

RETIREMENT INCOME FOR LIFE

Protecting Consumers & Giving Everyone A Chance To Get Ahead

The pandemic and resulting economic downturn has affected the finances of millions of Americans. The pandemic's disproportionately negative impact on households of color exacerbates the challenge for Latino, Black, and Native Americans. Even before the crisis, the savings gap was a major concern, with one-third of Americans having set aside just \$25,000 or less.

Yet, saving for retirement is still the top priority for American workers. Public policy should set up all Americans to live the life they choose through retirement.

27%

OF AMERICANS DECREASED OR STOPPED SAVING TOWARDS RETIREMENT IN 2020¹

Consumers need choices, not limits, in their retirement planning.

A nationwide movement is underway to provide consumers with the protections they deserve while preserving access to the products and guidance they need to plan for retirement.

Best Interest Standard

For those with moderate incomes, annuities gain importance as traditional pensions wane. Annuities let individuals create their own pensions, guaranteed lifetime income.

\$64,000

THE AVERAGE ANNUAL INCOME OF AN ANNUITY HOLDER²

To strengthen consumer protections around annuity sales, Regulation Best Interest of the Securities and Exchange Commission (SEC) and a regulatory model from the National Association of Insurance Commissioners (NAIC) work together to form a harmonized national **Best Interest Standard**.

This standard addresses potential conflicts the U.S. Department of Labor attempted to tackle in 2016. However, the DOL rule made it harder for small- and moderate-savers to access guidance. Fiduciaries typically serve households with \$100,000 or more in savings. A best interest standard provides consumer protections while also safeguarding access to information about annuities.

The goal of the Best Interest Standard is to protect consumers + ensure access for average-income savers, especially those who are financially underserved.

¹ According to 2020 FinanceBuzz survey

² According to LIMRA market research