



HOW DO I FEEL ABOUT MONEY & THE SITUATION I'M IN?

20 QUESTIONS TO ASK MYSELF ABOUT MY RETIREMENT & INCOME FOR LIFE

- ① Do I like losing money in the market?
- ② How does it make me feel when I lose money in the market?
- ③ Do I want to get my money safe?
- ④ Do I like the idea of having money guaranteed for the rest of my life?
- ⑤ Do I like the idea of never worrying about market volatility?
- ⑥ Does this make sense to me?
- ⑦ Do I like the idea of this?
- ⑧ Do I want to go ahead and move forward with this no market risk product?
- ⑨ If I pass away, how much of the pension does my spouse get?
- ⑩ Do I really want my spouse to worry about how to get by when I'm no longer around?
- ⑪ Wouldn't I like to make sure that even if I'm not around, my spouse will have a guaranteed income for the rest of his/her life?
- ⑫ Am I comfortable losing all of my money, some of my money, or none of my money?

- ⑬ Do I like the idea that my broker makes money even when I lose money?
- ⑭ How do I plan to take care of LTC?
- ⑮ It can be said that the two most common killers of seniors are stress and rocking chairs. Stress because you worry about losing your retirement and rocking chairs because you have nothing to live for or no money to do anything. If I put my retirement in this type of product, I could greatly reduce these two killers. Does it make sense to do this?
- ⑯ What type of insurance do I have for my retirement?
- ⑰ Do I think I can really recover from major losses even when I'm taking out money to live off of and paying my broker's high fees?
- ⑱ Have I thought about the loss of the lower social security income if one of us passes away?
- ⑲ Do I have time to recover from another major market drop?
- ⑳ Do I lose sleep at night when I'm losing large amounts of money in the market?