income will come

from. At the same time, market volatility, unpredictable lifespans, and inflating health- and long-term care costs are causing additional unrest for those who hope to grow and protect their future income.

**For as long as these realities coexist, future retirees must face the uncertainty and responsibility of funding their own retirements.**

## MANY AMERICANS ARE LACKING IN CONFIDENCE

to create their own retirement strategy.



**Fewer than 1 in 5** feel “very confident” in their ability to choose the right retirement products or investments<sup>1</sup>



**Retiree confidence** in having money to last their lifetime is **down 11%** from 2019.<sup>1</sup>

Although **THE MAJORITY WILL RELY ON AN EMPLOYER-SPONSORED PLAN FOR THEIR FINANCIAL FUTURE**, they are uncomfortable with the uncertainty of it lasting as long as they do.

**7 in 10** expect it will comprise most of their retirement income<sup>2</sup>

**Almost 6 in 10 (59%)** are worried it will run out during retirement<sup>2</sup>

<sup>1</sup> EBRI Retirement Confidence Survey, April 2020.

<sup>2</sup> Allianz 1Q 2021 Quarterly Market Perceptions Study, February 2021. Online survey with a nationally representative sample of 1,005 individuals age 18+ in the contiguous U.S. Subset represents 605 individuals with an employer-sponsored plan.

The combination of uncertainty and increased responsibility may help explain why employer-sponsored plan **PARTICIPANTS ARE INTERESTED IN ADDING A STRATEGY FOR GUARANTEED RETIREMENT INCOME.**



**73% would consider** an option that offers **guaranteed income for life** in their plan, if available<sup>2</sup>

**69% wish their plan included options with protection** from market downturns<sup>2</sup>

**64% of employer-sponsored plan participants** stated that market volatility caused by COVID-19 has increased their **interest in adding an option that offers guaranteed lifetime income** into their plan.<sup>2</sup>

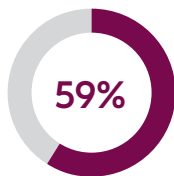
In addition to plan marketability and improved asset retention, **A GUARANTEED INCOME OPTION HAS THE POTENTIAL TO DRIVE EMPLOYEE LOYALTY** across generational cohorts.

**77% feel this would demonstrate a vested interest in their retirement** readiness and well-being (78% millennials, 82% Generation X, 73% baby boomers)<sup>2</sup>

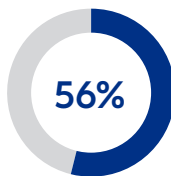
**65% feel this would increase their loyalty** (63% millennials, 75% Generation X, 57% baby boomers)<sup>2</sup>

Incorporating the option for **GUARANTEED RETIREMENT INCOME IN AN EMPLOYER-SPONSORED PLAN** recognizes plan participants' demand for protection from market downturns.

As one solution to help enhance your in-plan offerings, **Allianz Lifetime Income+<sup>SM</sup> Fixed Index Annuity** can help build a portion of guaranteed income within participants' 401(k)s, protecting against market volatility and unpredictable lifespans.



**would consider adding an annuity** to their plan if they had the option<sup>2</sup>



**would like more information** about annuities as part of their plan<sup>2</sup>

**An annuity in employer-sponsored plans can help:**

Drive greater **employee loyalty and retention**

Increase participants' **retirement readiness and confidence**

Improve plan marketability and asset retention

→ **Consider how Allianz Lifetime Income+ could help support in-plan offerings.**

Adding a lifetime income option would **PROVIDE ADDITIONAL SUPPORT FOR EMPLOYEES.**

**8 in 10 workers** and **7 in 10 retirees** say it would be helpful if their employer offered education or advice on converting savings into income in retirement.<sup>1</sup>



**Nearly 70%** self-identify as a "do it for me" or "do it with me" investor<sup>1</sup>

Annuities can help you meet long-term retirement goals by offering tax-deferred growth potential, a death benefit for beneficiaries during the accumulation phase, a guaranteed stream of income during retirement, and income benefits that are either built in or available as optional income riders that may have an additional cost.

→ Visit [www.allianzlife.com/dc-plan](http://www.allianzlife.com/dc-plan) to learn more about Allianz Lifetime Income+

<sup>1</sup> EBRI Retirement Confidence Survey, April 2020.

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Guarantees are backed by the financial strength and claims-paying ability of Allianz Life Insurance Company of North America.

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