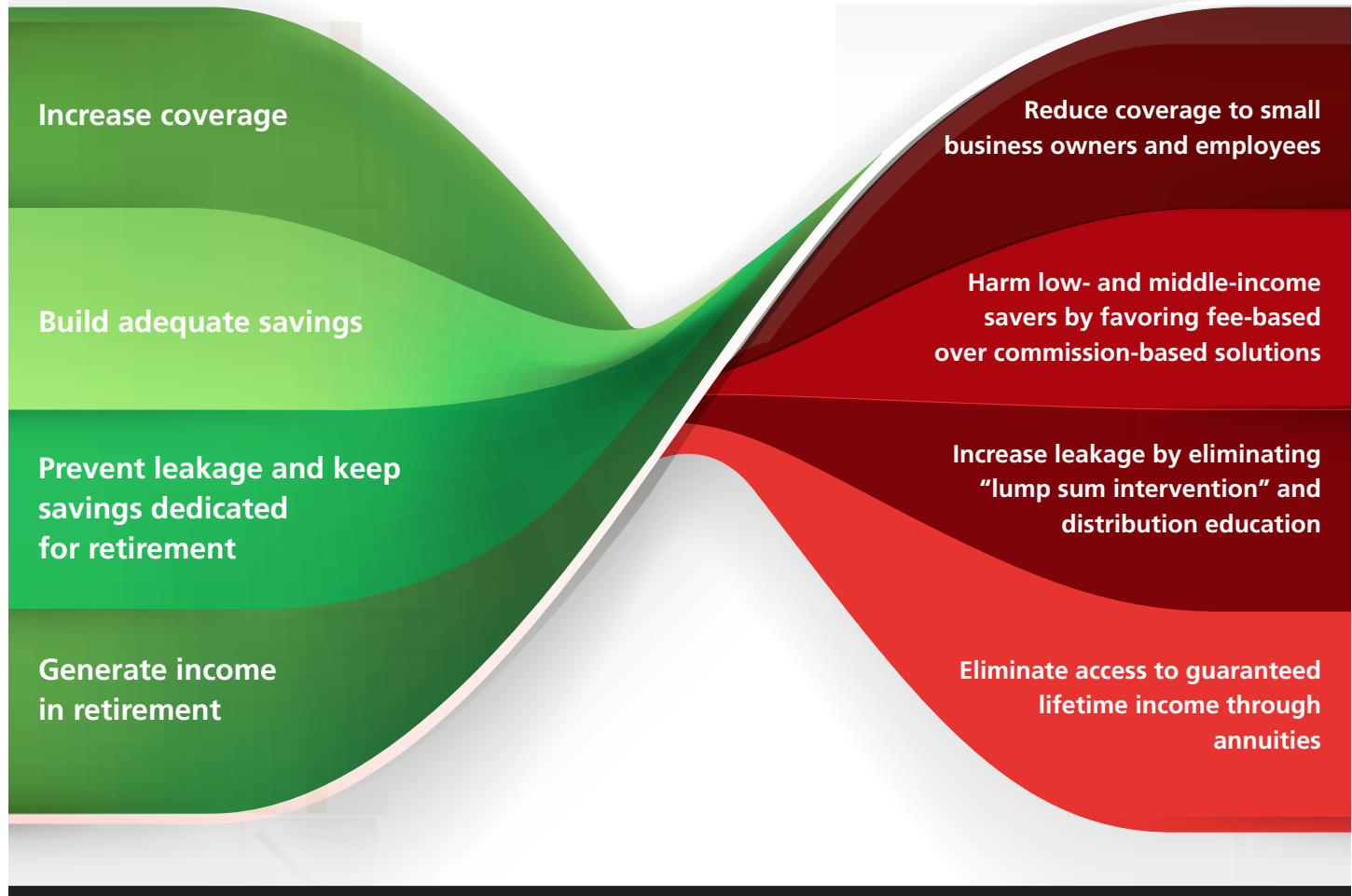


WHAT'S NEXT FOR CONSUMERS...

Less Financial Security

Policymakers and the life insurance industry share four key retirement policy goals:



Yet the Department of Labor's fiduciary proposal goes in the opposite direction. The new rule would:

Under the new rule, conversations about savings, investment, and distribution are jeopardized. This includes life insurers' ability to:

- sell retirement plans to small businesses
- hold enrollment meetings with new plan participants
- inform savers about investment allocation and risk tolerance
- explain distribution options
- provide information on the benefits of guaranteed lifetime income
- discuss available annuity options
- provide annual investment analyses
- provide call center services

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101 CONSTITUTION AVE., NW
WASHINGTON, DC 20001
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www.acli.com