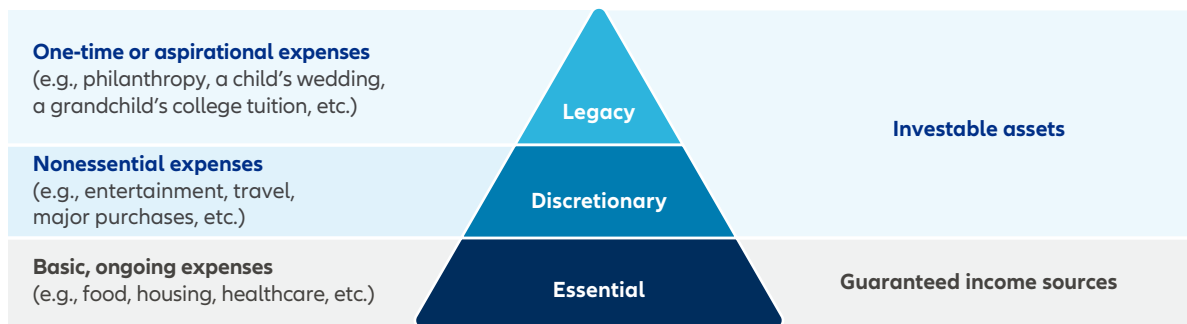


Four steps to help your retirement income last.

Feeling overwhelmed about retirement income planning? Use these steps to help simplify your approach.



1 Estimate your retirement expenses and income needs

Developing a retirement income strategy requires a clear understanding of what your expenses in retirement will be.

An expense pyramid can help you plan for your income needs by dividing your expenses into three categories: essential, discretionary, and legacy.

To make sure your essential expenses are covered first, **start at the bottom of the pyramid and then work your way up.**

2 Determine how you'll pay for each expense category

After dividing your expenses into the three categories, you will need to identify your income sources and determine how to use them to help fund each category. Use the chart below to help you in this process.

Guaranteed income sources (e.g., Social Security, pension, annuity) can help fund your **essential** expenses throughout retirement because of the predictable income they provide as long as you live.

Investable assets can help fund your **legacy** and **discretionary** expenses because they are generally more flexible than essential expenses. These assets can also be used to purchase other financial products.



TIP: Work with your financial professional to help estimate your retirement expenses and income sources. You can use the Allianz **Retirement income planning worksheet** (ENT-3109-N) to help complete your estimates.

3 Identify whether you'll need more income for your essential expenses

After determining your retirement expenses and your income sources, you may find that your essential expenses exceed your guaranteed income sources.

If this is so, then you're lacking adequate predictable income to help cover your most basic day-to-day expenses throughout retirement.

For example, if your essential expenses are estimated at \$40,000 annually, and you've determined that your guaranteed income sources will generate only \$30,000 annually, then you'll need an additional \$10,000 each year.

Essential expenses Food, housing, health care	\$40,000
Guaranteed income Social Security, pensions, annuity	-\$30,000
INCOME NEED	= \$10,000

4 Supplement your retirement income strategy

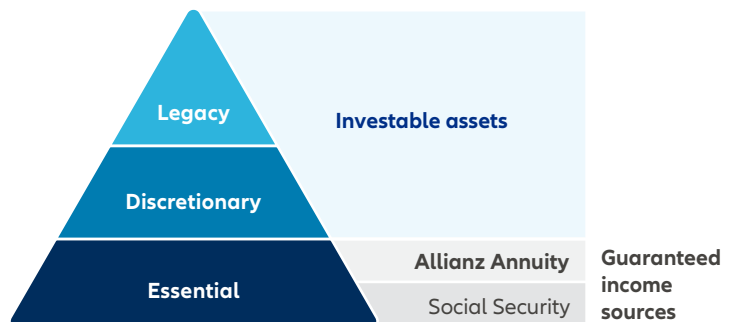
If you determine that you'll need more income, it's not too late to provide for it.

Start by reviewing your current assets with your financial professional. Determine if a portion of these assets could be repositioned to help generate additional guaranteed income to cover your essential expenses.

One option is to convert a portion of your assets to an annuity from Allianz Life Insurance Company of North America (Allianz).

Annuities are designed to meet long-term needs for retirement income by providing tax deferral, a death benefit during the accumulation phase, and a guaranteed stream of income for life.

Retirement income sources



This hypothetical chart is provided for illustrative purposes only. It is not indicative of a specific retirement income strategy mix. It is a depiction of some of the income sources available for retirees. Each individual's specific situation may vary.

Any transaction that involves a recommendation to liquidate a securities product, including those within an IRA, 401(k), or other retirement plan for the purchase of an annuity or for other similar purposes, can be conducted only by individuals currently affiliated with a properly registered broker/dealer or registered investment advisor. If your financial professional does not hold the appropriate registration, please consult with your own broker/dealer representative or investment advisor representative for guidance on your securities holdings.

Distributions from an annuity are subject to ordinary income tax and, if taken before 59½, a 10% federal additional tax may apply.

In addition, always keep in mind that your needs may change. It's important to understand the balance between all of the features available with any annuity. Always consider each of these and how they work when considering if a product is appropriate for your needs.

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