



**EY researchers estimate that by 2050 we will have...**

**\$400**  
 trillion retirement savings gap

**\$240**  
 trillion protection gap



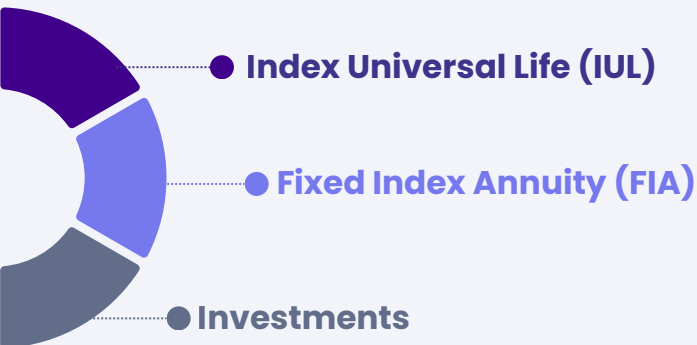
*-Phillip Ferrari  
 Managing Director, EY*

*"With growing protection and retirement gaps, there is an urgent need to support consumers through a range of financial tools, helping them plan more holistically for the future."*

Looking at current economic trends, new products, and changing customer needs, **EY's most recent study proves – for the second time in four years –**

**that a holistic financial plan leads to better outcomes.**

**Popular planning products in today's market, IUL and FIA, combined with investments, outperform an investment-only strategy.**



**Case study: Real-World Impact**

For a 65-year-old couple at retirement, the combination of IUL, FIA, Investments, and Social Security **does bolster the income that can be achieved.**

*Case study begins on page 22 of the report.*



**Did you know?**

- **Social Security serves as the primary source of retirement income for most individuals over the age of 65.**
- **By 2033 Social Security may be unable to pay out 100% of total benefits.**
- **A holistic financial plan – combining Social Security with other tools – helps ensure clients don't outlive their income.**



**FALSE**  
 "I don't need to save extra because I plan to use my Social Security in retirement and that will never go away!"