



5 REASONS NOT TO BUY AN ANNUITY

Here are some reasons you should avoid buying an annuity. This list is not exhaustive, consult your Financial Planner for personalized advice.

1	<p>HIGH-FEES</p> <p>These products often have significant fees including sales commissions, administrative fees, and underlying investment fees. These fees will erode your returns over time.</p> <p><i>There are many low-cost ways to grow your money without forking over part of it to an insurance company.</i></p>
2	<p>ILLIQUIDITY</p> <p>Once purchased, your money is tied up for a specific period of time, often the rest of your life. Early withdrawals may result in surrender charges and other penalties.</p> <p><i>You should have control over your money—particularly in retirement when you may have unexpected medical costs and other large expenses.</i></p>
3	<p>LIMITED INVESTMENT OPTIONS</p> <p>Compared to other investment vehicles (IRAs, 401(k)s), annuity investment options are often limited (and expensive). This lack of flexibility may not align with your investment goals or risk tolerance.</p> <p><i>Your investment choices will have a significant impact on your returns & diversification. Don't leave these outcomes up to an insurance company.</i></p>
4	<p>COMPLEXITY</p> <p>The products are complex by design. The various features, options, and riders make it difficult to understand the terms and conditions for investors. Without understanding the product, it's impossible to grasp the implications of investing in it.</p> <p><i>If you do not understand an investment, do not invest in it.</i></p>
5	<p>INFLATION RISK</p> <p>Annuities may provide a guaranteed stream of income, but it is unlikely to keep up with inflation over time. This will reduce your purchasing power.</p> <p><i>Traditional investments such as equities and real estate are much better hedges to inflation.</i></p>