LifeYield Retirement Income Sourcing

Financial planning is the springboard for many client relationships. But a plan is just a plan – unless an advisor can pivot to action.

LifeYield Retirement Income Sourcing **integrates directly with your planning application**, empowering advisors to create personalized retirement income plans that harness the power of tax efficiency. The LifeYield application programming interface (API) enhances your firms' planning processes *without replacing your current technology* to avoid disruption and maximize your clients' retirement income.

The Challenge

Wealth management firms have many excellent planning tools that support advisors as they:

- Determine appropriate risk levels based on clients' tolerance, timelines, and goals.
- Calculate anticipated income and expenses before and during retirement.
- Project the range of potential performance using Monte Carlo simulations.

The volume of Monte Carlo projections for drawing down a client's assets, however, can be paralyzing. Every day, advisors grapple with how to connect the *output* of a client's financial plan to actions that will improve financial outcomes during retirement and inspire clients to consolidate assets under the advisor's management.

The Solution: LifeYield Retirement Income Sourcing stands apart

The LifeYield Retirement Income Sourcing API incorporates income from all sources – including Social Security, annuities, pensions, and others – to provide a comprehensive picture of income sourcing over any time period.

LifeYield leapfrogs other approaches to maximizing retirement income during decumulation by:

Enhancing the value of planning without replacing technology – using the output from your planning system that includes anticipated income, expenses, asset allocation and tax location, capital market assumptions, and Monte Carlo results – and factoring details around taxes, rebalancing, and withdrawals.

Comparing potential income sourcing strategies to identify the next best steps to draw down on a client's assets by considering each client's investment objectives while minimizing taxes.

Producing a detailed breakdown of federal and state taxes, accounting for tax brackets, deductions, Social Security taxation, investment taxes, Medicare, personal exemptions, and more.

Adapting to your firms' preferences and evolving capabilities. LifeYield can run with your firm's capital market assumptions or multiple sets of Monte Carlo trials. Firms choose the level of detail they want, from high-level balances for each account type to lot-level detail for each account.

Delivering technology via a modern, stateless application programming interface (API) that works with existing technology and eliminates the need for your firm to manage a second user interface. You control the user experience (UX), user interface (UI), and outputs to complement and enhance your proprietary solutions.

LifeYield Retirement Income Sourcing empowers advisors to craft hyper-personalized strategies for each client moving from the accumulation to decumulation stage of their financial life.

Helping investors, advisors and firms improve household tax efficiency.

www.lifeyield.com