An Integrated Retirement Approach

A strong retirement strategy can create income for life, protect your assets, and help you leave a solid legacy.

The value of integrated income strategy

Investment Portfolio**

- Provides potential for growth and additional source of income
- Can provide a hedge against inflation

Permanent Life Insurance

- Offers lifelong death benefit to meet legacy needs
- Can provide liquidity during later years
- Offers guaranteed and stable accumulated value
- Provides reliable, tax-deferred growth

Income Annuities***

- Delivers guaranteed income that you cannot outlive
- Provides a base income to help meet essential living expenses without impact from market fluctuations
- Some annuities offer potential for income growth through dividends****
- Some annuities can be indexed to counter inflation

Financial Plan

Protect

Disability Income Insurance

Protect your earned income to help reach your savings goals in the event of a disability.

Permanent Life Insurance

Protect heirs and provide legacy. use cash value to provide liquidity in down markets.*

Long-Term Care Planning

A good plan can mitigate the risks associated with a long-term care event.

Grow

Investments

A diversified portfolio along with a cash reserve may help protect against market volatility.**

Annuities

Create guaranteed income tomatch essential expenses and address longevity risk.

* Using cash value will decrease the death benefit and may affect other aspects of the policy.
** All investments carry risk, including potential loss or principal. no investment strategy can guarantee a profit or protect against loss in a down market.
*** Income annuities have no cash value, are non-refundable and once issued cannot be terminated (surrendered) or withdrawn from. income from an annuity may be taxable as ordinary income and be subject to a 10% irs penalty if taken prior to age 59 ½.
**** Dividends are not guaranteed.
Variable product values may fluctuate.

Integrated Retirement Portfolio

By combining these solutions, you may have the freedom to spend more, lock in more income, and leave behind a bigger legacy.

How they work together

Investments

Investments offer good return potential over long periods. But market volatility means they come with more risk. Having a fixed income allocation that accounts for accumulated value of permanent life insurance and an income annuity can offset key risks — so you can invest more aggressively and stay in the market longer.

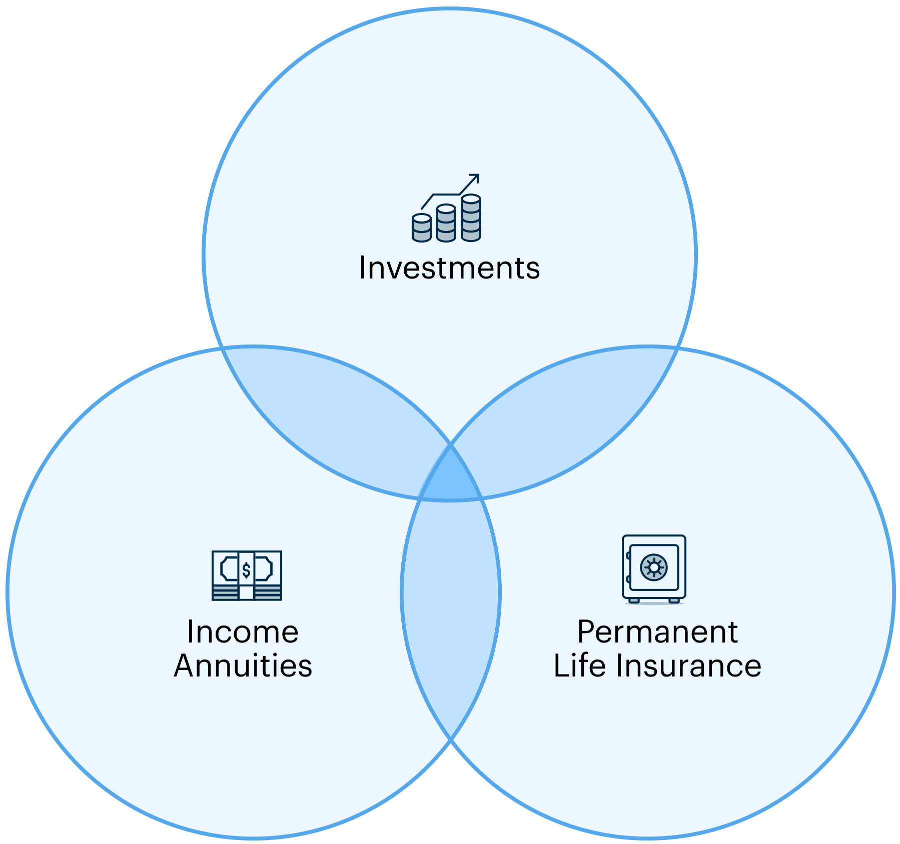
Permanent Life Insurance[1]

Permanent life insurance protects when markets are down because you can access the accumulated value to supplement income, rather than liquidating investments. Think of it as part of your fixed income allocation.

Income Annuities[2]

Income annuities last for life. They protect you from outliving your assets, such as bonds, which can run out. They always pay out even when the markets are down and come with dividends you can reinvest or take in cash. Certain income annuities are unique to Northwestern Mutual and are also tied to the general account.

Retirement Portfolio



Based on independent research,[3] combining these solutions can lead to:

Beginning at age 25:

- 5.4% higher retirement income at age 65
- 18.7% higher legacy value at age 95[4]

Beginning at age 35:

- 3.5% higher retirement income at age 65
- 16.3% higher legacy value at age 95[4]

To optimize retirement income potential (DIA with IIP or a participating income annuity) at age 55. 1. The primary purpose of permanent life insurance is to provide a death benefit. Utilizing the accumulated value through policy loans, surrenders, or cash withdrawals will reduce the death benefit; and may necessitate greater outlay than anticipated and/or result in an unexpected taxable event. 2."Income Annuity" refers to a Deferred Income Annuity with increasing income potential, "which represents deferred income annuities with persistency bonuses and non-guaranteed dividends" referred to as "DIA with IIP" in the Ernst & Young article. 3. 'How Insurance and Investments Can Improve Financial Wellness.' Ernst & Young. 4. The legacy at the end of the time horizon is based on the investor spending the retirement income solved for at the 90% probability of success.

How Income Annuities Can Replace Bonds

Even when income from bonds runs out, the base income from an income annuity keeps going for as long as you do.

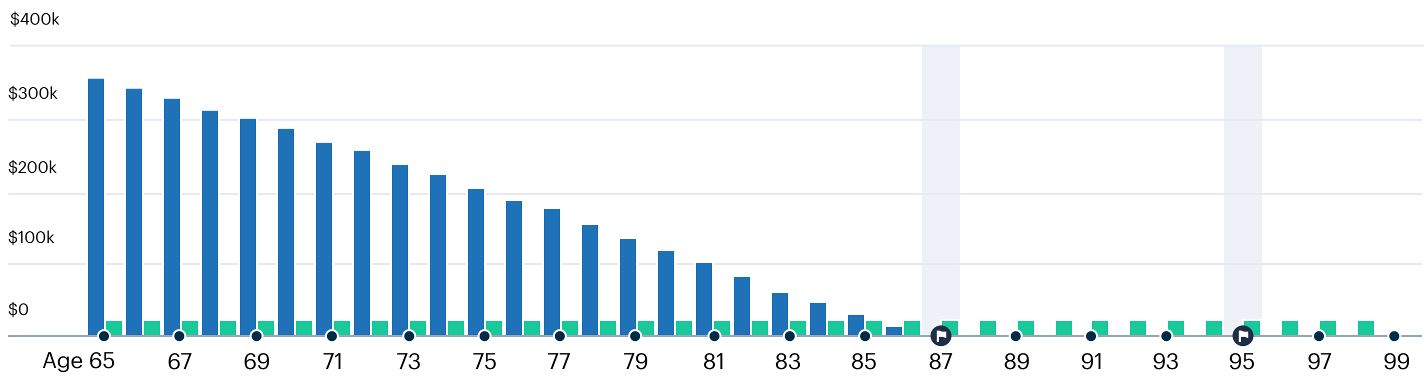
Retirement Portfolio

- Bond Value
- Annuity Income

- Age 87: 88% chance of one living
- Age 95: 50% chance of one living

Based on a couple age 65 today

Declining Bond Value at 2% Yield vs. Joint Lifetime Income Annuity[1]



This table shows a hypothetical comparison of two options, funding a bond strategy and funding an annuity.

	Bond Strategy, Assumes 2% Yield	Annuity
Age 65: Beginning Value	$357,964	$357,964
Annual Income Amount	$20,000/year	$20,000/year
Age 87: Cumulative Income Distributed	$447,600	$447,600
Bond Principal Value	$0	–
Chance of one person living to 87	88%	88%
Age 95: Cumulative Income Distributed	$447,600	$600,000
Chance of one person living to 95	50%	50%
Age money runs out and income stops	Age 87	Never

Source: "Guide to income annuities and annuitization" by Michael Finke, PhD, CFP® 2020. Mortality statistics are for a couple who are age 65 today and the probability that one of them will live to age 87 or 95 based on Industry 2012 IAM and G2 Mortality Improvement (as of 1/1/2021). 1. There are important differences in liquidity, guarantee of principal, immediate access to income and underlying risk, between income annuities and bonds. Income annuities are not bonds or fixed income investments. Income annuities have no cash value. Once issued, they cannot be terminated (surrendered), and the premium paid is not refundable and cannot be withdrawn. Distributions taken from the contract may be subject to ordinary income tax. A 10% federal tax penalty may apply if you take any type of distribution from the contract before age 59½. This is not intended to provide legal or tax advice. Consult a professional tax advisor.