



# Retirement Planning

A pathway to securing the  
lifestyle you desire

Eagle  
Strategies  
LLC







# The value of working with a Financial Advisor

Collaborating with a Financial Advisor affiliated with Eagle Strategies, a registered investment adviser and a wholly-owned subsidiary of New York Life, who is also a Registered Representative of NYLIFE Securities LLC and an agent of New York Life Insurance Company, provides you with access to the full breadth and depth of products and services offered by these organizations.

You work hard and have dreams about the type of lifestyle you would like to enjoy in retirement. Securing that dream can be best achieved when you work with an experienced Financial Advisor who can help educate you about the solutions available to you and each of their advantages and disadvantages.

Therefore, we will take the time necessary to educate you about your retirement options and through our partnership, you can expect to receive well-considered guidance.

Armed with this information, you will be more confident about your investment decisions and how those choices will help deliver a retirement plan that is right for you.

This guidance is one of the most important and valuable services we offer, and it is how we will work to earn and maintain your trust year in and year out.

# Investing your retirement savings

As you transition to a new job or prepare to retire, you will need to determine what to do with your retirement savings.

Below are the retirement options available to you with the money you have saved in your employer's

plan, as well as some of their potential advantages and disadvantages.<sup>1</sup>

If this is a new IRA or an IRA-to-IRA transfer, please refer to the solutions available to you on the following pages.

OPTIONS	POTENTIAL ADVANTAGES	POTENTIAL DISADVANTAGES
<b>Keep all or some money in your former employer's plan</b> Dependent upon employer's plan rules	<ul style="list-style-type: none"> <li>• No taxes or early withdrawal penalties</li> <li>• Maintain tax-deferred status</li> <li>• Plan may allow loans</li> <li>• Possible lower fees</li> <li>• Possible in-service withdrawal, plan permitting</li> <li>• Required minimum distributions may not be required, if still working</li> </ul>	<ul style="list-style-type: none"> <li>• No additional contributions</li> <li>• Limited to the plan's investment options</li> <li>• Less control over assets, subject to plan policies of former employer</li> <li>• May require account minimums</li> </ul>
<b>Direct rollover to new employer's plan</b>	<ul style="list-style-type: none"> <li>• No taxes or early withdrawal penalties</li> <li>• Maintain tax-deferred status</li> <li>• Plan may allow loans</li> <li>• Additional contributions allowed</li> <li>• Possible lower fees</li> <li>• Additional services available</li> <li>• Possible opportunity to consolidate retirement accounts</li> <li>• Possible in-service withdrawal, plan permitting</li> <li>• Required minimum distributions may not be required, if still working</li> </ul>	<ul style="list-style-type: none"> <li>• Limited to the plan's investment options</li> <li>• Less control over assets, subject to plan policies of current employer</li> </ul>
<b>Direct rollover to a traditional IRA<sup>1</sup></b>	<ul style="list-style-type: none"> <li>• No taxes or early withdrawal penalties</li> <li>• Maintain tax-deferred status</li> <li>• Additional contributions allowed until age 70½</li> <li>• Wide range of investment options</li> <li>• Greater control over assets</li> <li>• Opportunity to consolidate retirement accounts</li> <li>• Individual investment advice</li> </ul>	<ul style="list-style-type: none"> <li>• Loans not allowed</li> <li>• Possible higher fees</li> <li>• Less creditor protection than employee plan</li> <li>• Possible tax penalty on any employee stock liquidation</li> </ul>
<b>Direct rollover to Roth IRA<sup>1</sup></b>	<ul style="list-style-type: none"> <li>• No income limits to qualify</li> <li>• No early withdrawal penalties</li> <li>• Qualified withdrawals are tax-free</li> <li>• No mandatory withdrawals at age 70½</li> <li>• Additional contributions allowed if you meet income limits</li> <li>• Wide range of investment choices</li> <li>• Greater control over assets</li> <li>• Opportunity to consolidate retirement accounts</li> <li>• Individual investment advice</li> </ul>	<ul style="list-style-type: none"> <li>• Loans not allowed</li> <li>• Possible higher fees</li> <li>• Must pay taxes in the year of the rollover, preferably with assets outside of the retirement account</li> </ul>
<b>Take the money in a lump sum</b>	<ul style="list-style-type: none"> <li>• Money available to spend or reinvest</li> </ul>	<ul style="list-style-type: none"> <li>• Possible 10% penalty tax for early withdrawal prior to age 59½</li> <li>• Loss of tax-deferred status</li> <li>• Retirement account reduced to \$0</li> <li>• 20% automatically withheld for income taxes</li> <li>• Additional Federal, state, and local taxes may be due</li> </ul>



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<sup>1</sup> Beginning 1/1/15, you can make only one indirect (i.e., 60 day) IRA rollover in any 12-month period, regardless of the number or types of IRAs you own (see IRS Announcement 2014-32); however, you may continue to make an unlimited number of direct and trustee-to-trustee transfers (transfers directly between IRAs) as well as unlimited rollovers from traditional IRAs to Roth IRAs (conversions). Please consult your tax advisor prior to effecting a rollover. Before rolling over the proceeds of your retirement plan to an Individual Retirement Account (IRA) or annuity, consider whether you would benefit from other possible options such as leaving the funds in your current plan or transferring them into a new employer's plan. Consult with each employer's human resources department to learn about important plan features and rules. Be sure to compare the fees and expenses of each plan and investment option to those of any other investments that you are considering. Review plan documents and the IRA agreement, as well as the prospectuses for plan investment options and any other investments that you are considering. Your Registered Representative can help explain any new product being offered. Neither New York Life nor its representatives or affiliates provide tax or legal advice. Consult with a tax or legal advisor prior to rolling over assets to discuss any questions or concerns that you have, such as the tax consequences of withdrawing funds or removing shares of an employer's stock from a retirement plan and whether money invested in a retirement plan receives greater protection from creditors and legal judgments in your state than money invested in an IRA or annuity. Also consider that you may be able to take taxable, but penalty-free withdrawals from an employer-sponsored retirement plan between the ages of 55 and 59½ that you would not be able to take if you invest in an IRA or annuity. Additionally, if you plan to work after you reach age 70½, you may not be required to take minimum distributions from your current employer's retirement plan, but would be required to do so for funds invested in an IRA or annuity.



# Investment solutions

Once you have determined the retirement option you will leverage to invest your savings, you will need to determine the appropriate investment solutions to help you achieve your retirement goals.

By working with an Advisor affiliated with Eagle Strategies, you will have access to the following suite of investment solutions.



# Investment advisory solutions

Eagle's wealth management platform consists of investment advisory programs including Fund Advisory, Separately Managed Accounts (SMAs), and Rep Directed Programs. These programs provide our Advisors with the tools they need to build customized solutions based on your individual goals, risk tolerance, and investment time horizon.

## Features

### Professional Money Management

- Access to experienced, well-known asset managers
- Wide variety of investment options and model portfolios

### Flexibility

- Our Financial Advisors can design personalized solutions that address your goals, risk tolerance, and investment time horizon
- Portfolios can adapt over time to meet your evolving objectives
- Fee-based model offers the ability to make changes within and amongst programs without incurring surrender charges
- Access to your money when needed<sup>2</sup>

### Diversification

- Diversify across asset classes, investment philosophy, and geography

### Market Volatility

- Returns are subject to market risks and will fluctuate in value

### Portfolio Control

- Investors may not control underlying portfolio holdings in certain programs

### Fees

- All clients are charged a fee for investment advice
- Additional fees may apply

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<sup>2</sup> Withdrawals are subject to ordinary income taxes and, if made prior to age 59½, a 10% IRS penalty tax. Surrender charges may also apply.

“An investment in knowledge pays the best interest.”

- Benjamin Franklin

# Mutual Funds

Mutual funds offer you the opportunity to allocate a portion of your retirement savings to professionally managed portfolios in a variety of markets including fixed income, domestic and international equity. These allocations allow you to continue growing your portfolio even as you draw down on your retirement savings.

## Features

### Professional Money Management

- Access to experienced, well-known asset managers
- Wide variety of investment options and model portfolios

### Flexibility

- Our Financial Advisors can design personalized solutions that address your goals, risk tolerance, and investment time horizon
- Portfolios can adapt over time to meet your evolving objectives
- Variety of funds available to help meet your individual risk and reward objectives
- Liquidity — shares may be bought or sold on any business day<sup>3</sup>
- Access to your money when needed<sup>4</sup>

### Diversification

- Diversify across asset classes, investment philosophy, and geography

### Market Volatility

- Returns are subject to market risks and will fluctuate in value

### Portfolio Control

- Investors do not control holdings in portfolios

### Sales Charges/Fees

- May be subject to sales charges and investment management fees

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3. Upon redemption the value of the fund's shares may be worth more or less than the original cost.

4. Withdrawals are subject to ordinary income taxes and, if made prior to age 59½, a 10% IRS penalty tax. Surrender charges may also apply.





# Annuity Solutions

Annuities can provide tax-deferred growth, guaranteed rates of return, and/or guaranteed lifetime payments — benefits that are generally only available through a pension, which can help reduce the risk of outliving your savings. The following are a variety of annuities available for your consideration.<sup>5</sup>

## Variable Annuities<sup>6</sup>

Variable annuities offer a wide variety of investment options or underlying funds. Primarily for those who are still saving for retirement, they offer the potential to grow your assets in the market, some access to your money, and investment or legacy protection.

### Features

#### Guarantees<sup>7</sup>

- Ability to purchase investment and enhanced legacy protection
- A guaranteed death benefit to protect your beneficiaries (unless the policy is annuitized)
- A guaranteed interest rate is available for a portion of your investment through a fixed account<sup>8</sup>
- Option to elect a stream of income that is guaranteed for life

#### Professional Money Management

- Access to experienced, well-known asset managers through the underlying investment options
- Wide variety of investment options including model portfolios<sup>9</sup>

#### Flexibility

- Our Financial Advisors can design personalized solutions that address your goals, risk tolerance, and investment time horizon
- Portfolios can adapt over time to meet your evolving objectives
- Access to your money when needed<sup>10</sup>

#### Diversification

- A wide array of investment options offer diversification across asset classes, investment philosophy, and geography

#### Market Volatility

- Returns are subject to market risks and will fluctuate in value

#### Portfolio Control

- Investors do not control holdings in the underlying portfolios
- Investors are subject to investment restrictions with the election of some riders

#### Surrender Charges

- During the first several years, withdrawals in excess of certain amounts may be subject to surrender charges

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<sup>5</sup> Annuities are retirement planning vehicles that are held outside of the investment advisory programs and offered to you if determined appropriate by the Financial Advisor in his/her role as an agent of New York Life Insurance Company and/or NYLIFE Securities Registered Representative. Tax qualified retirement plans (like IRAs, TSAs, and SEPs) already provide tax-deferral under the Internal Revenue Code, so the tax-deferral of an annuity does not provide any additional benefits when purchased in such plan. Thus, an annuity should only be purchased in an IRA or qualified plan if you value other features of the annuity and are willing to incur additional costs associated with the annuity to receive such benefits. Variable Annuities are issued by New York Life Insurance and Annuity Corp., (NYLIAC) a New York Life affiliate. Some fixed annuities are issued by New York Life Insurance Company.

<sup>6</sup> Variable annuities are long-term investment vehicles designed to help you save for retirement. Products are available in approved jurisdictions. As with many investments, there are fees, expenses, and risks associated with these policies. All guarantees, including the death benefit payments, are dependent on the claims-paying ability of New York Life Insurance and Annuity Corporation (NYLIAC) and do not apply to the investment performance of the underlying Investment Divisions in the variable annuity. Assets in the Investment Divisions are subject to market risk and will fluctuate in value. Features vary by contract (see the prospectuses for details). Withdrawals may be subject to ordinary income taxes and/or surrender charges as applicable. Please consider the investment objectives, risks, charges, and expenses of the variable annuity policy and its underlying Investment Divisions carefully before investing. The product and funds prospectuses contain this and other information and can be obtained through your Financial Advisor. Please read the prospectuses carefully before investing.

<sup>7</sup> All guarantees are backed by the claims-paying ability of NYLIAC.

<sup>8</sup> The fixed account is backed by the assets in NYLIAC's General Account. Not available with all products or riders.

<sup>9</sup> Model portfolios are referred to as "Asset Allocation Portfolios" in the prospectus.

<sup>10</sup> Withdrawals are subject to ordinary income taxes and, if made prior to age 59½, a 10% IRS penalty tax. Surrender charges may also apply.

# Fixed Deferred Annuities

A fixed deferred annuity can help you grow and protect your retirement savings. The money in your annuity earns a guaranteed, fixed rate of interest. Fixed deferred annuities are suitable for people who are looking for a long-term, low risk retirement solution that historically offers higher crediting/interest rates than many other fixed interest options.

## Features

### Guarantees<sup>11</sup>

- Fixed rates of return
- Generally higher interest rates for larger premiums
- At the owner's request, the money accumulated can provide guaranteed income for life

### Flexibility

- Withdrawal provisions grant access to some or all of your money<sup>12</sup>
- A variety of guaranteed interest/surrender periods are available

### No Market Growth Potential

- Returns may be lower than those available through equity market-related investments

### Surrender Charges

- Withdrawals may be subject to surrender charges and a market value adjustment, depending on the years held before withdrawal

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11 All guarantees are backed by the claims-paying ability of NYLIAC.

12 Withdrawals are subject to ordinary income taxes and, if made prior to age 59½, a 10% IRS penalty tax. Surrender charges may also apply.





# Guaranteed Income Annuities

A guaranteed income annuity provides you with a worry-free stream of guaranteed income during retirement. You can purchase one before or after you retire. The money in your annuity — which you invest as a lump sum or in a series of payments, depending on the policy you choose — generates a stream of income for as long as you live. The amount of income you receive depends on several factors including your age, gender, premium amount, and your chosen payout option.

## Features

### Guarantees<sup>13</sup>

- Provides guaranteed income payments for life or for a specific period of time
- Provides payments that won't fluctuate with changes in the financial markets

### Flexibility

- A variety of payout options are available to help meet specific needs, including cash refund and period certain
- Limited liquidity features available to gain access to funds for emergency needs<sup>14</sup>
- Choice of monthly, quarterly, semiannual, or annual income payments
- Optional feature available at issue to increase income payments annually to help keep pace with inflation<sup>15</sup>
- Option to change income start date (not available for immediate annuity)<sup>16</sup>
- Flexible premium payments allow the policy to adapt over time to meet evolving client objectives (not available for immediate annuities)
- Certain annuities offer the potential for additional income through dividends, if declared. Dividends are not guaranteed.
- Some annuities may be set up as Qualifying Longevity Annuity Contracts, which can defer all or a portion of your required minimum distributions until age 85.

### No Market Risk

- Payments are generally fixed for the base product

### Irrevocable

- Income annuities are designed to provide income over a long period of time; therefore, they cannot be surrendered or cancelled.

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13 All guarantees are backed by the claims-paying ability of the issuing company — NYLIAC or New York Life Insurance Company — as applicable. Products available in approved jurisdictions.

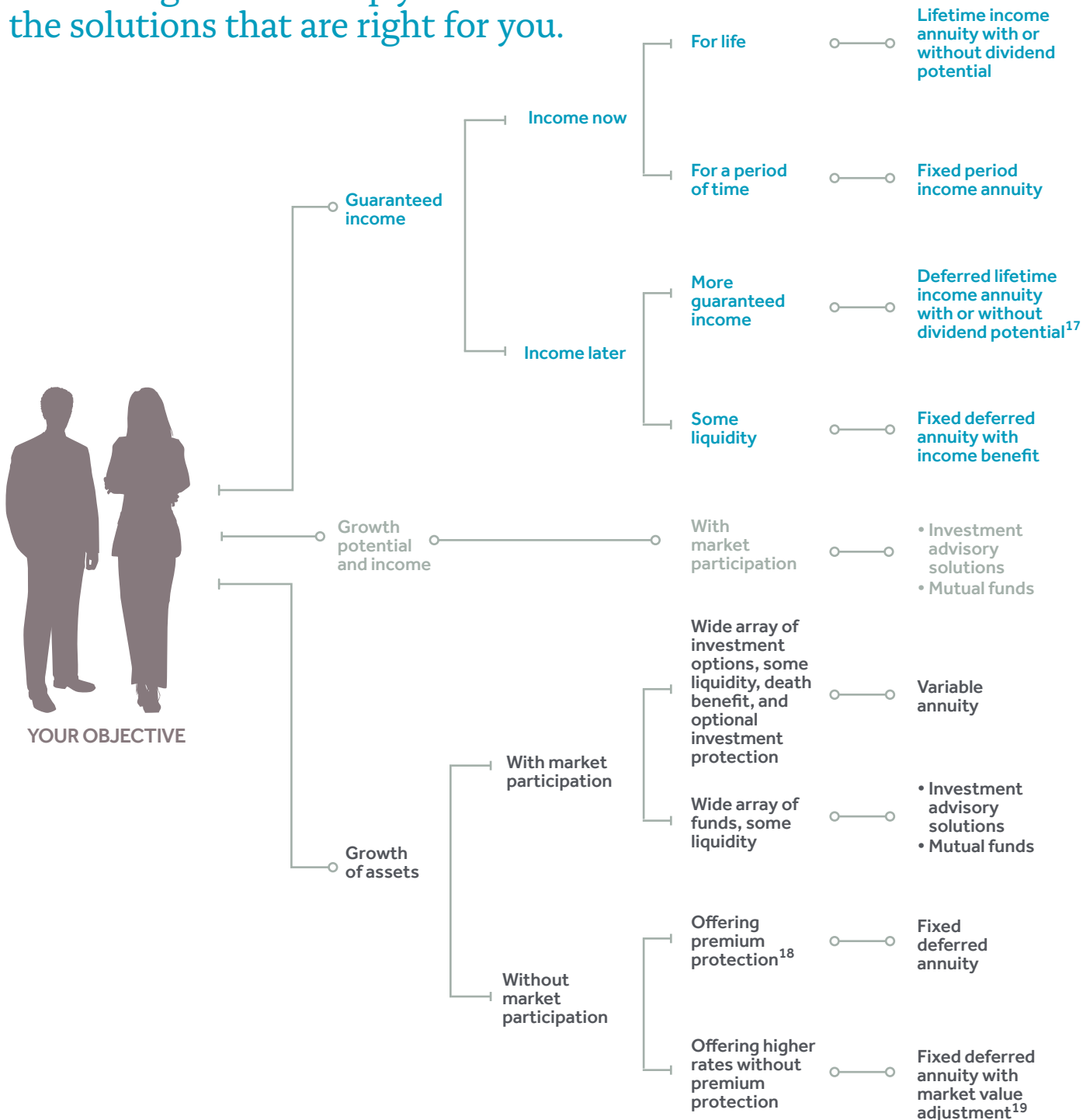
14 Taxes and other restrictions may apply.

15 Payments for the same premium will initially be smaller than for policies without this feature and will increase each year at the percentage chosen. Age and other restrictions may apply.

16 Income start date may be accelerated to any date at least 13 months after the last premium payment or deferred up to five years beyond the original income start date deferred income annuity, 10 years for participating deferred income annuity. May be exercised one time. Income start date cannot be changed when the life-only payout option is selected or in Connecticut (the ISD change is available in CT for FMI — participating deferred income annuity). Additional restrictions may apply.

# Chart your retirement course

Armed with an understanding of the retirement solutions we offer, the below diagram will help you select the solutions that are right for you.







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17 This contract is irrevocable, it has no cash surrender value, and no withdrawals are permitted prior to the income start date. Income payments are guaranteed at least as long as the annuitant is living, provided the annuitant is alive on the designated income start date. Contracts in which a life only payout option is selected do not provide a death benefit either prior to, or after, the designated start date.

18 100% return of premium guarantee begins on the second policy anniversary date.

19 Market Value Adjustment (MVA) applies when you surrender or make a withdrawal from the contract that is greater than the surrender-charge-free withdrawal amount during the surrender-charge period. The MVA will add or deduct an amount from your annuity, or from the withdrawal amount you receive. The MVA cannot decrease the surrender value of the policy below the premiums paid less prior withdrawals, applicable charges, and taxes, accumulated at the guaranteed minimum interest rate as stated in your contract. However, the applicable surrender charges may further reduce the accumulation value below the premium paid or the amount you receive when you make a partial withdrawal or fully surrender the policy.

# We are ready to work with you

In partnership, we will help guide you in making thoughtful decisions about how to secure and achieve your retirement goals. Ours is, first and foremost, a long-term partnership built on trust, and we look forward to working with you.

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“Someone is sitting in the shade today because someone planted a tree a long time ago.”

— Warren Buffet







Eagle Strategies LLC (Eagle) is an indirect wholly owned subsidiary of New York Life Insurance Company and an SEC-registered investment adviser. Registration with the SEC does not imply a certain level of skill or training. Eagle investment adviser representatives (IARs) act solely in their capacity as insurance agents of New York Life, its affiliates, or other unaffiliated insurance carriers when recommending insurance products and as registered representatives when recommending securities through NYLIFE Securities LLC (member FINRA/SIPC), an affiliated registered broker-dealer and licensed insurance agency. Investment products are not guaranteed and may lose value. No tax or legal advice is provided by Eagle, its IARs or its affiliates.

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