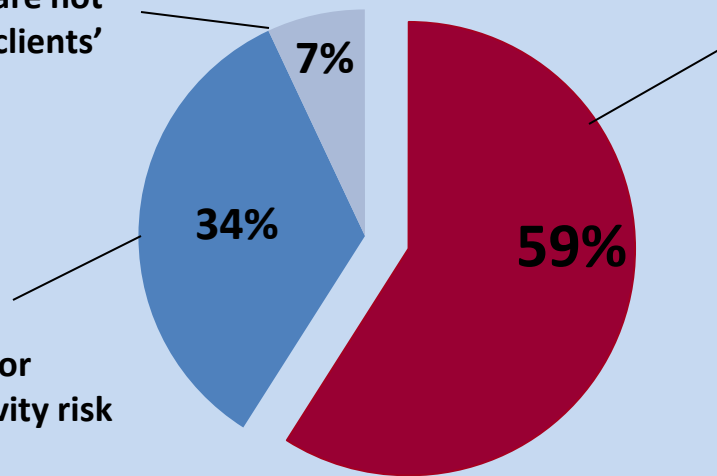


# Interest in Guarantees Grows

Only 7% of advisors are not worried about their clients' longevity risk.



Majority of advisors are very concerned their clients may outlive their assets.

Just over a third have minor concerns about the longevity risk of their clients.

## 1 in 3

Clients are proactively asking about guaranteed income solutions.



Six in 10 advisors say guaranteed income solutions, like annuities, are well received by their clients.

