## ANNUITY INCOME IN eMONEY

# Annuity Income in Needs Analysis

Easily illustrate the need for an annuity in a client account.

# **What eMoney Shows**

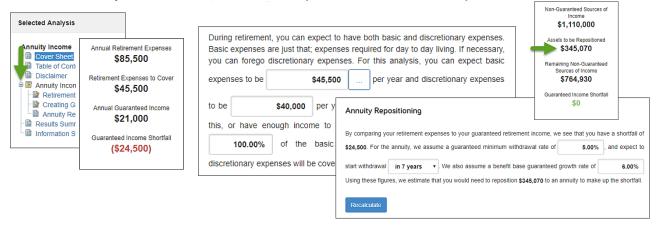
With eMoney, advisors can input the annuity's minimum withdrawal rate, the deferral rate, and the number of years deferring income. Using this data, eMoney will determine how much of a client's assets should be re-positioned to the annuity to cover any potential guaranteed income shortfall.

# Why Use eMoney

eMoney helps advisors distinguish the client's income needs in retirement between basic (essential) expenses and discretionary expenses. The advisor can select the percentage of the client's basic or discretionary expenses they would like covered by guaranteed income.

# **How eMoney Displays the Annuity**

To access the annuity, select Plans > Tools > Needs Analysis. Then select Add > Annuity Income.



From there, click the drop-down menu next to *Annuity Income Analysis*. This will provide three options: *Retirement Expenses*, *Creating Guaranteed Income*, *and Annuity Repositioning*.

### 1. Retirement Expenses

- This page will allow advisors to establish which of their client's expenses are basic expenses versus discretionary expenses.
- Advisors can select how much of each expense they would like covered by a guaranteed income source (Social Security, Pensions, etc).
- After you press 'Recalculate,' eMoney will display the client's Guaranteed Income Shortfall.

## 2. Creating Guaranteed Income

 Once the client's withdrawal rate, number of years to defer income, and guaranteed growth rate for the annuity are entered, eMoney will provide the asset amount needed to reposition into an annuity to close the guaranteed income gap.

# 3. Annuity Repositioning

- This page will give advisors a work flow of the repositioning process.
- It shows a breakdown of the assets before repositioning to the number of investment assets left in the client's nonguaranteeed accounts after repositioning.