Converting Wealth to Income —

Your Priorities

What factors are most important to you when determining your retirement income? Depending on your retirement lifestyle goals, financial circumstances and time horizon, certain elements may be more important to you than others.

Consider these questions as you determine your income goals:

1. How much income will you need ?
2. When do you want it to start?
3. How long do you want it to last?
4. Where do you want it to come from?
5. How much do you want to leave to family and/or charity?

Rank the factors below in order of their importance to you:

Priority Rank	Importance	Tradeoff	Potential Strategy
	Income that lasts for life.	May not keep up with inflation.	■ Bond Ladder ■ Annuity – Single Premium Immediate Annuity (SPIA) ■ Annuity – Guaranteed Minimum Withdrawal Benefit (GMWB)
	Income that increases to keep up with inflation.	May run out of assets.	■ Systematic withdrawal ■ Income + Growth
	Income that fluctuates based on interest rates. Higher interest rates — more income. Lower interest rates — lower income.	Income amount changes frequently (possibly each year).	■ Bond Ladder
	Income with growth potential — income that fluctuates based on equity (stock) market returns. Higher returns — more income. Lower returns — less income.	Income amount changes frequently (possibly each year). *	■ Annuity – GMWB ■ Systematic Withdrawal ■ Income + Growth

** Annuities are designed to be long-term investments and frequently involve substantial charges such as administrative fees, annual contract fees, mortality & risk expense charges and surrender charges. Early withdrawals may impact annuity cash values and death benefits. Taxes are payable upon withdrawal of funds. An additional 10 percent IRS penalty may apply to withdrawals prior to age 59-1/2. Annuities are not guaranteed by FDIC or any other governmental agency and are not deposits or other obligations of, or guaranteed or endorsed by any bank or savings association. With fixed annuities, both the money you invest and the interest paid out are guaranteed by the claims-paying ability of the insurer. Investments in variable products will fluctuate and values upon redemption may be less than the original amount invested. Investors should consider the investment objectives, risks, and charges and expenses of an annuity carefully before investing. Prospectuses containing this and other information about the annuity are available by contacting your RBC Wealth Management® Financial Advisor. Please read the prospectus carefully before investing to make sure that the annuity is appropriate for your goals and risk tolerance.*

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