

Evaluating Your Retirement Readiness

Following the global economic downturn of 2007 to 2009, it became clear that few individuals over age 50 could tolerate such extreme market swings and still expect to retire comfortably.

Following a rebound from 2009 to 2015, the nation's retirement confidence has sunk steadily, according to the 2017 Retirement Confidence Survey conducted annually by the Employee Benefit Research Institute/Greenwald & Associates.¹

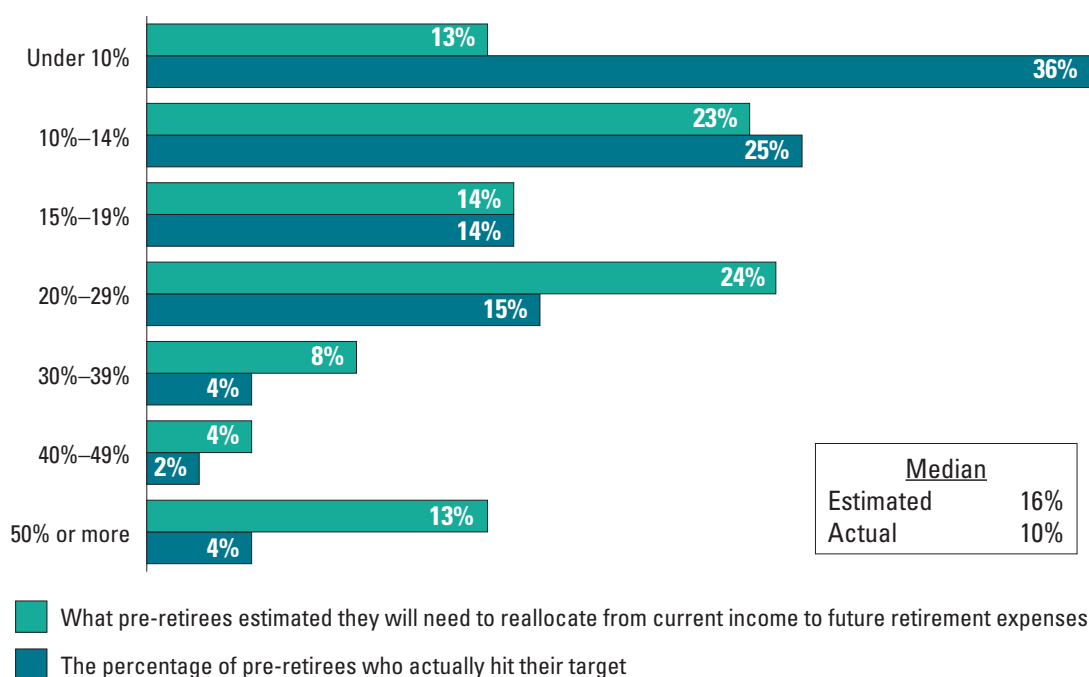
For many retirement-minded investors planning involves a high degree of guesswork that can lead to further stress when targets are missed.

While 23% of pre-retirees surveyed thought they would need to deploy between 10%-14% of their income to meet projected retirement expenses, only one out of four – 25% – met even the minimum threshold after one year. Average investors fared worse. Of those who estimated they would need to allocate 16% of annual income only 10% succeeded in hitting their targets.

¹ 2017 Retirement Confidence Survey, © 2017 Employee Benefit Research Institute; Page 13
<https://www.ebri.org/pdf/surveys/rcs/2017/IB.431.Mar17.RCS17..21Mar17.pdf>

Percentage of Household Income That Workers Think They Need to Save to Live Comfortably in Retirement

About what percentage of your total household income do you think you (and your spouse) need to save each year from now until you expect to retire so you can live comfortably throughout your retirement? If you are like many other retirement-minded investors, you may need more realistic estimates of what you can allocate to retirement.



Source: 2017 Retirement Confidence Survey, © 2017 Employee Benefit Research Institute; Data for chart: Page 13
<https://www.ebri.org/pdf/surveys/rcs/2017/IB.431.Mar17.RCS17..21Mar17.pdf>

Taking Responsibility

Ensuring one's future financial security in retirement is, of course, everyone's eventual responsibility.

Still, it is sometimes human nature to postpone small tasks that can lead to big decisions—such as what it will take for retirement savings to last a lifetime.

A Snapshot Can Help You Focus

If you could use some short-term clarity around your own situation, try filling out our **Retirement Readiness Scorecard** inside. Please keep in mind that our “Scorecard” offers only general advice and is not intended as a substitute for consultation with an appropriate financial professional.

Retirement Readiness Scorecard

Try the Assessment

Yesterday's retirement relics, the rocking chair and the fishing pole, are making room for new retirement icons such as mobile devices for launching second businesses and social media strategies for supporting favorite charities.

To aid you on your own retirement quest, Delaware Life designed this self-evaluation tool for assessing retirement readiness. Simply gauge your level of completeness for each task and check all boxes that are appropriate. For example, score 1 for each task you haven't started. If you have begun a task, such as developing a strategy for future income payments, score 3. Finally, for each task you have completed, give yourself a 5.

complete the assessment on page 4

You, too, may be just as likely to retire to a new lifestyle as retire from a job. This point was underscored by Ken Dychtwald, author of *Age Wave*, who noted that many of today's retirees "are not looking at retirement as a one-way trip to leisure-ville; but as a time to reinvent themselves and try something new."

Retirement Readiness Scorecard

	POINTS		
	Not started 1	In process 3	Completed 5
1. Know the steps to take to receive all of my retirement benefits	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. Identified my future retirement goals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Completed the calculations for determining what I need to save to meet my retirement objectives	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Determined when my retirement will be financially feasible	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. Decided whether or not to work part-time in retirement	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
6. Considered starting a new business venture or foundation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
7. Estimated how market volatility and economic changes could affect my retirement resources now and future income later	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
8. Formulated a retirement insurance strategy to protect against medical emergencies, loss of future income and other events	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
9. Analyzed whether or not I have a retirement resources shortfall based on my health and life expectancy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
10. Have a plan for extended nursing or home health care	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
11. Developed a financial strategy to ensure regular, future income payments	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
12. Adjusted my retirement plan to accommodate changes to my health and life expectancy	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

	POINTS		
	Not started 1	In process 3	Completed 5
13. Took full advantages of tax savings opportunities	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
14. Monitored my retirement resources carefully and made adjustments when necessary	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
15. Decided whether to be a retirement lifestyle “do-it-yourselfer” or enlist the aid of a financial professional	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
16. Looked at ways to offset the impact of market volatility on my retirement savings	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
17. Built my retirement lifestyle budget	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
18. Distinguished between my discretionary “wants” and what I need to pay my future retirement expenses	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
19. Developed a debt evaluation and debt-reduction plan	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
20. Considered leaving a bequest to family, friends or a charity	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

After scoring all 20 Retirement Readiness Scorecard tasks, add up your sub-totals for each of the three categories and enter them in the table here. Then, total up your points to see how “retirement ready” you are.

Sub-Totals

Not started

In process

Completed

TOTAL

The Scores

95-100: Perfect (or nearly so)

Keep up the good work. You clearly know how to plan ahead. While you are doing very well at this point, remember to monitor your retirement readiness at least once a year to make any necessary adjustments.

80 to 94: Very good

You excel at pre-retirement planning. You have completed the lion's share of pre-retirement tasks with most other critical areas "in process." While you may not have started one or two important tasks, your momentum promises to carry you forward to a comfortable, attainable and practical retirement.

60-79: Good

While not retirement ready, you've made a good start on your retirement journey. You've initiated and completed a number of major tasks. However, there are too many tasks "in process." With some additional focus, you can check the boxes on these in short order. Caution: several important items have been neglected that require your attention. Consider putting a start date to these pending topics before they slow down your efforts.

20- 59: Room for improvement

You may fit in the Retirement Confidence Survey's 27% of respondents who do not know how much they need to save for retirement. It's true what they say about retirement readiness—you cannot manage what you cannot measure. And, if you aren't measuring your progress, probably no one is doing it for you. However, it isn't too late to assume responsibility for your future. A first consultation with most financial professionals is generally free of cost and well worth the effort.

**ONLY 18% OF PRE-RETIREEES SAY THEY'RE "VERY CONFIDENT"
THEY WILL RETIRE COMFORTABLY.**

HOW CAN YOU ENSURE YOU WILL BE ONE OF THEM?

—2017 RETIREMENT CONFIDENCE SURVEY

For the Retirement Dimensions in Your Life: Growth Today for Income Tomorrow

If you are like many individuals nearing or entering retirement, you are looking to achieve two primary goals: Accumulate dollars today and receive dependable income tomorrow.

The journey between those goals, however, may involve unwanted risk exposure unless you have adequate information, expert advice and access to proven strategies. One way of securing a sustainable retirement lifestyle strategy to meet your future needs is through the help of a financial professional with a proven, cornerstone financial product like a fixed index annuity (FIA).

An FIA, in effect, is a contract between you and an insurance company that is designed to help you meet your long-term retirement needs. In exchange for your payment of an insurance premium, the insurance company gives you the opportunity to earn additional interest based on the performance of a market index, and pays you income in the future.

Guarantees are backed by the financial strength and claims-paying ability of the insurance company issuing the annuity.

Experience Delaware Life Dimensions

Delaware Life Dimensions is designed to help you reach your retirement goals through timely, thoughtful ideas and leading research. This 12-part educational program offers general advice concerning principal preservation, growth and income during retirement. It is not intended as a substitute for a consultation with a qualified financial professional who understands how this information may apply to your specific situation.

Is a Fixed Index Annuity Right for You?

You might be a good candidate for an FIA if you agree with any of these statements:

“I want a convenient way to receive predictable monthly payments after I retire.”

“I need to find a way to preserve my retirement principal.”

“I’m retiring yet still want my money to keep growing while it pays me income.”

“I’d like a solution that locks in value I can leave to my heirs.”

Do You Want to Learn More?

Ask your financial professional about other topics in the Delaware Life Dimensions Retirement Education Series, including:

> 2 **Planning for Longevity** America's aging population is also its fastest-growing demographic. What pre-retirees need to consider as they look ahead.

> 5 **Making Up a Retirement Shortfall** Volatile markets can take a toll on retirement portfolios. Here's a strategy that could help reinvigorate the pace of accumulation.

About Delaware Life

We are dedicated to supporting you with valuable, straightforward solutions that help you save today and provide income for tomorrow. Our current product offerings include fixed and fixed index annuities. Delaware Life Insurance Company manages approximately 342,000 in-force annuity and life insurance policies representing \$36.6 billion in assets under management and \$14.1 billion of invested assets as of September 30, 2017.

Contact Your Financial Professional Today to Learn More

Delaware Life Insurance Company is authorized to transact business in all states except New York, as well as in the District of Columbia, Puerto Rico and the U.S. Virgin Islands. Delaware Life Insurance Company is a member of Group One Thousand One.

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NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY**

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