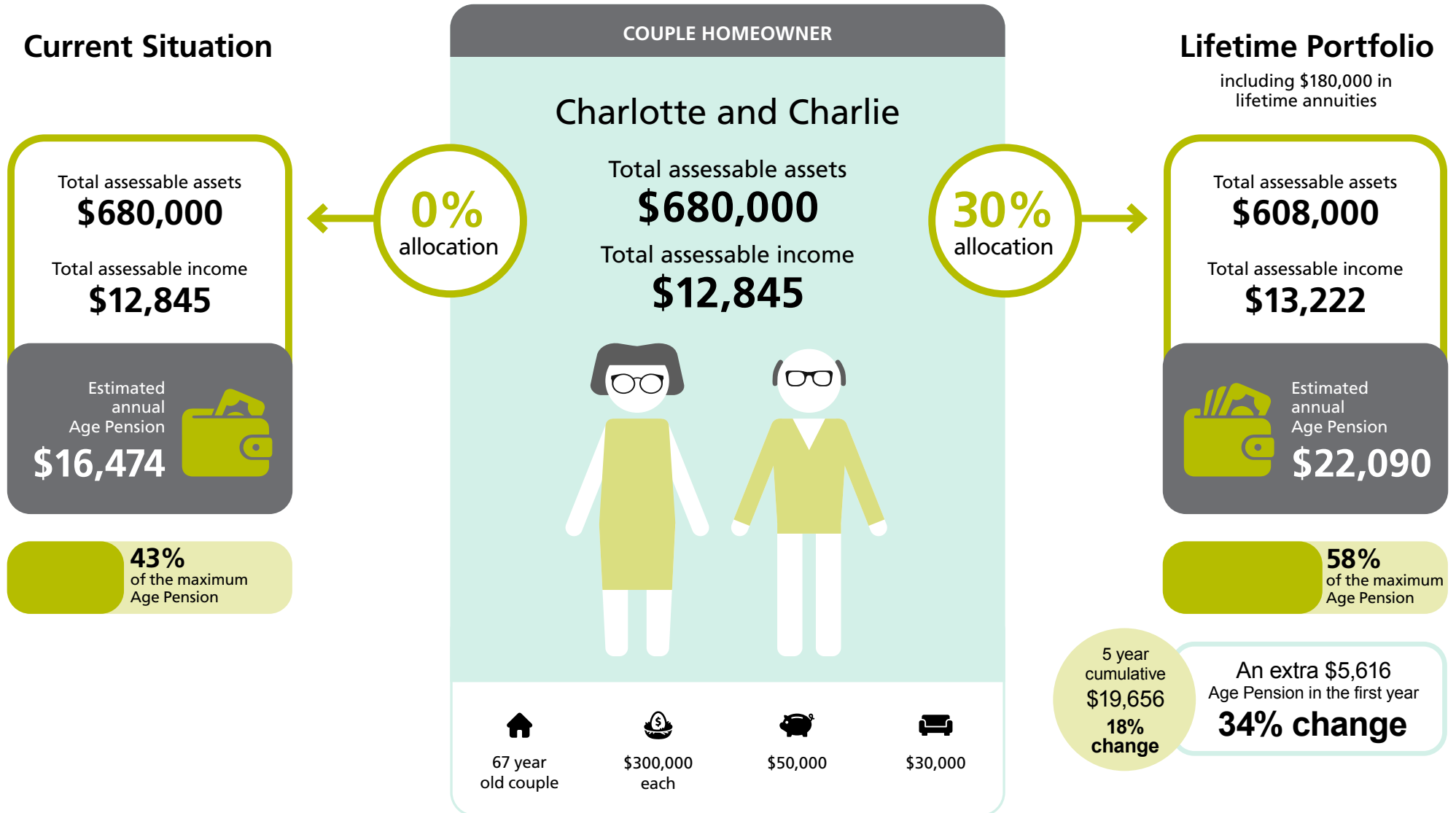


# The Age Pension uplift strategy in action

How a 30% allocation to a lifetime annuity makes a big difference today and tomorrow



## Strategy at a glance

### Current Situation

<b>67 year old</b>	Retiring couple who own their own home
<b>\$300,000 ea.</b>	Superannuation
<b>\$50,000</b>	Cash
<b>\$30,000</b>	Personal assets
<b>\$16,474 p.a.</b>	Part-pension (only 43% of the maximum Age Pension)



### Challenge

<b>\$43,000</b>	Minimum income required to meet basic living expenses
<b>\$60,000</b>	Income required to live a comfortable retirement

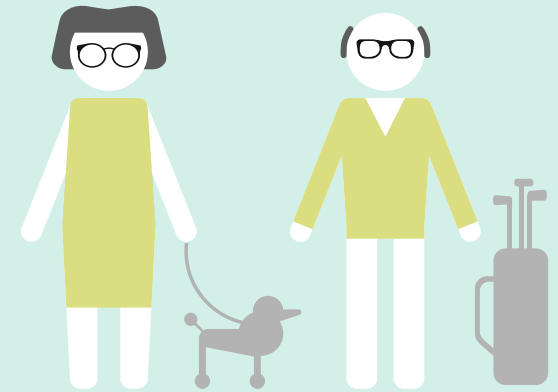
Charlotte and Charlie are in good health and could expect to live well past their life expectancy, meaning they could risk outliving their savings.



### Goal

They want to:

- Have enough money to pay for their basic costs of living, no matter how long they live;
- Enjoy life and live comfortably for as long as possible; and
- Improve their Age Pension entitlement.



## Solution

Their financial adviser recommends a comprehensive retirement portfolio that combines:

- A lifetime income stream, with a lifetime annuity (30% allocation);
- A flexible income stream, with an account-based pension.

This will provide Charlotte and Charlie:

- Additional Age Pension;
- Income that is regular and sufficient to meet their essential expenses for as long as they live;
- Peace of mind around their retirement income and spending.

In their first year of retirement their income is:

- \$22,090 from their Age Pensions (34% increase);
- \$7,379 combined from their Challenger lifetime annuities;
- \$29,131 from their account-based pensions;
- \$1,400 other sources;

These income streams provide the \$60,000 budget they were hoping for to live comfortably.

**See if your clients are eligible for more Age Pension today.**

Use our Age Pension Illustrator or let us crunch the numbers for you, to see if you can help improve your client's Age Pension outcomes.

Speak to your Challenger BDM or call Adviser services on 1800 621 009.



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