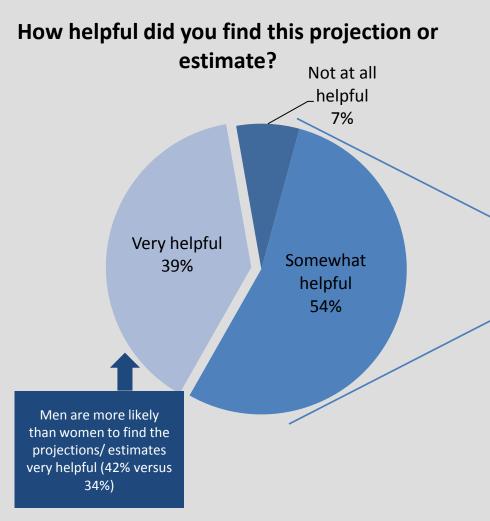
9 in 10 consumers felt retirement income projections somewhat or very helpful



Why did you not find this projection or estimate more helpful?*

Too hypothetical	38%
Not confident in accuracy of results	31%
Not helpful because I can't save more	22%
Did not capture all of my retirement savings	17%
Too confusing to understand the calculations behind the projections	14%
Results were too scary	9%
Not interested in thinking about retirement	5%



Source: LIMRA Secure Retirement Institute Quarterly Retirement Perspectives, Fourth Quarter 2013 *Respondents were permitted to provide more than one answer