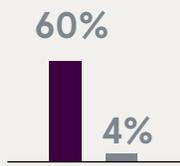


# Why you may need to rethink how you fund your retirement

## WHY NOW?

In the early 1980s, around 60% of companies offered defined benefit Pension plans.



Today, that number is around 4%.<sup>1</sup>

Social Security is expected to stop paying benefits in full by the year 2035. Even if paid in full, the average payout is around

**\$18,170**  
PER YEAR

—barely above the poverty line.<sup>2</sup>

Life expectancy continues to increase.

**50%**

of 65-year-old couples will have one spouse live to age 90 or later.<sup>3</sup>



16% of boomers have **\$25,000 or less** saved for retirement.<sup>4</sup>

## WHY VARIABLE ANNUITIES?

A variable annuity can help grow your income—and offer you benefits like

**Guaranteed Income for Life.**<sup>†</sup>

**Problem of perception:**

**90%** of workers say it is important to have a source of guaranteed lifetime income other than Social Security.

Yet, only **one in five** own an annuity.<sup>5</sup>



**69% of retirees** receiving income from an annuity agree savings and investments won't run out if they live to be 90. This is compared to 57% of retirees not receiving income from an annuity.<sup>6</sup>

Variable annuities are long-term, tax-deferred investments designed for retirement, involve risks, and may lose value. Earnings are taxable as ordinary income when distributed. Individuals may be subject to a 10% additional tax for withdrawals before age 59½ unless an exception to the tax is met.

**8% of pre-retirees and 18% of retirees** have purchased an annuity.<sup>7</sup>

## WHY JACKSON®?

No.

**1**

selling provider in the Variable Annuity Industry.<sup>8</sup>

**15 years**

OF STRONG RATINGS.<sup>9</sup>

Assets totaled \$353 billion as of December 31, 2020. Jackson also has \$305 billion in policyholder reserves (as of December 31, 2020).<sup>10</sup>

**Highest Customer Service**

in the Financial Industry—**15 years running.**

Service Quality Measurement Group (SQM), 2006–2020<sup>11</sup>



**Award-winning** financial education materials:

- Retire on Purpose<sup>12</sup>
- Insurance marketing and communications
- Jackson.com

\* Guarantees are backed by the claims-paying ability of the issuing insurance company.

† Add-on benefits are available for an extra charge in addition to the ongoing fees and expenses of the variable annuity.

Jackson® is the marketing name for Jackson Financial Inc., Jackson National Life Insurance Company®, and Jackson National Life Insurance Company of New York®.

To learn more about why variable annuities can play an important role in retirement planning, contact your financial professional today.

<sup>1</sup> CNN Money, "Ultimate Guide to Retirement," October 19, 2021.

<sup>2</sup> Center on Budget and Policy Priorities, "Top Ten Facts about Social Security," August 13, 2020.

<sup>3</sup> Social Security Administration, "When to Start Receiving Retirement Benefits," 2021.

<sup>4</sup> Transamerica Center for Retirement Studies, 21st Annual Transamerica Retirement Survey of Workers, "Living in the COVID-19 Pandemic: The Health, Finances, and Retirement Prospects of Four Generations," August 2021.

<sup>5</sup> Insured Retirement Institute, "Retirement Readiness Among Older Workers," March 2021.

<sup>6</sup> Brighthouse Financial, "Now or Later: Choosing an annuity based on your income needs," September 10, 2020.

<sup>7</sup> Jackson Investor Insights, Research Findings on the Prevalence of Annuity Ownership, 2019.

<sup>8</sup> LIMRA, Secure Retirement Institute®, U.S. Individual Annuity Participants Report 4Q YTD 2020. Based on total variable annuity sales out of 40 companies that reported sales.

<sup>9</sup> Ratings current as of 3/13/2021. Financial strength ratings do not apply the principal amount or investment performance of the separate account or underlying investments of variable annuities. While ratings can be objective indicators of an insurance company's financial strength and can provide a relative measure to help select among insurance companies, they are not guarantees of the future financial strength and/or claims-paying ability of a company and do not apply to any underlying variable investment options. The broker/dealer from which an annuity is purchased, the insurance agency from which an annuity is purchased, and any affiliates of these entities make no representations regarding the quality of the analysis conducted by the rating agencies. The ratings agencies are not affiliated with the broker/dealer from which an annuity is purchased, the insurance agency from which an annuity is purchased and any affiliates of these entities, nor were they involved in any rating agency's analysis of the insurance companies.

<sup>10</sup> U.S. Generally Accepted Accounting Principles (GAAP or U.S. GAAP) data as of December 31, 2020. Jackson also has \$305 billion in policyholder reserves (as of December 31, 2020). GAAP is an accounting standard adopted by the U.S. Securities and Exchange Commission (SEC). Specifications of GAAP include definitions of concepts, principles, and industry-specific accounting rules. The purpose of GAAP is to ensure that financial reporting is consistent and transparent from one organization to another.

<sup>11</sup> SQM (Service Quality Measurement Group) Contact Center Awards Program for 2006–2020.

<sup>12</sup> WealthManagement.com Industry Awards, Outstanding Achievement in Insurance Service, 2018.

**Before investing, investors should carefully consider the investment objectives, risks, charges and expenses of the variable annuity and its underlying investment options. The current contract prospectus and underlying fund prospectuses, which are contained in the same document, provide this and other important information. Please contact your financial professional to obtain the prospectuses. Please read the prospectuses carefully before investing or sending money.**

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