



# Closing the **RETIREMENT INCOME GAP**

One of the biggest concerns for people nearing retirement is whether their money will last a lifetime. According to LIMRA, 51% of pre-retirees are not confident they will have enough income throughout retirement. Advanced Capital Management works with individuals to develop income plans designed to close the retirement income gap and provide confidence in an unpredictable market.

## Understanding the Retirement Income Gap

The Retirement Income Gap is the shortfall between your predictable income sources—like Social Security or pensions—and what you actually need to live comfortably in retirement. Factors like inflation, longer life expectancy, and reduced employer pensions have widened this gap. According to the U.S. Census Bureau and the Stanford Center on Longevity, Americans are living well into their 80s and 90s, yet most retirement savings strategies fall short beyond age 85.

## The Role of Annuities in Retirement Planning

Annuities provide an efficient solution for turning savings into a predictable income stream. In particular, fixed index annuities with income riders offer principal protection, market-linked growth, and guaranteed lifetime income.

- LIMRA reports that 88% of annuity owners are confident about their retirement security.
- BlackRock research shows that combining guaranteed lifetime income with an aggressive asset allocation can generate 29% more annual spending and reduce downside risk by 33%.
- Michael Finke, PhD and Wade Pfau, PhD state: “Annuities allow a retiree to spend at a level that would require a high risk of failure if funded solely from an investment portfolio.”



## The Case for Guaranteed Income

The Federal Reserve shows that over 60% of Americans age 60+ rely heavily on market-based investments—leaving their retirement vulnerable to downturns.

David Blanchett's research (formerly of Morningstar) indicates that retirees with guaranteed income sources are more confident and better able to spend sustainably throughout retirement.

Guaranteed income helps close the retirement income gap while reducing sequence-of-returns risk, allowing retirees to spend without fear of outliving their money.

## Meet Susan – A Real Story

Susan, a retired schoolteacher in her late 60s, had built up a nice nest egg in her 403(b). But every time the stock market dipped, she felt a wave of anxiety. “What if I live to 95 and my money runs out at 85?” Susan reached out to John at Advanced Capital Management. After a complimentary review, they agreed that part of her retirement savings should be repositioned into a Deferred Index Annuity with a Lifetime Income Rider.

Here’s why:

- She wanted guaranteed income
- She needed to protect her principal
- She liked locking in market-linked gains each year
- She didn’t want to give back earnings if the market dropped

Now, Susan receives monthly income she can count on—no matter what happens in the market. She calls it her “sleep-well-at-night” money

## Real Client Experiences



I’ve been with John for several years—he explains everything clearly and has helped me stay protected from market losses.

**Joseph A. Parisotto, Jr.**



We met John shortly after relocating to Florida. He’s always been available when needed and never pushy. We’d recommend him to anyone making important financial decisions.

**Susan & Tom**



With these volatile markets, I feel safe knowing my annuity with Advanced Capital Management protects my retirement income. No losses and a steady stream when I’m ready

**Jennie Silva**



John is a seasoned professional and he makes things easy for me to understand.

**Gregory Pointer**





## Take the Next Step

If you're concerned about outliving your savings or uncertain about how to turn assets into lasting income, let's talk.

At Advanced Capital Management, we help you create a custom strategy to protect what you've built—and give you the confidence to retire on your terms.



Call us today at 727-542-7659

[schedule your free 20-minute consultation](#)

Let's close your retirement income gap—together.



### References

1. LIMRA Secure Retirement Institute. "Americans' Confidence in Annuities Grows." 2023.
2. BlackRock. "Spending Retirement Assets: Drawing Down Without Drawing Back." BlackRock Retirement Institute.
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5. U.S. Census Bureau. "National Population Projections."
6. Federal Reserve Board. "Report on the Economic Well-Being of U.S. Households." 2023.
7. Stanford Center on Longevity. "Planning for the 85-Year Life."