



YOUR RETIREMENT

# INCOME REPORT

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Prepared for: Greg Stopp  
Prepared by: Gregory A Stopp

Report as of: June 24, 2024

# A MESSAGE FROM YOUR ADVISOR



As an independent financial professional and an active member of the community, Gregory A Stopp is dedicated to helping individuals, families, and businesses attain peace of mind and financial freedom.

For years, they studied the characteristics of wealth accumulation vehicles and has come to the conclusion that there is an underlying commonality among the individuals who are best positioned for financial success. All of these individuals have been educated on the financial principles of how to grow, protect, and transfer wealth.

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## MEET MY TEAM



### Operations

*Assists with back-office needs and helps with overall business activities.*



### Business Support

*Provides research and training on the best and most suitable opportunities available.*



### Account Management

*Oversees all activity within your wealth building plan.*



### Wealth Designers

*Designs conservative wealth strategies built for longevity.*

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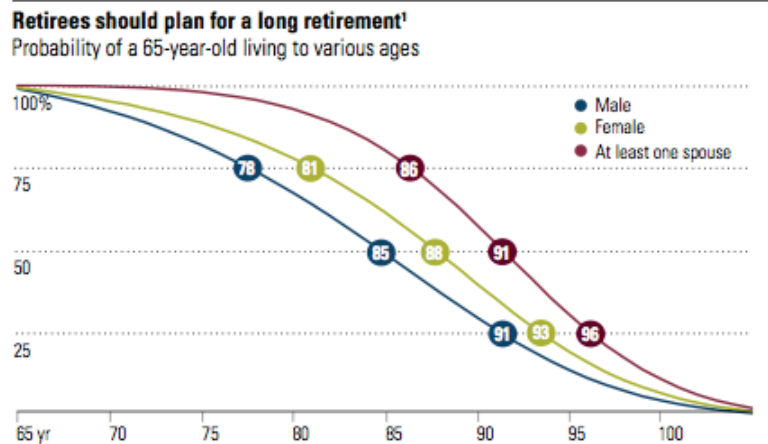
# POTENTIAL RISKS TO CONSIDER DURING RETIREMENT



## LONGEVITY RISK

Thanks to healthier lifestyles and medical breakthroughs, life expectancies have increased significantly over the last half century.

**The chart on the right (1) shows that for a 65 year old couple there is a 50% chance that at least one spouse will live until age 91. Are you confident that your retirement nest egg can last that long or possibly longer?**



We don't know how long we are going to live, and consequently we have to navigate between spending our money and making sure our assets last our entire lifetime. The longer we live, the greater the risk of stock market volatility, inflation, and increased health care costs impacting our financial situation.



## STOCK MARKET VOLATILITY

As long as you have some money invested in the market you are subject to the possibility of experiencing losses to your investment. In recent history we have had two significant market crashes that have impacted millions of retirees.



## INFLATION RISK

Inflation is a fact of life in our economy. Almost every year the costs of goods become more and more expensive. Inflation is a reality and should be taken into account when putting together a successful retirement plan.



## SEQUENCE OF RETURNS

Starting your retirement in an up market versus starting in a down market can have a huge impact on how long your retirement nest egg can last. Unfortunately, there's no way to predict how the market will do when you start your retirement. However there are strategies that help address this risk.

**\$1 with 3%  
Inflation for 30  
Years = 40 Cents!**



## BENEFITS OF **ANNUITIES**

With an annuity you can secure a portion of your retirement assets as you prepare for your financial future.

### 1. **Safe Accumulation**

With a fixed indexed annuity your principal and credited interest are protected against market downturns. As you can see in the graph on the next page that when the market has declined a fixed annuity accumulation value will stay flat. For further details of this graph please see the back page.

Another advantage of a fixed index annuity is the opportunity to accumulate interest based on changes in an external index, without being subject to negative market returns.

### 2. **Guaranteed Income**

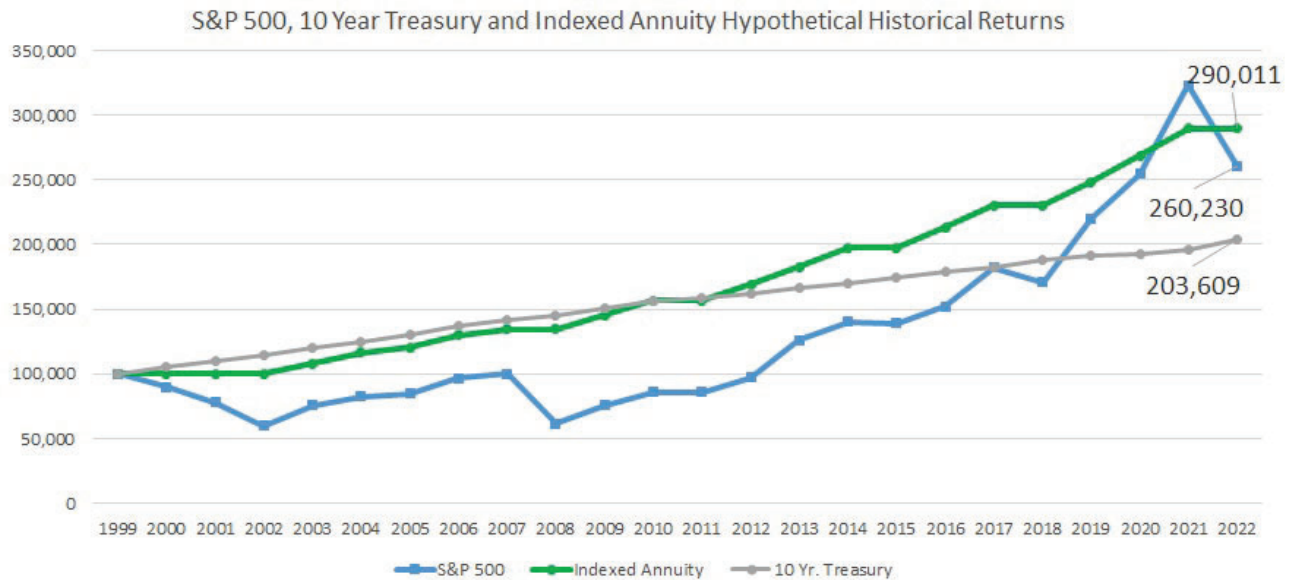
With an annuity you can be protected from the possibility of outliving your assets with an income rider. You can receive your contract's values in a stream of income that will last your lifetime (and your spouse's lifetime if applicable). The amount of your payments is based on the value of the contract on the date you begin distribution and the payout schedule you choose. Since every annuity is different it is important to examine the policy carefully and ask for clarification on any questions you may have.

## **BUILT SPECIFICALLY FOR YOUR NEEDS**

**ALONG WITH SAFE ACCUMULATION  
AND GUARANTEED INCOME,  
ANNUITIES ALSO PROVIDE THESE  
THREE BENEFITS**

1. Tax Deferral
2. Potential Increasing Income
3. Possible Death Benefit

# HISTORICAL EXAMPLE SAFE ACCUMULATION



Year	S&P 500 Return	S&P 500 Value	10 Yr. Treasury Return	10 Yr. Treasury Value	Annuity Return	Annuity Value
1999		100,000		100,000		100,000
2000	-10.1%	89,861	4.9%	104,920	0.00%	100,000
2001	-13.0%	78,141	5.2%	110,376	0.00%	100,000
2002	-23.4%	59,882	4.1%	114,868	0.00%	100,000
2003	26.4%	75,679	4.4%	119,899	8.00%	108,000
2004	9.0%	82,486	4.2%	124,971	8.00%	116,640
2005	3.0%	84,961	4.4%	130,432	3.00%	120,140
2006	13.6%	96,532	4.7%	136,537	8.00%	129,752
2007	3.5%	99,939	3.9%	141,875	3.53%	134,331
2008	-38.5%	61,477	2.5%	145,365	0.00%	134,331
2009	23.5%	75,896	3.9%	150,962	8.00%	145,078
2010	12.8%	85,597	3.4%	156,034	8.00%	156,684
2011	0.0%	85,595	2.0%	159,108	0.00%	156,684
2012	13.4%	97,069	1.9%	162,067	8.00%	169,219
2013	29.6%	125,803	3.0%	166,929	8.00%	182,756
2014	11.4%	140,133	2.1%	170,468	8.00%	197,377
2015	-0.7%	139,115	2.2%	174,287	0.00%	197,377
2016	9.5%	152,379	2.4%	178,539	8.00%	213,167
2017	19.4%	181,971	2.5%	182,932	8.00%	230,220
2018	-6.2%	170,621	2.7%	187,798	0.00%	230,220
2019	28.9%	219,896	1.9%	191,328	8.00%	248,638
2020	15.8%	254,552	0.9%	193,107	8.00%	268,529
2021	26.9%	323,027	1.5%	196,004	8.00%	290,011
2022	-19.4%	260,230	3.9%	203,609	0.00%	290,011

\*This graph is based on historical returns of the S&P 500. The annuity used is a hypothetical annuity with no bonus, a 0% floor and a 8% cap.

The S&P 500 return excludes taxes, fees and dividends. Please view the last page for a further explanation of this report (2).

The 10 year treasury is the benchmark used as a proxy for many important financial matters, such as mortgage rates.



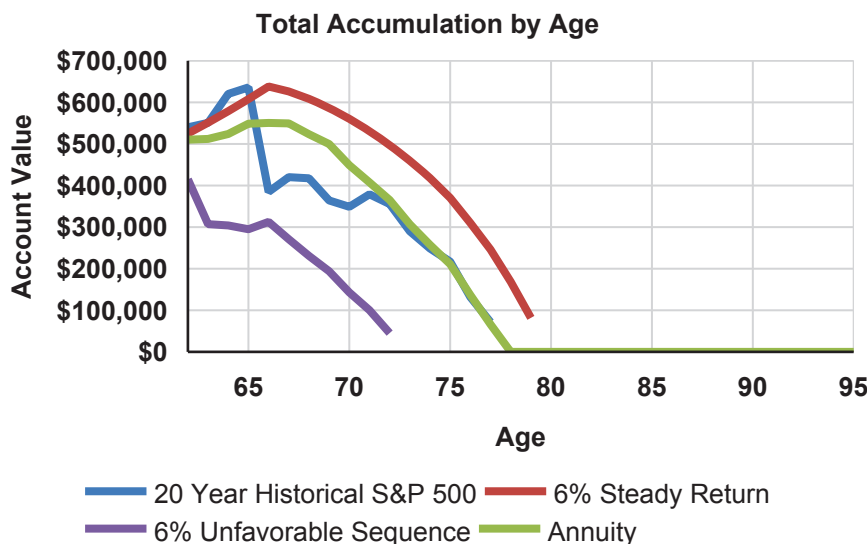
# ANNUITY VERSUS PORTFOLIO ANALYSIS

The purpose of this report is to compare the illustrated values of the suggested annuity with other various investment alternatives. We can't predict future rates of return so we will do a few comparisons. The alternatives we're comparing are:

- \$500,000 annuity initially with income starting in year 6
- Steady 6% return and 1% fee
- Last 20 yrs. returns of the S&P 500 and 1% fee
- Average 6% return with an unfavorable sequence of returns. This is a random sequence of returns.

## TOTAL INCOME AT AGE 85 AND 95

	Age 85 Total	Age 95 Total	Age 95 Internal Rate of Return (3)	Notes
<b>Suggested Annuity</b>	\$1,459,791	\$3,263,105	9.89%	Income will continue for life
<b>6% Steady Return</b>	\$898,281	\$898,281	5%	Account Went to \$0 at Age 80
<b>Last 20 years of S&amp;P 500</b>	\$711,978	\$711,978	3.29%	Account Went to \$0 at Age 78
<b>6% Unfavorable Sequence</b>	\$348,090	\$348,090	-4.33%	Account Went to \$0 at Age 73



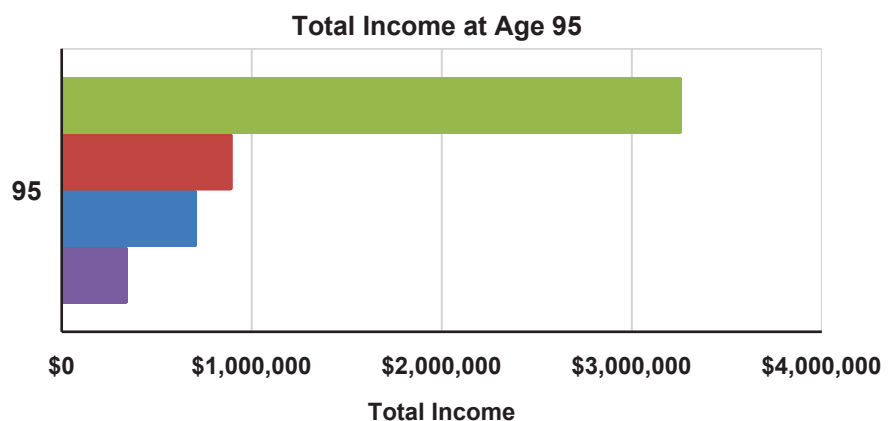
The chart on the left shows the accumulation value of each scenario by year.

Favorable market conditions will likely always provide more accumulation value over time, but unforeseen stock market volatility should be taken into consideration when doing long term retirement planning.

Keep in mind that in the suggested annuity strategy, the income is guaranteed for your lifetime even though the accumulation value may run down to \$0.

The chart on the right shows the total income to age 95 from the initial \$500,000 from each scenario.

In this scenario the annuity was able to provide \$3,263,105 in income to age 95. This was \$2,915,015 more in income than the account with the unfavorable sequence of returns with a 6% average return.



# ANNUITY SUMMARY - HYPOTHETICAL VALUES

## YEARLY BREAKDOWN

Age	Prem	Bucket #1 'Cash Account'		Bucket #2 'Income Account' 25% Bonus		
		Credited Interest Rate	Accum. Value	Protected Income Value Interest Credit	Protected Income Value	Income
62	500,000	2.05%	510,256	10.25%	689,098	0
63	0	0.36%	512,094	1.77%	701,247	0
64	0	2.32%	523,973	11.54%	782,229	0
65	0	4.69%	548,623	23.61%	967,089	0
66	0	0.35%	550,543	1.56%	982,077	0
67	0	7.95%	549,408	12.50%	1,021,158	41,738
68	0	4.11%	523,390	6.23%	992,544	46,734
69	0	5.47%	499,756	8.35%	973,483	49,629
70	0	0.66%	448,924	0.86%	876,306	53,731
71	0	3.25%	407,535	4.80%	807,422	54,234
<b>Tot.</b>	<b>500,000</b>		<b>407,535</b>	<b>4.80%</b>	<b>807,422</b>	<b>246,066</b>
72	0	4.14%	365,213	6.39%	739,170	56,874
73	0	0.67%	306,786	0.87%	622,251	60,421
74	0	4.69%	257,336	7.14%	534,154	60,993
75	0	9.77%	210,871	15.56%	460,649	65,303
76	0	0.63%	136,678	0.79%	299,097	75,030
77	0	8.34%	66,107	13.35%	151,318	75,679
78	0	4.18%	0	6.27%	0	85,381
79	0	5.67%	0	8.50%	0	90,735
80	0	0.52%	0	0.78%	0	98,450
81	0	3.19%	0	4.78%	0	99,221
<b>Tot.</b>	<b>500,000</b>		<b>0</b>	<b>4.78%</b>	<b>0</b>	<b>1,014,153</b>
82	0	4.27%	0	6.41%	0	103,963
83	0	0.53%	0	0.79%	0	110,623
84	0	4.82%	0	7.22%	0	111,499
85	0	10.65%	0	15.98%	0	119,553
86	0	0.48%	0	0.72%	0	138,660
87	0	9.10%	0	13.65%	0	139,655
88	0	4.23%	0	6.34%	0	158,714
89	0	5.81%	0	8.71%	0	168,781
90	0	0.43%	0	0.64%	0	183,479
91	0	3.13%	0	4.69%	0	184,658
<b>Tot.</b>	<b>500,000</b>		<b>0</b>	<b>4.69%</b>	<b>0</b>	<b>2,433,738</b>
92	0		0		0	193,483
93	0	0.53%	0	0.79%	0	205,878
94	0	4.82%	0	7.22%	0	207,508
95	0	10.65%	0	15.98%	0	222,497
<b>Tot.</b>	<b>500,000</b>		<b>0</b>	<b>15.98%</b>	<b>0</b>	<b>3,263,105</b>



# ANNUITY VERSUS PORTFOLIO YEARLY BREAKDOWN

Age	Prem	Suggested Annuity			Steady 6% Return			Last 20 yrs. returns of the S&P 500			Unfavorable 6% Avg. Return Sequence		
		Annual Return	Accum. Value	Income	Annual Return	Accum. Value	Income	Annual Return*	Accum. Value	Income	Annual Return*	Accum. Value	Income
62	500,000	2.05%	510,256	0	6 %	525,000	0	9 %	539,967	0	-16 %	415,000	0
63	0	0.36%	512,094	0	6 %	551,250	0	3 %	550,772	0	-25 %	307,100	0
64	0	2.32%	523,973	0	6 %	578,813	0	14 %	620,276	0	0 %	304,029	0
65	0	4.69%	548,623	0	6 %	607,753	0	4 %	635,967	0	-2 %	294,908	0
66	0	0.35%	550,543	0	6 %	638,141	0	-38 %	384,850	0	7 %	312,603	0
67	0	7.95%	549,408	41,738	6 %	626,223	41,738	23 %	420,155	41,738	1 %	270,865	41,738
68	0	4.11%	523,390	46,734	6 %	608,463	46,734	13 %	417,421	46,734	4 %	230,855	46,734
69	0	5.47%	499,756	49,629	6 %	586,776	49,629	0 %	364,102	49,629	8 %	193,911	49,629
70	0	0.66%	448,924	53,731	6 %	559,697	53,731	13 %	348,875	53,731	3 %	142,984	53,731
71	0	3.25%	407,535	54,234	6 %	530,737	54,234	30 %	378,911	54,234	14 %	100,287	54,234
Tot.	500,000		407,535	246,066		530,737	246,066		378,911	246,066		100,287	246,066
72	0	4.14%	365,213	56,874	6 %	497,556	56,874	11 %	355,499	56,874	5 %	45,150	56,874
73	0	0.67%	306,786	60,421	6 %	458,991	60,421	-1 %	289,983	60,421	18 %	0	45,150
74	0	4.69%	257,336	60,993	6 %	417,898	60,993	10 %	248,535	60,993	22 %	0	0
75	0	9.77%	210,871	65,303	6 %	370,225	65,303	19 %	216,983	65,303	-20 %	0	0
76	0	0.63%	136,678	75,030	6 %	309,955	75,030	-6 %	131,679	75,030	4 %	0	0
77	0	8.34%	66,107	75,679	6 %	245,990	75,679	29 %	71,612	75,679	11 %	0	0
78	0	4.18%	0	85,381	6 %	168,639	85,381	16 %	0	71,612	22 %	0	0
79	0	5.67%	0	90,735	6 %	81,799	90,735	27 %	0	0	-3 %	0	0
80	0	0.52%	0	98,450	6 %	0	81,799	-19 %	0	0	13 %	0	0
81	0	3.19%	0	99,221	6 %	0	0	24 %	0	0	18 %	0	0
Tot.	500,000		0	1,014,153		0	898,281		0	711,978		0	348,090
82	0	4.27%	0	103,963	6 %	0	0	9 %	0	0	5 %	0	0
83	0	0.53%	0	110,623	6 %	0	0	3 %	0	0	-10 %	0	0
84	0	4.82%	0	111,499	6 %	0	0	14 %	0	0	11 %	0	0
85	0	10.65%	0	119,553	6 %	0	0	4 %	0	0	1 %	0	0
86	0	0.48%	0	138,660	6 %	0	0	-38 %	0	0	10 %	0	0
87	0	9.10%	0	139,655	6 %	0	0	23 %	0	0	15 %	0	0
88	0	4.23%	0	158,714	6 %	0	0	13 %	0	0	-2 %	0	0
89	0	5.81%	0	168,781	6 %	0	0	0 %	0	0	21 %	0	0
90	0	0.43%	0	183,479	6 %	0	0	13 %	0	0	8 %	0	0
91	0	3.13%	0	184,658	6 %	0	0	30 %	0	0	15 %	0	0
Tot.	500,000		0	2,433,738		0	898,281		0	711,978		0	348,090
92	0		0	193,483	6 %	0	0	11 %	0	0	-6 %	0	0
93	0	0.53%	0	205,878	6 %	0	0	-1 %	0	0	25 %	0	0
94	0	4.82%	0	207,508	6 %	0	0	10 %	0	0	18 %	0	0
95	0	10.65%	0	222,497	6 %	0	0	19 %	0	0	9 %	0	0
Tot.	500,000		0	3,263,105		0	898,281		0	711,978		0	348,090

# Disclosures

Projections and information in this report regarding potential outcomes are hypothetical and are not intended to reflect actual returns nor guarantee future results. Results may be more or less favorable due to unforeseen circumstances such as investment returns, inflation rates, tax rates and product expenses.

Please review all of the inputs and assumptions made in this report for accuracy. If you see the need to change these assumptions or have corrections, let me know and we will be happy to update the report.

Some financial vehicles have limits on the amount that can be funded into an account or ages that there are penalties for withdrawing or not withdrawing funds. This report assumes that the same amount that can be added or withdrawn from an annuity can be added or withdrawn with the alternatives without penalty and that may not be the case.

This report is not valid unless accompanied by a personalized insurance carrier illustration from that specific insurance company. Past performance does not guarantee future results. The content of this report is not intended to provide legal, tax or accounting advice. Please consult your tax advisor for specific tax advice.

(1) Source: Annuity 2000 mortality tables - transactions, Society of Actuaries, 1995-1996 Reports

(2) Any historical returns from an index is done so excluding dividends. Although we are assuming that other investment vehicles are having returns from an index you are not able to invest in an index. This report is not sponsored, endorsed, sold or reported by Standard & Poor's. Past performance is not an indication of future results.

(3) Internal Rate of Return is the "annualized effective compounded return rate" or the rate of return of all the cash flows which include paying the premium as a negative cash flow and income and accumulation value and positive cash flow. The internal rate of return is not the annual return from the annuity index.

(4) The random sequence of return is random and is not based on historical rates of return. The purpose of the random sequence of return is to show how a down market at the beginning of retirement can significantly change how long your retirement nest egg could last.

(5) The annual returns are the same random unfavorable sequence of returns as were used in the annuity analysis.

(6) Other fixed income includes Social Security, pension income and any additional fixed income.