

# The Great Retirement Income Gap

Use this conversation guide to reach out to prospective clients who fit the scenario identified below.

## Clients who don't need all of their required minimum distribution (RMD)

---

Hello, this is [name] with [agency]. How are you today?

I spent some time reviewing your file, and I wanted to call to make you aware of a concern that's impacting people in situations much like yours. Am I catching you at a bad time? <People tend to say "no."> Great! I'll try to be brief.

My No. 1 concern, as you may know, is making sure you have enough money to live comfortably throughout your retirement. Sound good?

Now, let's suppose that you retire and your life changes unexpectedly — and before you know it, your expenses exceed your budget. Could you come up with an extra \$70,000 a year if you had to?

This situation is called the great retirement income gap. It happens when you work and do all the things to prepare for your retirement. And just when you're ready to relax, life throws you a curveball and you suddenly face a great big gap between your expenses and your income. Most of the time, this gap is caused by a health event, such as a disabling illness or accident, that requires extended care. The resulting long-term care costs force you to spend through your assets much faster than you planned.

Fortunately, you have solutions.

You and your spouse each have an IRA, correct? The required minimum distributions, or RMDs, from your IRA can simply be repositioned to provide a lifetime of income specifically for your care.

It's a fairly simple concept, and I'd love to spend 15–30 minutes or so to talk with you about it. I can describe how it works in more detail and show you some examples. Are you free to meet with me briefly on [Tuesday at 10 a.m.]?