

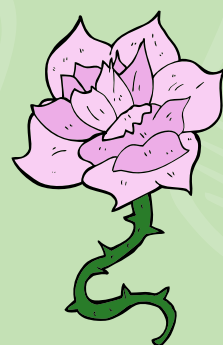
NEPC, LLC PRESENTS

IN-LAWS & INCOME SOLUTIONS

THEY'RE COMPLICATED, WE GET IT. HERE'S
WHAT THEY HAVE IN COMMON & WHAT WE THINK.

1. A ROSE IS A ROSE IS A ROSE

Annuities got a makeover and are now called "income solutions". What can we call in-laws?

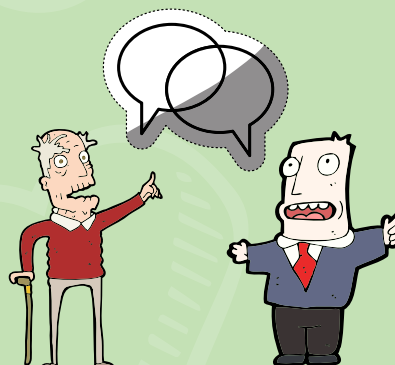


2. YOU'RE SUPPOSED TO LIKE THEM

The government would like to see income annuities in DC plans to provide retirees a pension-like income stream.

3. YOU DON'T UNDERSTAND THEM

It's like you speak a different language.



4. THEY MAKE SENSE TO SOMEONE, RIGHT?

Your spouse says so.

5. YOU CAN'T AFFORD THEM

They seem to turn a lot of money into a little.



6. THEY GO AWAY AND THEN THEY COME BACK

It seems like every couple of years they're back on your doorstep.

7. WE LOVE THEM, SORT OF

Turning a lifetime of savings into an income stream at retirement would be awesome. But, account balances and interest rates are too low, and complexity and fees are too high to expect widespread adoption and utilization at this point. But we'll keep an open mind and so should you.



Tim Fitzgerald and Christine Loughlin work for NEPC, LLC. In their roles as defined contribution consultants, they regularly advise clients about plan design and distribution options. All opinions expressed are solely their own and do not reflect the opinions of NEPC. Look for their companion piece on Active Management & Marriage.