

OUTCOME-BASED SOLUTIONS: GUIDING INDIVIDUALS TO SUSTAINABLE INCOME FOR LIFE

1st Global's Sustainable Income Solutions™ represents realistic answers and a clear-cut process to combat the complexity of generating enough income for life. We offer these solutions on the shared premise that you want a safe, stable and guaranteed income in retirement. While your needs may differ from your neighbors' needs, in a collective sense, Americans in or nearing retirement have a universal set of needs and outcomes.

Personal planning for sustainable income is important and so are the various solutions that are available to begin hedging the myriad risks of planning for later in life. To assist in this process, Sustainable Income Solutions™ provides outcome-based solutions which include income, retirement management and growth solutions. Stemming from your ideal vision of retirement, the risks you are most susceptible to, and the advice provided by your financial advisor, these outcome-based solutions will combine in developing your comprehensive Sustainable Income Solutions™ plan.



Sustainable Income Solutions™ provides the flexibility to make adjustments to hedge the risks that are most important to you at any particular time. However, with these solutions to hedge risks, come tradeoffs. It is important to understand the tradeoffs inherent in all three outcome-based solutions and talk with me about making any adjustments to your plan that you feel are important.

Solution	Benefit	Tradeoff
High Degree of Certainty	Guaranteed Income	Liquidity / Growth Potential
Average Degree of Certainty	Some Guaranteed Income / Greater Liquidity	Growth Potential / Potential Cash Flow Deficits
Lower Degree of Certainty	High Growth Potential / High Liquidity	High Market Volatility / No Guaranteed Income



Income Solutions

Income solutions focus on providing income-oriented outcomes with a high degree of certainty. These solutions include cash-flow matching bond strategies, lifetime annuitization strategies and short-term cash reserves. Allocations to these solutions typically increase as you move into retirement and directly correlate with the increased need for certainty as time passes. In exchange for certainty, you swap the potential for significant growth of assets, liquidity or both. Income solutions are the backbone of your Sustainable Income Solutions™ plan providing the greatest chance for the highest level of certainty that you will be able to achieve a retirement that offers choice.

Risk Management Solutions

Risk management solutions help hedge against unforeseen events and investor behavior that would otherwise hinder your ability to achieve a retirement defined by dignity and choice. These include insurance solutions and non-correlating solutions.

Insurance solutions include life and long-term care insurance. Both of these tools serve to ensure that you can keep your important promises in the event of an unforeseen event affecting your life or health.

Implementing solutions with returns that are not tied directly to the movements of the stock market can help to control short-term fluctuations in wealth. Each of these solutions is designed to help control the variability of account values as well as investor behavior. Incorporating the use of non-correlating solutions will not only help to minimize account value volatility but also minimize the propensity for short-term, emotionally-driven decisions.

Growth Solutions

By design, growth solutions help minimize your exposure to longevity risk, market risk and inflation risk. As the time spent in retirement continues to increase, the need for growth of assets in excess of inflation will be imperative. While you receive comfort from the certainty of income solutions and safety of risk management solutions, you must augment these solutions with a plan for long-term growth of some assets as income solutions in isolation are unlikely to keep up with inflation over time. Growth solutions as part of 1st Global's Sustainable Income Solutions™ include diversified multi-asset class investment portfolios. Asset allocation within growth solutions should correspond with your overall goals and ability to accept volatility. While accepting volatility of your portfolio during retirement may be a frightening concept, it is only through continued asset growth that will help to control inflation risk, longevity risk and market risk, helping you live out your vision of retirement.



Securities offered through 1st Global Capital Corp. Member FINRA, SIPC
Investment advisory services offered through 1st Global Advisors, Inc.

