

# Joint owners looking for lifetime income

## Know the Client Case Study #1 – RBC GLWB Rider

Annuities and riders Issued by Liberty Life Insurance Company

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### Need

John, age 65 and Mary, age 60, are a married couple who have just entered retirement. While they have enough income to maintain their retirement lifestyle today, they are concerned that they will run out of money. They have identified \$100,000 that can be allocated to fund future income needs.

### Solution

John and Mary purchase the RBC Enhanced Choice 10 Fixed Index Annuity with the RBC Guaranteed Lifetime Withdrawal Benefit Rider as joint owners. In addition to the 5% immediate premium bonus on the FIA, they also receive a 5% immediate income bonus from the GLWB Rider.

**Initial premium:** \$100,000

**Initial accumulation value:** \$105,000

**Initial income base amount:** \$110,000

**Rider's rollup rate:** 7.5%

**Income scenarios:** John and Mary defer withdrawals for ...

| As joint owners, the withdrawal amount is based on the age of the younger owner, Mary |           |           |           |
|---|-----------|-----------|-----------|
| Years   | 5         | 10        | 15        |
| Mary's age  | 65        | 70        | 75        |
| Lifetime withdrawal percentage  | 4.00%     | 4.50%     | 5.00%     |
| Income base*  | \$157,919 | \$226,713 | \$261,996 |
| Annual guaranteed lifetime withdrawal amount  | \$6,317   | \$10,202  | \$13,100  |

To access the RBC GLWB Income Riders Calculator, go to [www.rbcinsurance.com/choiceseries.html](http://www.rbcinsurance.com/choiceseries.html)

\*Projected at 7.5% guaranteed rollup rate for 12 years on GLWB and 12 years on Enhanced GLWB.

The RBC Guaranteed Lifetime Withdrawal Benefit Rider [AN3025(12-08)] and the RBC Enhanced Guaranteed Lifetime Withdrawal Benefit Rider [AN3026(12-08)] are not available in all states; please check for state availability. Purchasers of the RBC Enhanced Guaranteed Lifetime Withdrawal Benefit Rider must qualify to receive the enhanced lifetime withdrawal amount. See the rider contracts or call the RBC Insurance Sales Desk at 888-262-8131 for complete information on limitations and exclusions. RBC Insurance® is the brand name for Liberty Life Insurance Company, a part of the global insurance operations of Royal Bank of Canada. ®Registered trademarks of Royal Bank of Canada. Used under license.

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# An individual's health concerns require additional income

## Know the Client Case Study #2 – RBC Enhanced GLWB Rider

Annuities and riders Issued by Liberty Life Insurance Company

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### Need

David, age 60, is feeling the effects of rising medical costs. He is concerned that if his expenses continue to rise he won't have enough money. David also has become increasingly worried that he may require assisted living at some point. David has identified \$100,000 that can be allocated to fund future income needs.

### Solution

David purchases the RBC Enhanced Choice 10 Fixed Index Annuity with the RBC Enhanced Guaranteed Lifetime Withdrawal Benefit Rider. In addition to the 5% immediate premium bonus on the FIA, he also receives a 1% immediate income bonus from the GLWB Rider.

**Initial premium:** \$100,000

**Initial accumulation value:** \$105,000

**Initial income base amount:** \$106,000

**Rider's rollup rate:** 7.5%

**Income scenarios:** David defers withdrawals for ...

| Years  | 5         | 10        | 15        |
|--|-----------|-----------|-----------|
| David's age                                  | 65        | 70        | 75        |
| Lifetime withdrawal percentage               | 5.00%     | 5.50%     | 6.00%     |
| Income base*                                 | \$152,177 | \$218,469 | \$252,469 |
| Annual guaranteed lifetime withdrawal amount | \$7,609   | \$12,016  | \$15,148  |

David qualifies for the enhanced benefit (He is unable to perform 2 activities of daily living on a permanent basis)

| Annual enhanced guaranteed lifetime withdrawal amount | At age 65 or older | At age 70 or older | At age 75 or older |
|---|--------------------|--------------------|--------------------|
|   | \$11,413           | \$18,024           | \$22,722           |

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