

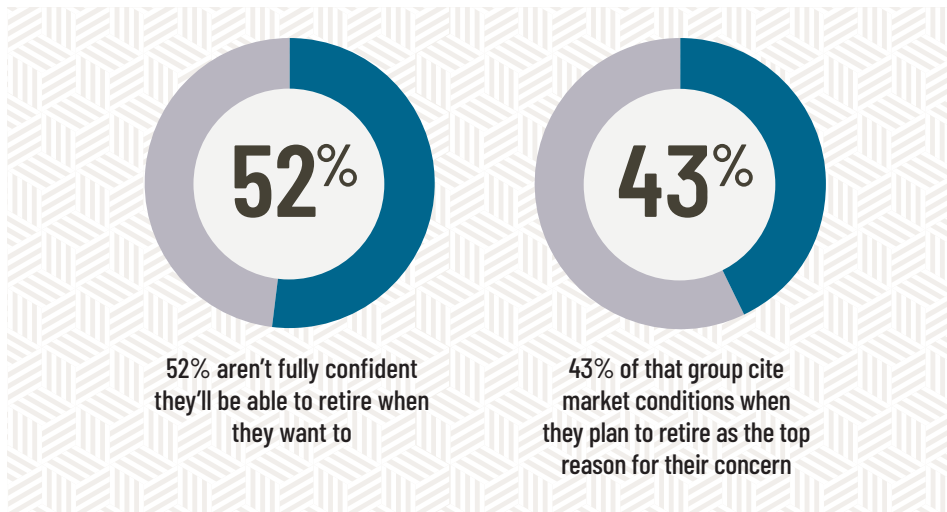
A March survey exploring the views of those in their prime retirement years provides timely perspectives about their retirement plans amid current market volatility.

# MARKET VOLATILITY RAISES CONCERNS ABOUT TIMING FOR RETIREMENT

CONDUCTED AMID MARCH'S MARKET DOWNTURN, THE ALLIANCE FOR LIFETIME INCOME'S RETIREMENT RESET SURVEY REVEALS THE BENEFITS OF PROTECTED LIFETIME INCOME TO THOSE IN THEIR PRIME RETIREMENT YEARS.

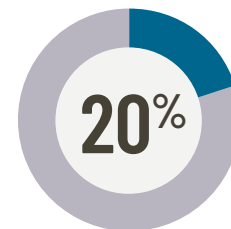
## AMERICANS ARE CONCERNED THEY MIGHT NEED TO DELAY RETIREMENT

This online survey of working and retired Americans between 61 and 65 years old provides insight into how a market downturn will affect their confidence about meeting retirement goals. Americans who have a source of protected lifetime income from a pension or annuity are less at risk of running out of money in retirement because of market downturns.



6 in 10

Approximately 6 in 10 Americans in their prime retirement years are concerned about the current volatility. Notably, those still working are significantly more concerned.



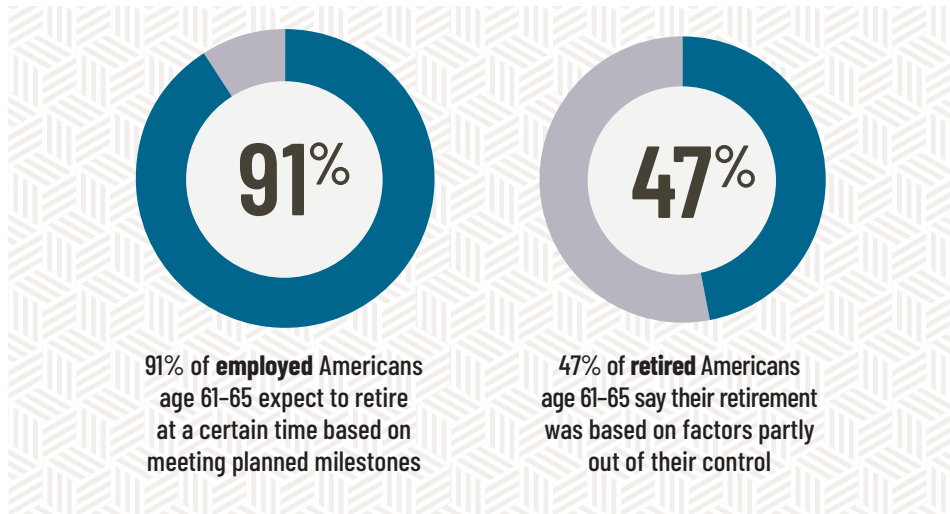
20% of those age 61-65 and still working are "very concerned" vs. 12% of retirees

## 2020 RETIREMENT RESET SURVEY

### 4. 2020

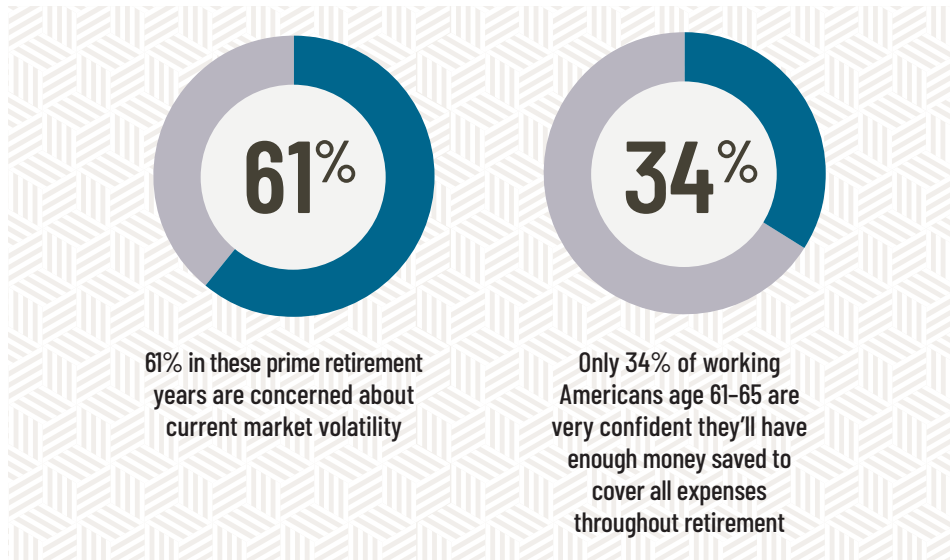
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As a result, Americans age 61-65 need to recognize that unexpected events affect retirement plans.



### CURRENT MARKET VOLATILITY PUTS AMERICANS AGE 61-65 AT RISK

A significant downturn in the markets — in the years immediately before or after retirement — can have a serious negative long-term impact on retirement portfolios (experts call this sequence-of-returns risk).

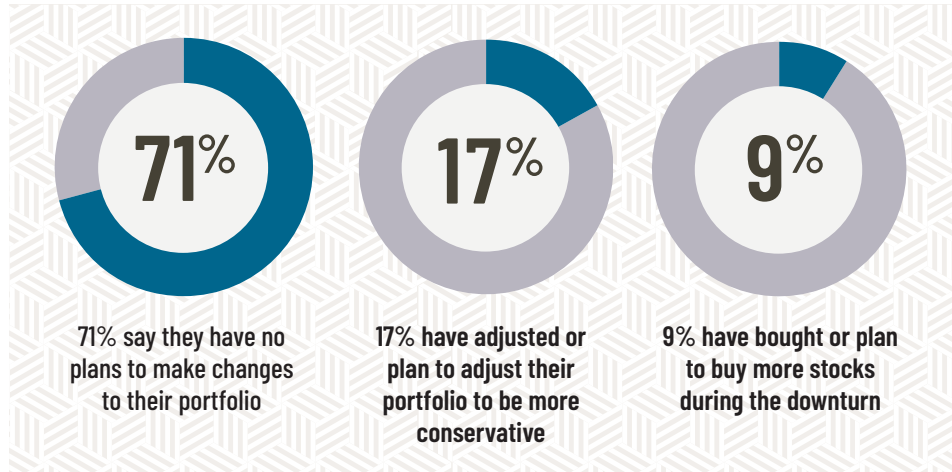


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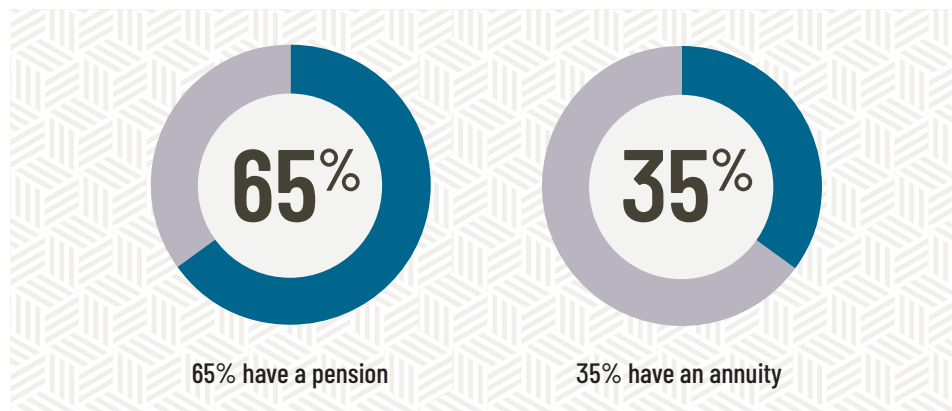
### 4. 2020

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Despite Americans' concern about the market volatility, the majority age 61-65 are staying the course with their portfolio – reinforcing the value of protected lifetime income during times of high uncertainty and market downturns.

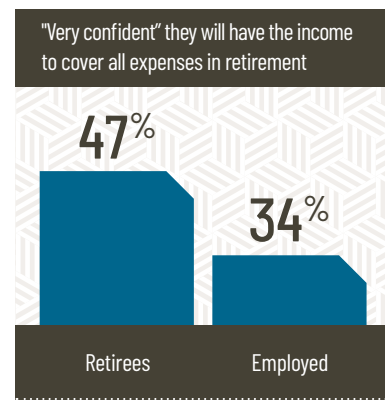


Notably, 76% overall have protected lifetime income from an annuity or a pension, or both, which provides them with steady income despite market downturns. This is likely one reason (in the previous statistic) 71% say they don't plan to make changes to their portfolio.



### AMERICANS' BEHAVIORS AND ATTITUDES DEPEND MAINLY ON WHETHER THEY'RE WORKING OR RETIRED

**Retirees** age 61-65 are more confident about their retirement than those still **working**, regardless of age, gender or any other factor.



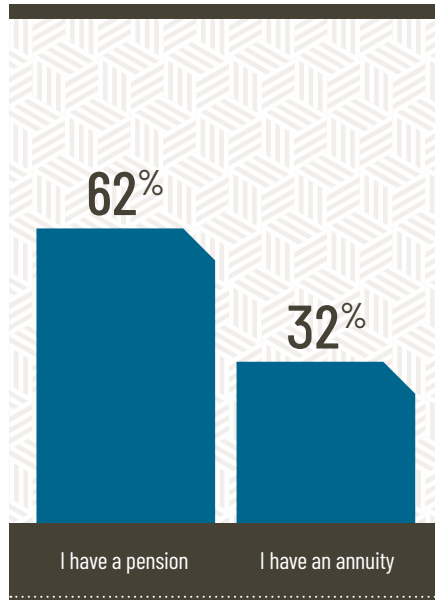
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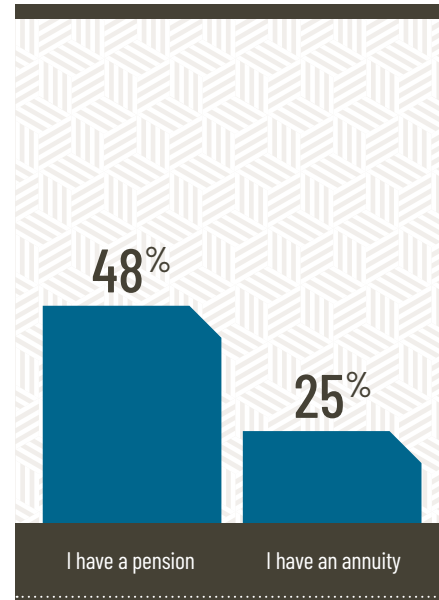
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Having protected income is key to retirees' confidence about retirement compared with those working.

Among the reasons retirees feel "very or moderately confident" they'll have income to cover all expenses

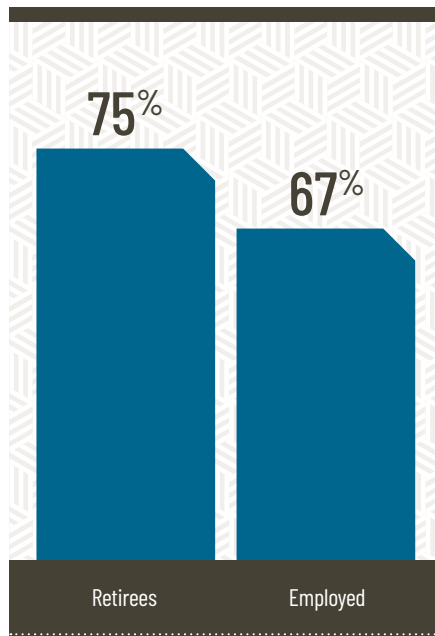


Among the reasons the employed feel "very or moderately confident" they'll have income to cover all expenses



The retired vs. working divide extends to their plans to stay the course in the markets.

Don't plan on making changes to their investment portfolio

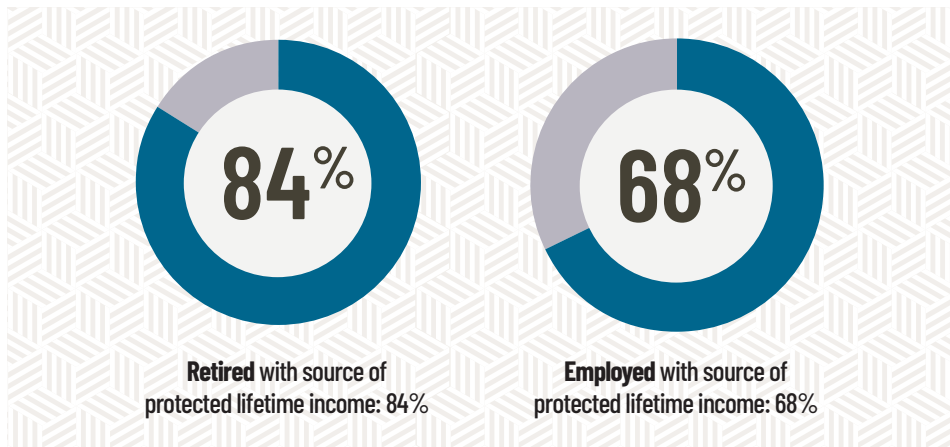


## 2020 RETIREMENT RESET SURVEY

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Having protected lifetime income favors **retirees** over those still **employed** as well.



### PLANNING IS KEY TO HAVING A FULFILLING RETIREMENT

When 65-year-old survey respondents were asked to give advice to their 61-year-old selves, they had three important tips:

- Save more and be smart financially
- Be proactive
- Remember to have fun