

# Plan review conversations

## Advocating for a lifetime income option

A plan review or quarterly review session is a great time to suggest that a plan sponsor consider adding a guaranteed lifetime income option, such as annuities, to their plan. After you review the health of the plan and current features, it's an ideal time to suggest additional strategies to help improve participant outcomes and address rising concerns about retirement income.

### ARM YOURSELF WITH THE DATA

Recent research insights citing employee interest and perceptions may help you demonstrate the need to the plan sponsor.

- 78% of plan participants would be interested in a product that can serve as a **supplemental source of guaranteed income** along with Social Security.<sup>1</sup>
- 66% of plan participants expect that most of their retirement income will come from money in their employer-sponsored plan, and 64% would like more information about annuities as part of their plan.<sup>1</sup>
- And finally, 78% said **providing an option for lifetime income within their plan** would demonstrate their employer has a vested interest in their retirement readiness and well-being.<sup>1</sup>

### EXPAND YOUR PLAN REVIEW CHECKLIST

There are several key moments during the plan review which can be a natural segue to a conversation about in-plan lifetime income options.

#### Investment review

- ☐ Have they considered adding a lifetime income option to their managed account option to address the decumulation needs employees have after their working years?
- ☐ If they don't have a managed account option, it's an opportunity to address participant needs for investment guidance and lifetime income.

#### Fiduciary review

- ☐ Are they aware that the recent legislation, including the Setting Every Community Up for Retirement Enhancements (SECURE) Act, has effectively reduced fiduciary liability if the insurance company selected were unable to meet its obligations to participants?

#### Participant communications

- ☐ What sort of feedback are they hearing from participants?
- ☐ Are any expressing concerns about outcomes?
- ☐ Do they express concern about saving enough or outliving their savings?

If you build it,  
they will come.

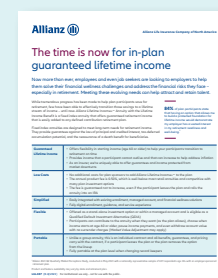
**75%**

of plan participants would consider adding an option that offers **guaranteed lifetime income**.<sup>1</sup>

Leverage these marketing assets to support the conversation.



OVERVIEW  
VIDEO

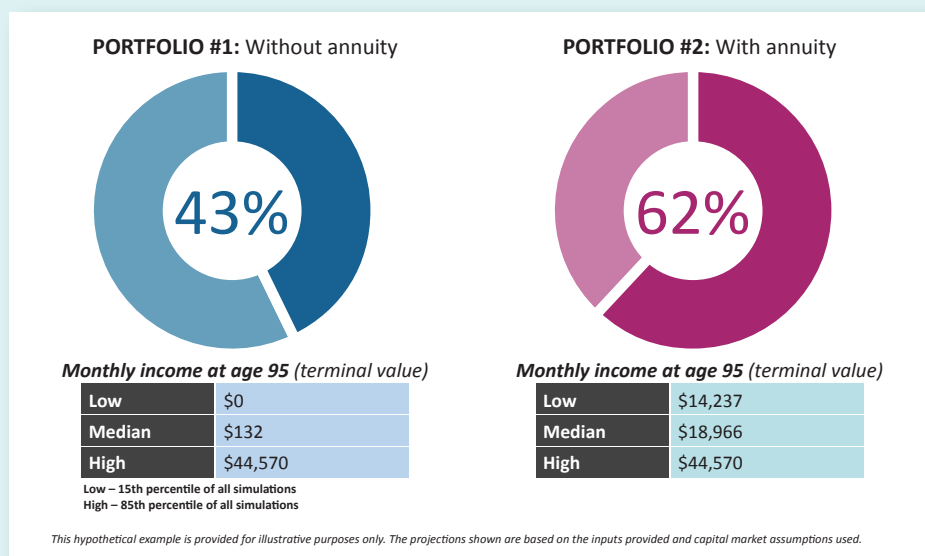


Plan Sponsor  
One Pager  
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<sup>1</sup> Allianz 2024 2Q Quarterly Market Perceptions Study, conducted in May 2024 with a nationally representative sample of 630 respondents age 18+ with an employer-sponsored retirement plan.

## REVIEW A CUSTOMIZED PIR

Contact us today to request a **Portfolio Impact Report** to assess how the integration of an annuity in a participant's portfolio can help improve quantitative outcomes. Build it into your agenda and review with the plan sponsor along with other recommendations to improve plan health – it's an effective way to demonstrate the value of a lifetime income option.



→ **READY TO GET STARTED?** Connect with the Allianz® team today to learn more.



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