

LONGHORN WEALTH MANAGEMENT GROUP

Providing Total Wealth Management for Texas Alumni, Employees, Family & Friends



JOHN DONOVAN CFP[®], CRPC[®] PRESENTS

Spring 2024 Education Event

Preparing for the SAI Transition to Osaic

&

"THE HIDDEN COSTS OF CASH"

Securities offered through Securities America Inc., Member FINRA/SIPC. Advisory Services offered through Securities America Advisors Inc. Longhorn Wealth Management Group, Brighthouse Financial, JP Morgan Asset Management and Securities America are unaffiliated.

LET'S MEET THE TEAM



Joe McCullough

Wealth Planner & Advisor

Leasa Donovan

Event Coordinator

Gabby Griffin

Client Services Coordinator &
Executive Assistant

Priyanka Menon

Social Media & Marketing Intern

Kristina Cramb

Planning & Implementation
Coordinator

Hollyn Donovan

Administrative Assistant

LONGHORN WEALTH MANAGEMENT GROUP

WELCOMES YOU TO OUR

SPRING 2024 EDUCATION EVENT

Preparing for the SAI Transition to Osaic

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“THE HIDDEN COSTS OF CASH”

- **Welcome – John Donovan**
- **The Transition to Osaic Overview**
- **Guide to the Market Review Highlights - JPMorgan**
- **The Hidden Costs of Cash– Athene**
- **Questions & Answers**



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osaic

Introducing Osaic

2024

osaic.com

Why I chose Osaic

Osaic's vast range and scale of resources allow me to provide you with exceptional benefits:

- ✓ Access to a broad range of investment options, including stocks and bonds, mutual funds, annuities, fee-based advisory programs, and insurance
- ✓ Portfolio management and trading tools that address your needs
- ✓ The ability to deliver additional financial services, including business succession planning; wealth transfer; deferred compensation; charitable giving; pension maximization; and qualified and non-qualified retirement plans
- ✓ The possibility to borrow against your investments without affecting the underlying value of your portfolio
- ✓ For some of these services, you may be referred to other professionals. If you require specific tax or legal advice, we encourage you to seek personalized advice from qualified professionals regarding your specific situation
- ✓ Timely and accurate execution with innovative technology
- ✓ Cybersecurity safeguards help me to protect your accounts and information

Partnership and Support



Our partnership with Osaic allows us to:

- ✓ Focus our efforts on your priorities and interests
- ✓ Evaluate your evolving needs
- ✓ Deliver the best experience with the highest level of service



We are here to support you every step of the way as you plan for your future. In partnership with Osaic, we are able to provide you with objective, carefully considered offerings.



Our relationship with Osaic's Broker-Dealer Osaic Wealth, Inc. (Osaic Wealth) provides crucial operational and investment support for our holistic wealth management business, so we can spend our time working to help you meet your goals.



Osaic is one of the largest networks of wealth management professionals and provides resources, scale, and stability to more than 11,000 financial professionals with over \$500B in total client assets.

Upcoming Transition

- Securities America, Inc. will transition to Osaic Wealth, Inc on June 14, 2014
- Leading up to the transition you will receive a negative consent letter from the firm informing you of this transition
 - No action is required by you
 - Our relationship and management of your account will remain the same
- With this transition, we will gain access to new platforms and tools to help me support you and your goals

Clearing Firm: NFS

- Your brokerage account assets are held at a clearing firm, a separate and independent entity. The clearing firm is responsible for the safekeeping, servicing, segregation, and reporting of your assets. Osaic Wealth works with National Financial Services LLC (“NFS”), a Fidelity Investments® company and a member of NYSE and SIPC. NFS¹ is a leading provider of global financial services to institutions, corporations, and high-networth individuals, and custodies \$2.1 trillion in global client assets.²

¹ NFS handles confirmation, delivery and settlement of your financial transactions. You'll receive periodic account statements and transaction confirmations, with to option to receive those electronically. NFS is regulated by the SEC and FINRA, the regulatory bodies that also oversee broker-dealers.

² NFS LLC and its global affiliates, December 31, 2019.

ENV# CEBQCPSZBBLPGTH_BBBBB
SECURITIES AMERICA, INC
12325 PORT GRACE BLVD
LAVISTA, NE 68128



Registered Representatives offer securities through Securities America Inc., Member FINRA/SIPC
Financial Advisors offer advisory services through Securities America Advisors Inc.
Longhorn Wealth Management Group and Securities America are separate companies.

NES/FMTC ROLLOVER IRA

3072 CASTLE CREEK LN
PLANO TX 75093

STATEMENT FOR THE PERIOD ENDING 31, 2024

LEASA H DONOVAN - Premiere Select Rollover IRA
Account Number: WWF-269883

Separate Acc't Manager: SECURITIES AMERICA ADVISORS
Investment Discipline: MO-ADVISOR DIRECTED PORT

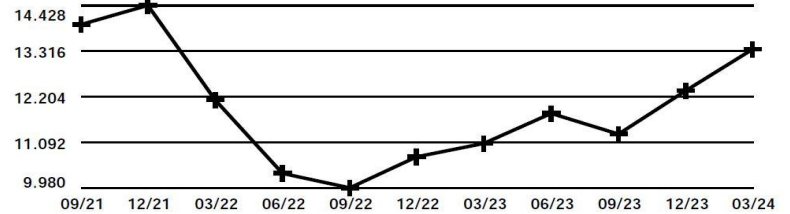
BEGINNING VALUE OF YOUR PORTFOLIO	\$13,108.24
TOTAL VALUE OF YOUR PORTFOLIO	\$13,367.55

YOUR ACCOUNT EXECUTIVE IS: JOHN DONOVAN
RR#: 3QV

For questions about your accounts:
National: 972 707 4900

CHANGE IN VALUE OF YOUR PORTFOLIO

\$ thousands



Change In Value Of Your Portfolio information can be found in Miscellaneous Footnotes at the end of this statement.

Account carried with National Financial Services LLC, Member NYSE, SIPC

SECURITIES AMERICA, INC.

MN_CEBQCPSZBBLPGTH_BBBBB 20240328

S

Clearing Firm: Pershing

- Your brokerage account assets are held at a clearing firm, a separate and independent entity. The clearing firm is responsible for the safekeeping, servicing, segregation, and reporting of your assets. Osaic Wealth works with Pershing LLC (Member, FINRA, NYSE, and SIPC), a subsidiary of The Bank of New York Mellon Corporation, the nation's oldest continuously operating bank. Pershing¹ is a leading provider of global financial services to institutions, corporations, and high-net-worth individuals, and custodies \$2.1 trillion in global client assets.²

¹ Pershing handles confirmation, delivery and settlement of your financial transactions. You'll receive periodic account statements and transaction confirmations, with to option to receive those electronically. Pershing is regulated by the SEC and FINRA, the regulatory bodies that also oversee broker-dealers.

² Pershing LLC and its global affiliates, December 31, 2022.

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Guide to the Markets[®]



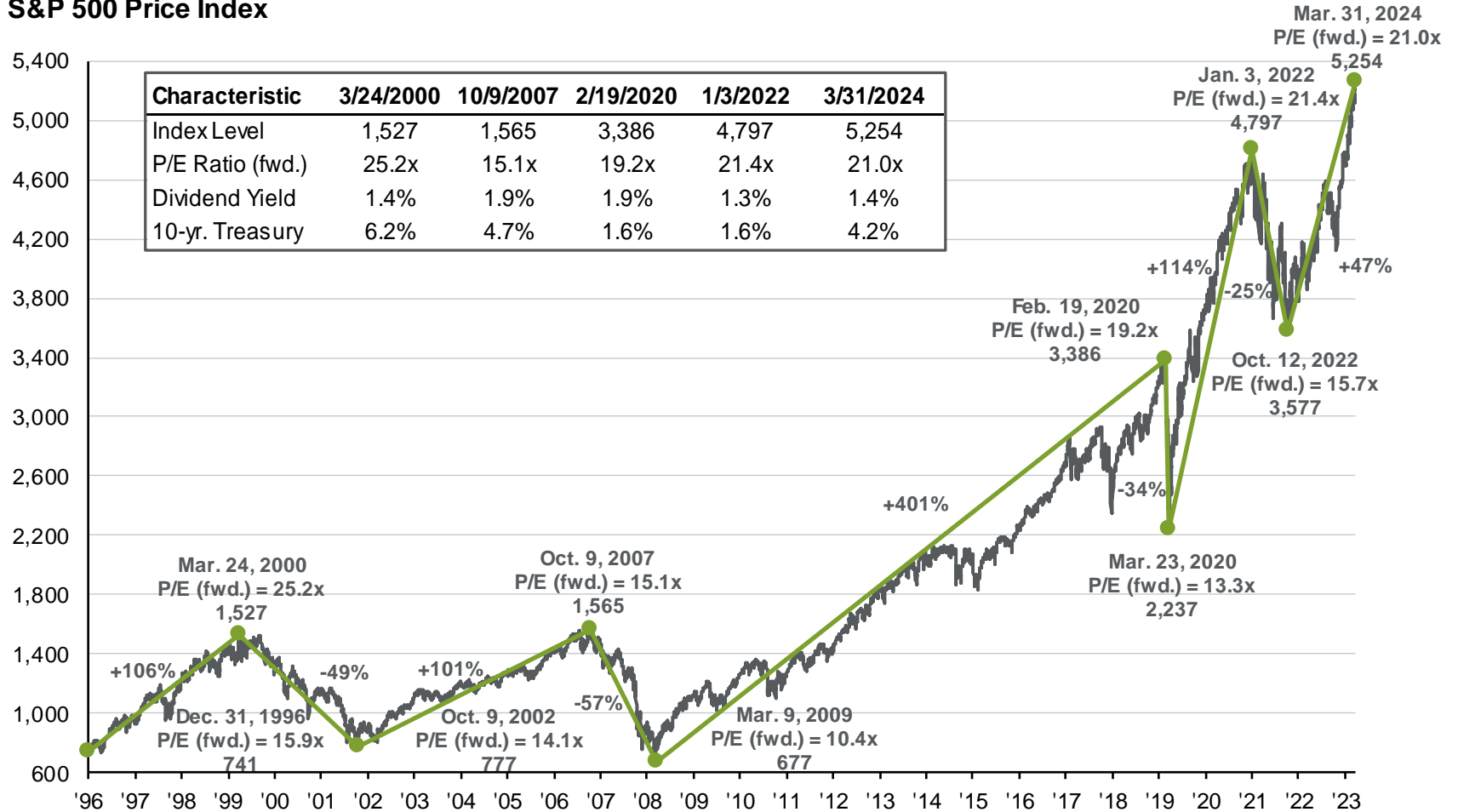
U.S. | 2Q 2024

As of March 31, 2024

S&P 500 Index at inflection points

Equities

S&P 500 Price Index



Source: Compustat, FactSet, Federal Reserve, Refinitiv Datastream, Standard & Poor's, J.P. Morgan Asset Management.

Dividend yield is calculated as consensus estimates of dividends for the next 12 months, divided by most recent price, as provided by Compustat. Forward price-to-earnings ratio is a bottom-up calculation based on IBES estimates and FactSet estimates since January 2022. Returns are cumulative and based on S&P 500 Index price movement only, and do not include the reinvestment of dividends. Past performance is not indicative of future returns.

Guide to the Markets – U.S. Data as of March 31, 2024.

U.S.

S&P 500 valuation measures

S&P 500 Index: Forward P/E ratio



Source: FactSet, FRB, Refinitiv Datastream, Robert Shiller, Standard & Poor's, Thomson Reuters, J.P. Morgan Asset Management. Price-to-earnings is price divided by consensus analyst estimates of earnings per share for the next 12 months as provided by IBES since February 1994 and by FactSet since January 2022. Current next 12-months consensus earnings estimates are \$245. Average P/E and standard deviations are calculated using 30 years of history. Shiller's P/E uses trailing 10-years of inflation-adjusted earnings as reported by companies. Dividend yield is calculated as the next 12-months consensus dividend divided by most recent price. Price-to-book ratio is the price divided by book value per share. Price-to-cash flow is price divided by NTM cash flow. EY minus Baa yield is the forward earnings yield (consensus analyst estimates of EPS over the next 12 months divided by price) minus the Moody's Baa seasoned corporate bond yield. Std. dev. over/under-valued is calculated using the average and standard deviation over 30 years for each measure. *Averages and standard deviations for dividend yield and P/CF are since November 1995 due to data availability.

U.S.

Guide to the Markets – U.S. Data are as of March 31, 2024.



S&P 500: Index concentration, valuations and earnings

P/E ratio of the top 10 and remaining stocks in the S&P 500

Next 12 months, 1996 - present



Weight of the top 10 stocks in the S&P 500

% of market capitalization of the S&P 500



Earnings contribution of the top 10 in the S&P 500

Based on last 12 months' earnings



Source: FactSet, Standard & Poor's, J.P. Morgan Asset Management.

The top 10 S&P 500 companies are based on the 10 largest index constituents at the beginning of each month. As of 3/31/2024, the top 10 companies in the index were MSFT (7.2%), AAPL (5.6%), NVDA (5.1%), AMZN (3.7%), META (2.4%), GOOGL (2.0%), BRK.B (1.7%), GOOG (1.7%), LLY (1.4%), AVGO (1.3%) and JPM (1.3%). The remaining stocks represent the rest of the 490 companies in the S&P 500.

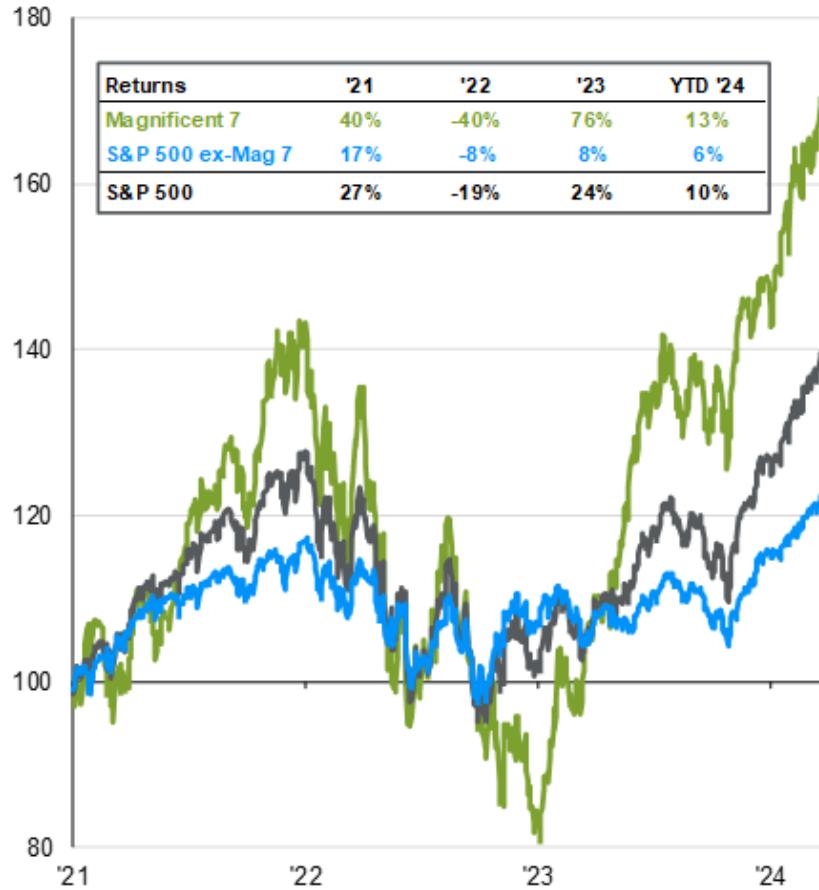
Guide to the Markets – U.S. Data are as of March 31, 2024.



Magnificent 7 performance and earnings dynamics

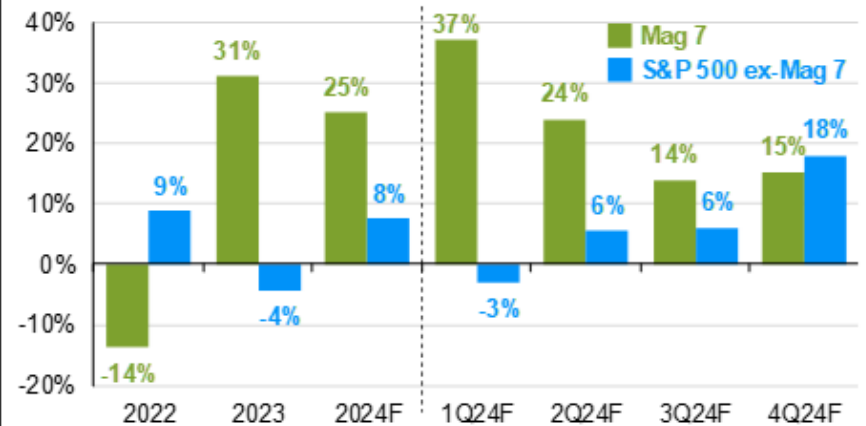
Equities

Performance of “Magnificent 7” stocks in S&P 500* Indexed to 100 on 1/1/2021, price return



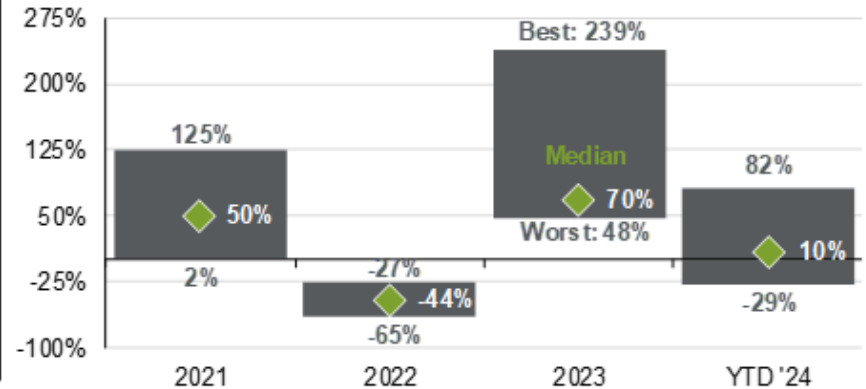
Earnings growth

Pro-forma EPS, y/y



Magnificent 7 performance dispersion

Price returns, best, median and worst performing Mag 7 stock by year



Source: FactSet, Standard & Poor's, J.P. Morgan Asset Management.

*Magnificent 7 includes AAPL, AMZN, GOOG, GOOGL, META, MSFT, NVDA and TSLA. Earnings estimates for 2024 are forecasts based on consensus analyst expectations.

Guide to the Markets – U.S. Data are as of March 31, 2024.

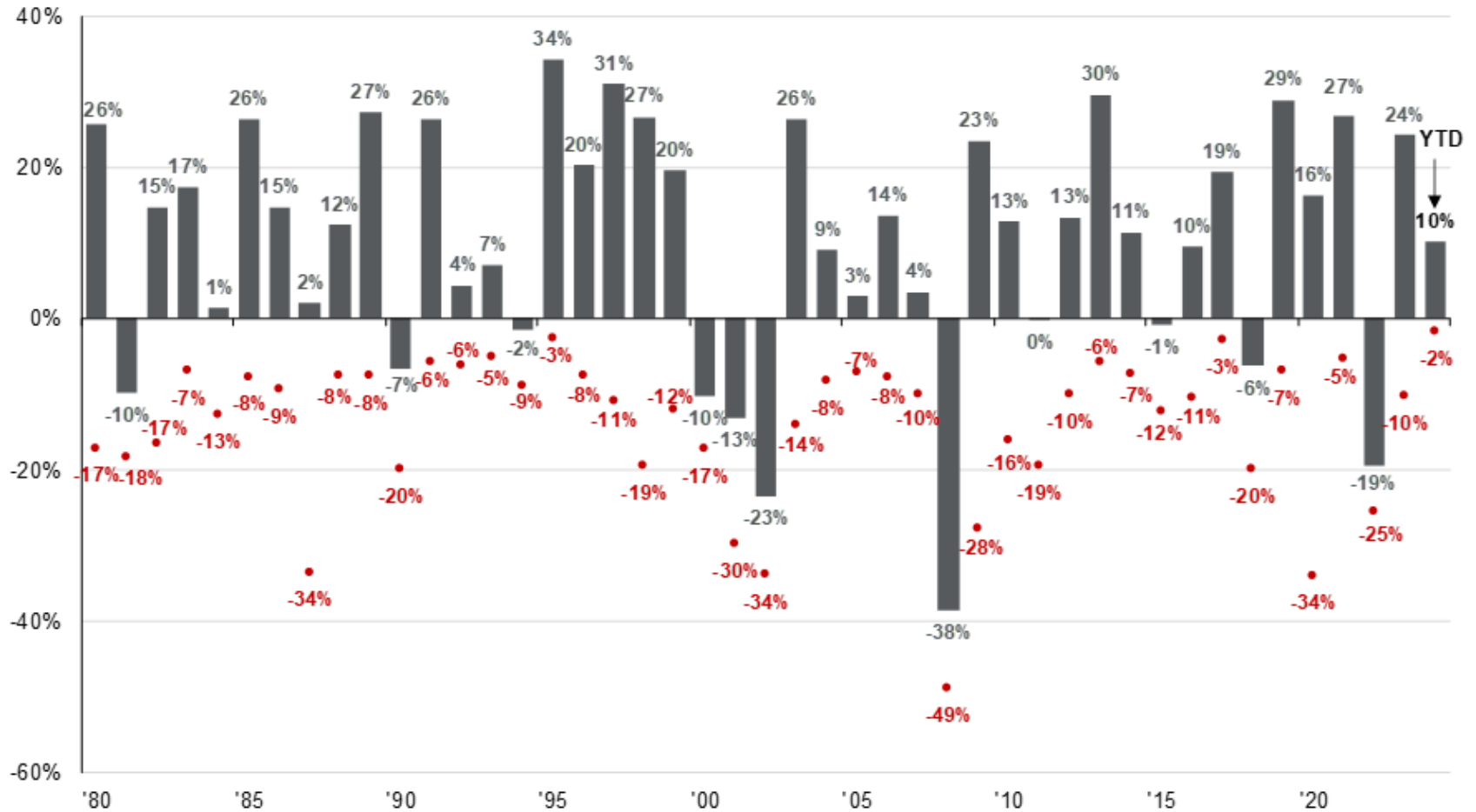


Annual returns and intra-year declines

Equities

S&P intra-year declines vs. calendar year returns

Despite average intra-year drops of 14.2%, annual returns were positive in 33 of 44 years



Source: FactSet, Standard & Poor's, J.P. Morgan Asset Management.
 Returns are based on price index only and do not include dividends. Intra-year drops refers to the largest market drops from a peak to a trough during the year. For illustrative purposes only. Returns shown are calendar year returns from 1980 to 2023, over which time period the average annual return was 10.3%.
 Guide to the Markets – U.S. Data are as of March 31, 2024.

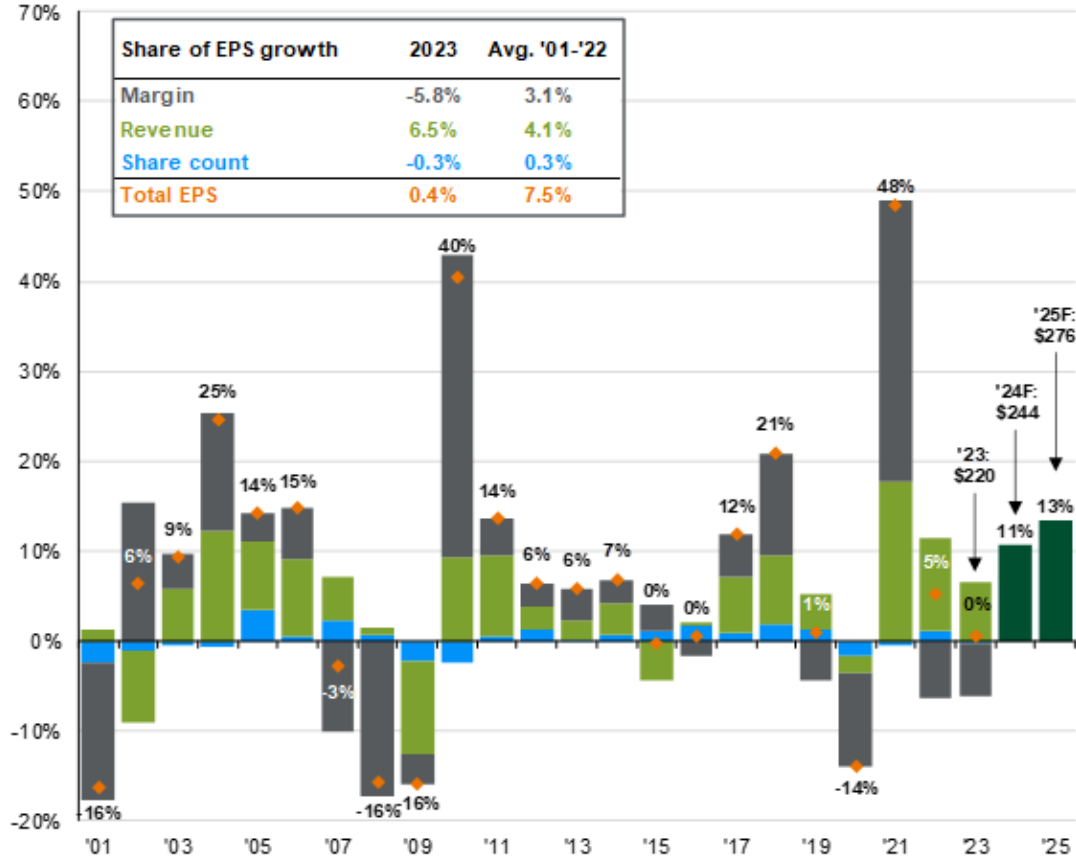


Sources of earnings growth and profit margins

Equities

S&P 500 year-over-year pro-forma EPS growth

Annual growth broken into changes in revenue, profit margin and share count



S&P 500 profit margins

Quarterly earnings/sales



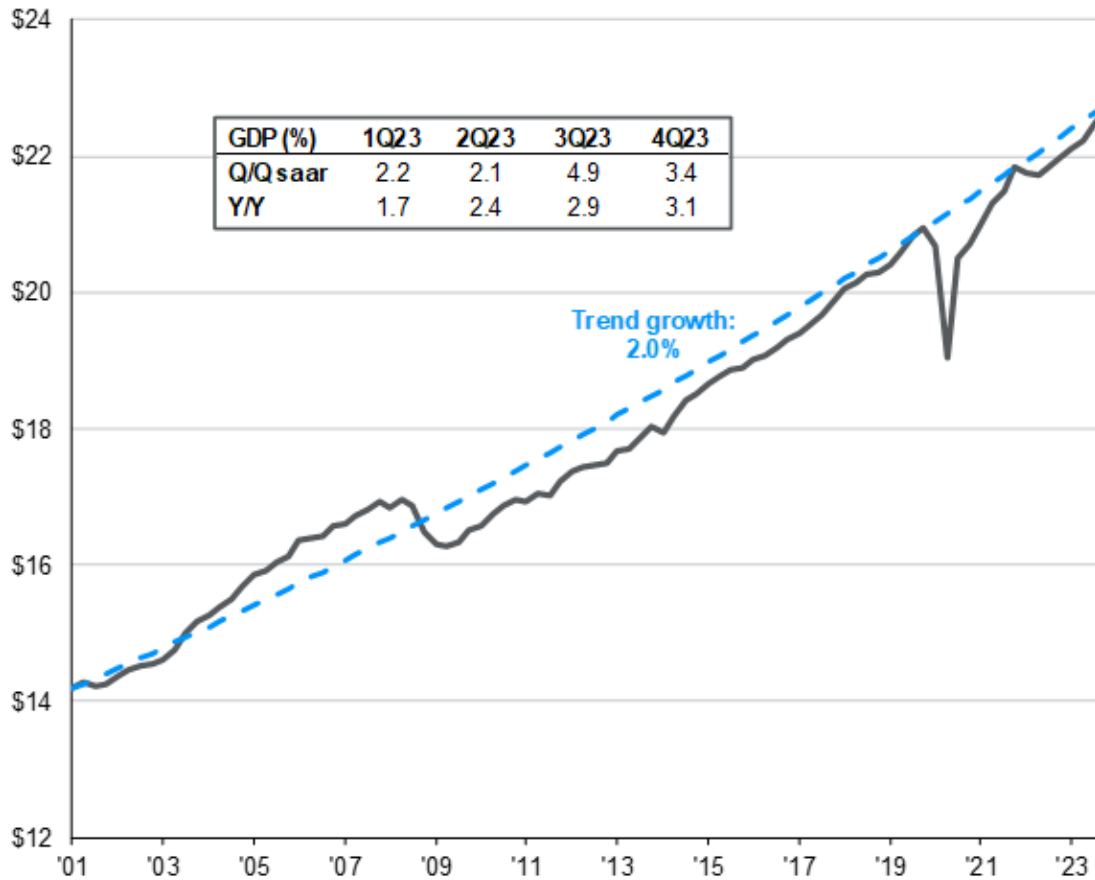
Source: Compustat, FactSet, Standard & Poor's, J.P. Morgan Asset Management.
 Historical EPS levels are based on annual pro-forma earnings per share. *2024 and 2025 EPS growth are based on consensus analyst estimates for each calendar year. Past performance is not indicative of future returns.
 Guide to the Markets – U.S. Data are as of March 31, 2024.



Economic growth and the composition of GDP

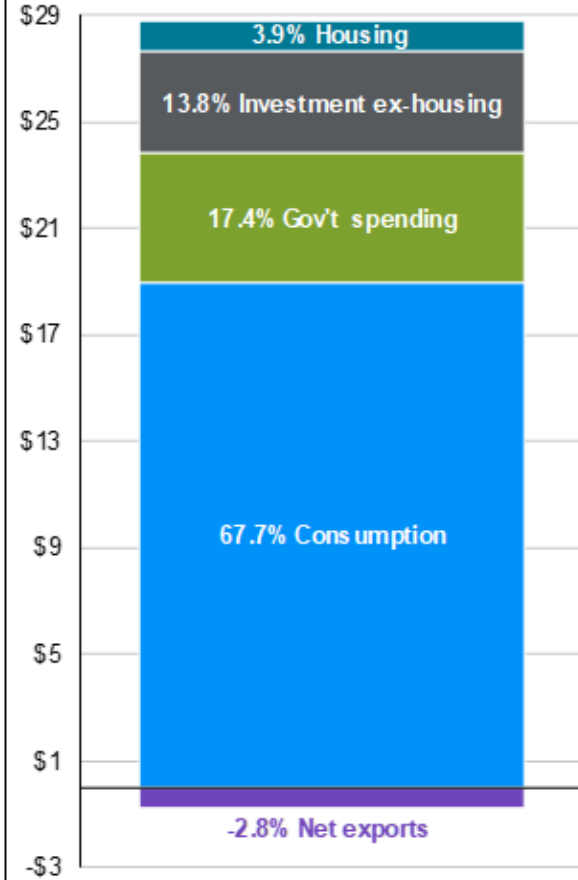
Real GDP

Trillions of chained (2017) dollars, seasonally adjusted at annual rates



Components of GDP

4Q23 nominal GDP, USD trillions



Source: BEA, FactSet, J.P. Morgan Asset Management. Values may not sum to 100% due to rounding. Trend growth is measured as the average annual growth rate from business cycle peak 1Q01 to business cycle peak 4Q19.
 Guide to the Markets – U.S. Data are as of March 31, 2024.

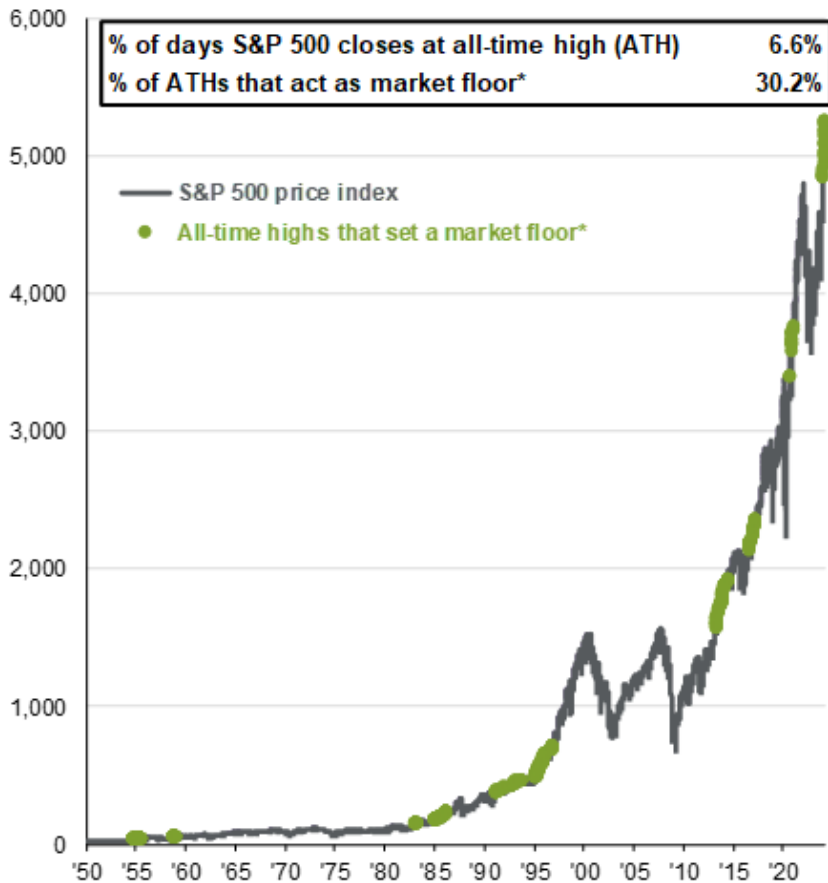


Investing at all-time highs

Investing Principles

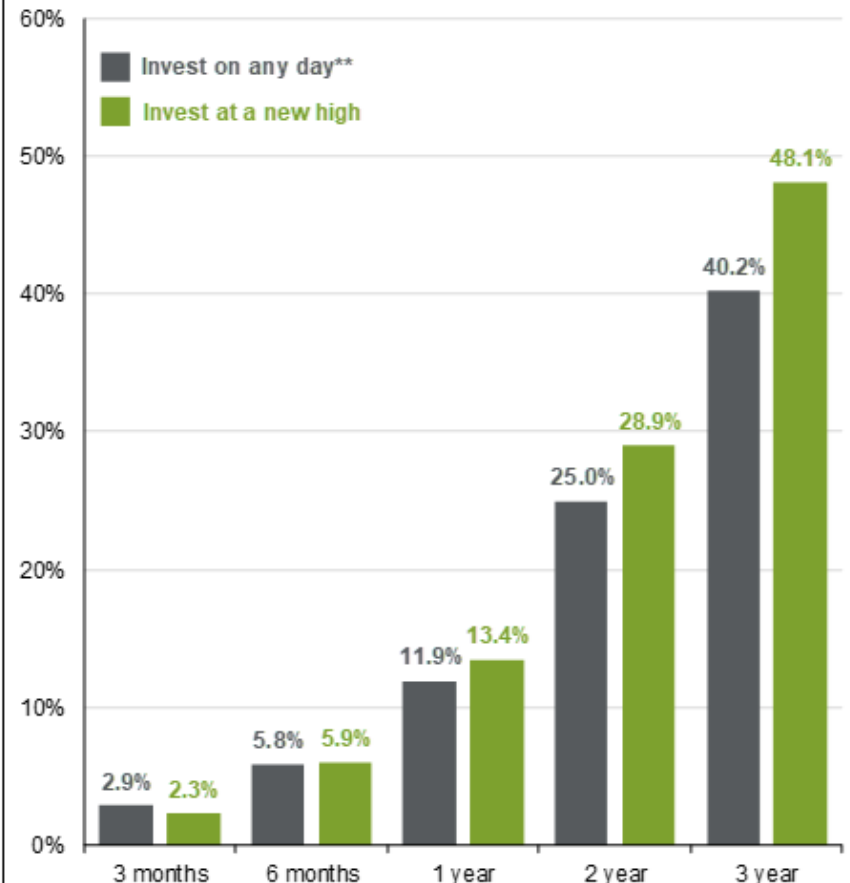
All-time highs and market floors

S&P 500 price index, daily, 1950 - today



Average cumulative S&P 500 total returns

Jan. 1, 1988 - Dec. 31, 2023



Source: FactSet, Standard & Poor's, J.P. Morgan Asset Management.

(Left) *Market floor is defined as an all-time high from which the market never fell more than 5%. (Right) **"Invest on any day" represents average of forward returns for the entire time period whereas "Invest at a new high" represents average of rolling forward returns calculated from each new S&P 500 high for the subsequent 3-months, 6-months, 1-year, 2-year and 3-year intervals, with data starting 1/1/1988 through 12/31/2023.

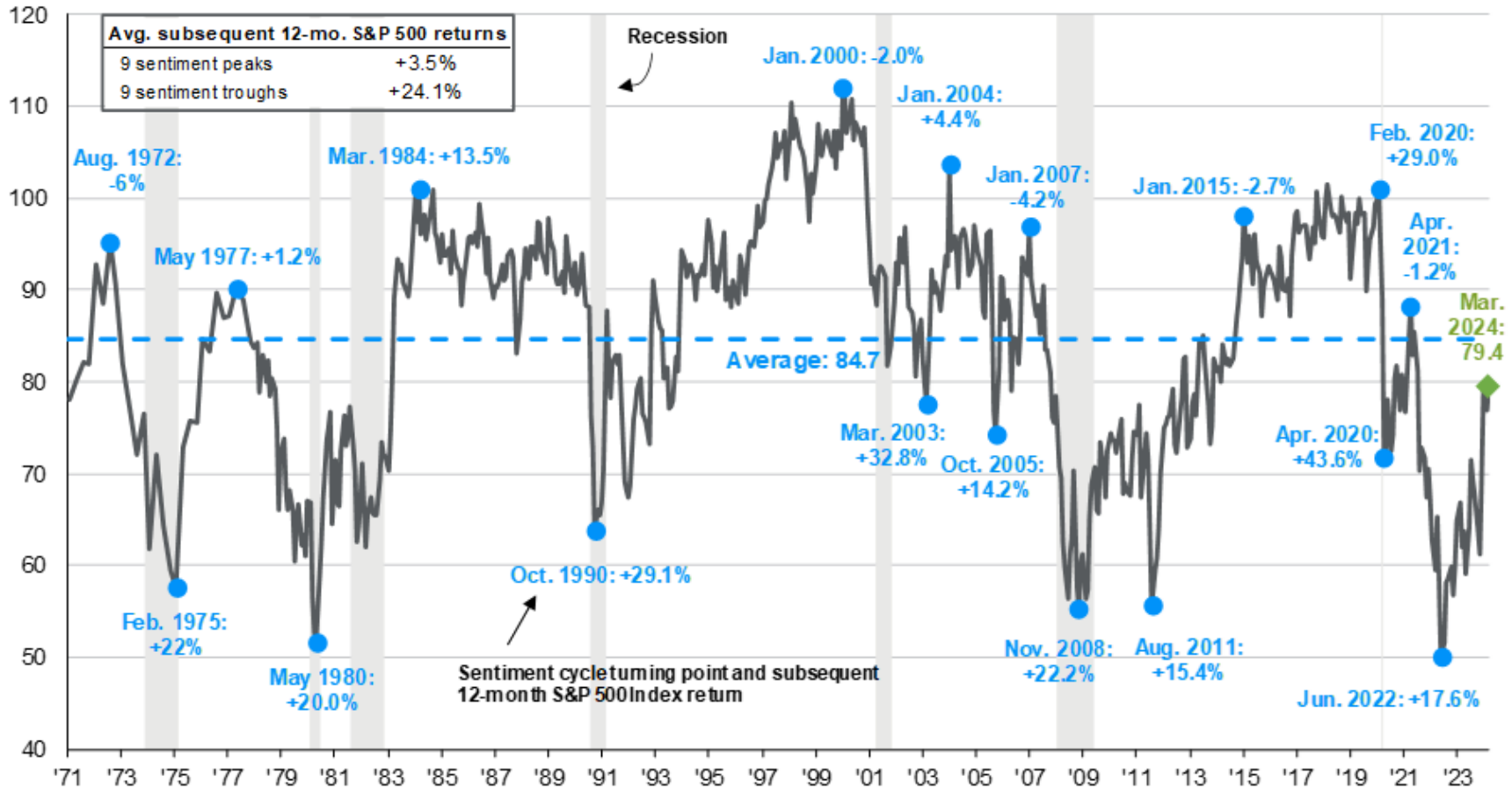
Guide to the Markets – U.S. Data are as of March 31, 2024.



Consumer confidence and the stock market

Economy

Consumer Sentiment Index and subsequent 12-month S&P 500 returns



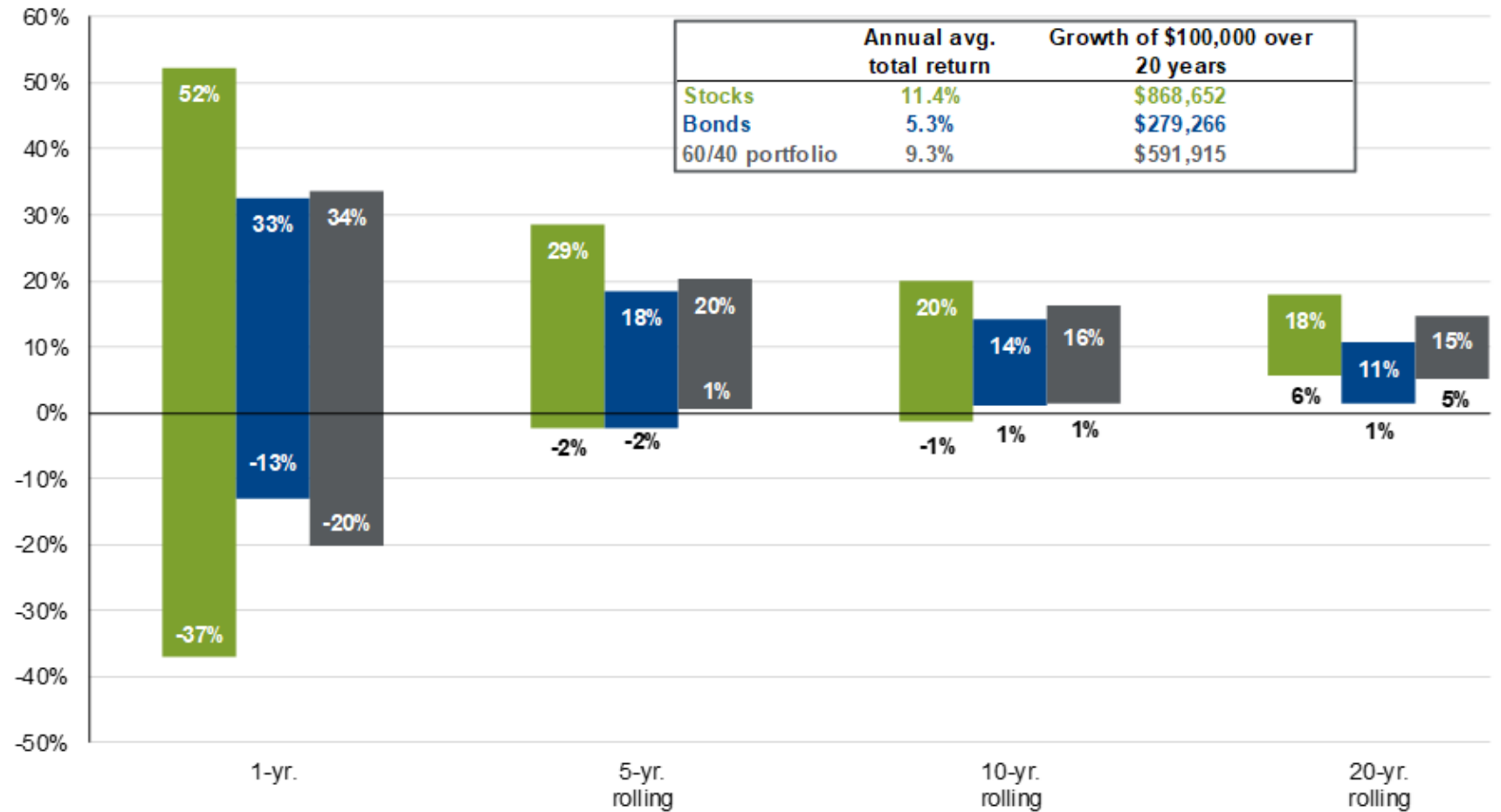
Source: FactSet, Standard & Poor's, University of Michigan, J.P. Morgan Asset Management.
 Peak is defined as the highest index value before a series of lower lows, while a trough is defined as the lowest index value before a series of higher highs.
 Subsequent 12-month S&P 500 returns are price returns only starting from the end of the month and excluding dividends. Past performance is not a reliable indicator of current and future results.
 Guide to the Markets – U.S. Data are as of March 31, 2024.



Time, diversification and the volatility of returns

Range of stock, bond and blended total returns

Annual total returns, 1950-2023



Investing Principles

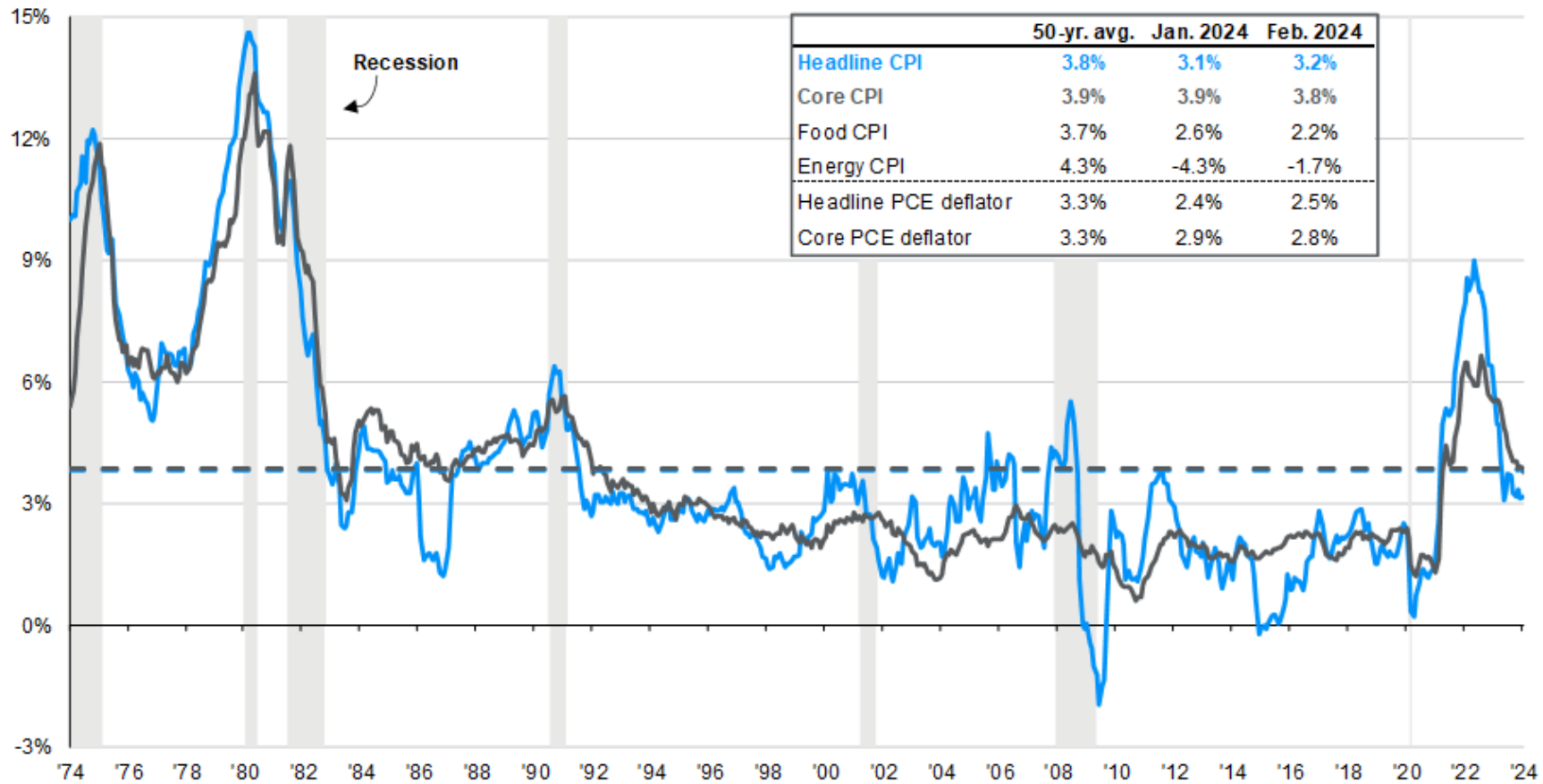
Source: Bloomberg, FactSet, Federal Reserve, Robert Shiller, Standard and Poor's, [Strategas/Ibbotson](#), J.P. Morgan Asset Management. Returns shown are based on calendar year returns from 1950 to 2023. Stocks represent the S&P 500 Shiller Composite for periods prior to 1936 and the S&P 500 thereafter. Bonds represent [Strategas/Ibbotson](#) for periods prior to 1976 and the Bloomberg Aggregate thereafter. Growth of \$100,000 is based on annual average total returns from 1950 to 2023.
 Guide to the Markets – U.S. Data are as of March 31, 2024.



Inflation

CPI and core CPI

% change vs. prior year, seasonally adjusted



Source: BLS, FactSet, J.P. Morgan Asset Management.
 CPI used is CPI-U and values shown are % change vs. one year ago. Core CPI is defined as CPI excluding food and energy prices. The Personal Consumption Expenditure (PCE) deflator employs an evolving chain-weighted basket of consumer expenditures instead of the fixed-weight basket used in CPI calculations.
 Guide to the Markets – U.S. Data are as of March 31, 2024.

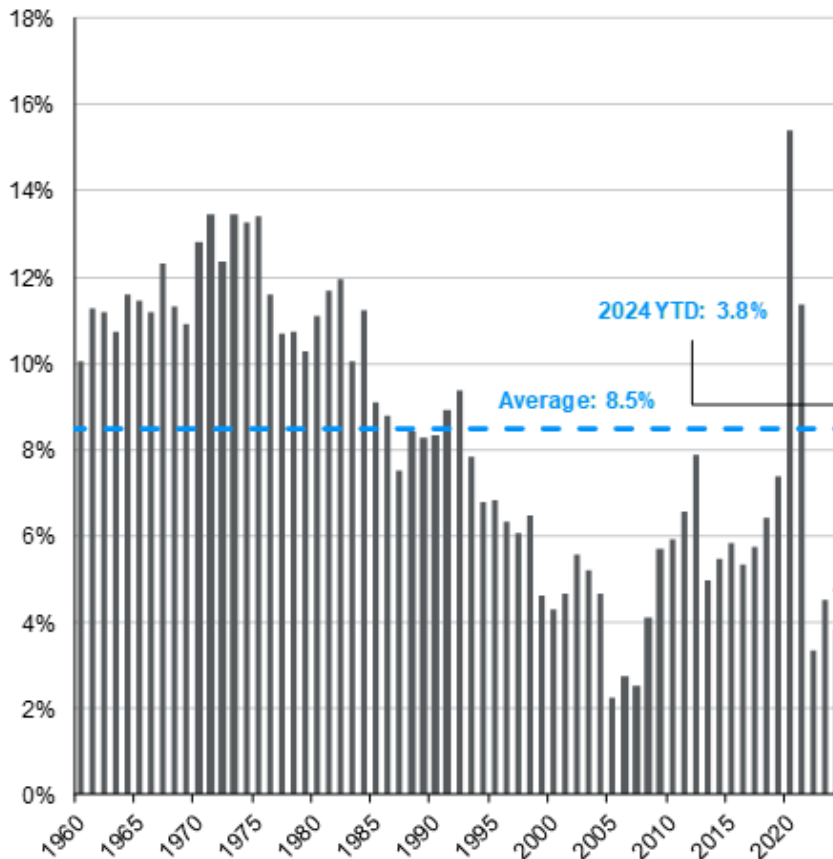


Consumer saving

Economy

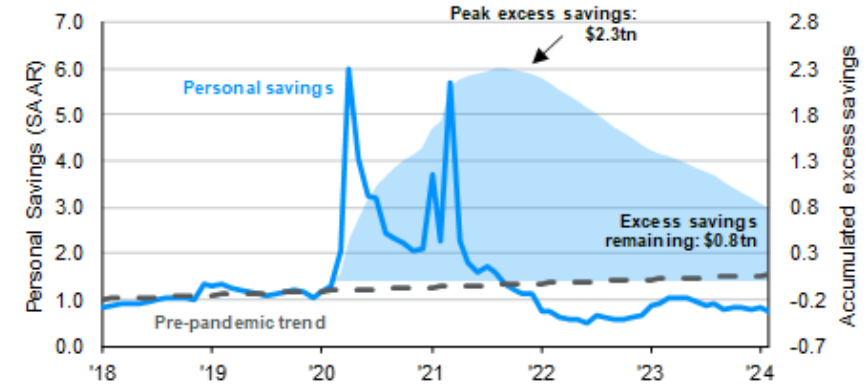
Personal saving rate

Personal savings as a % of disposable personal income, annual



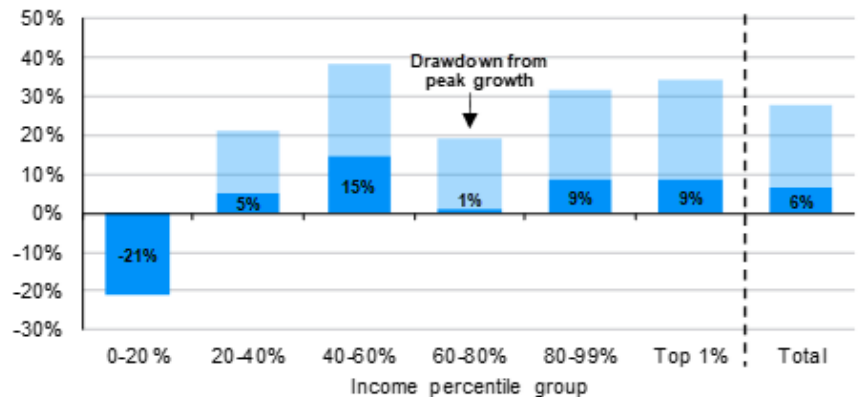
Household excess savings

Trillions of USD



Inflation-adjusted growth in deposits by income percentiles

Checking and savings account balances, % ch 4Q 19-4Q23



Source: BEA, Federal Reserve, J.P. Morgan Asset Management. (Top right) From March 2020 to August 2021, consumers amassed a peak \$2.3 trillion in excess savings relative to the pre-pandemic trend. Since August 2021, consumers have drawn down on those excess savings, with the remaining reflected in the chart annotation. (Bottom right) Deposits include money in checking accounts, savings accounts, CDs and money market deposit accounts. It does not include direct holdings of money market shares. The light blue area reflects the peak growth in inflation-adjusted savings achieved during the period and the dark blue area reflects current levels.

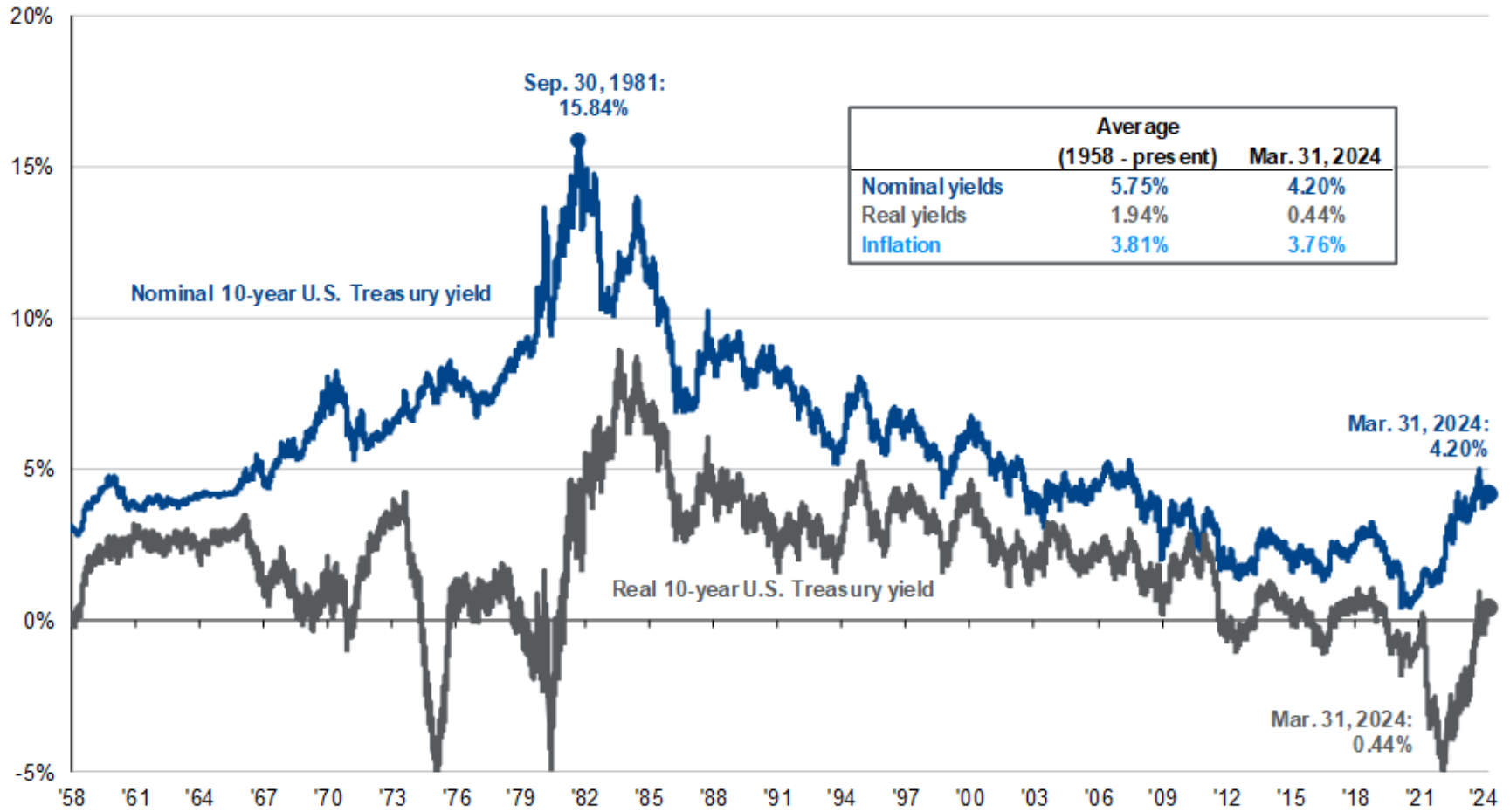
Guide to the Markets – U.S. Data are as of March 31, 2024.



Interest rates and inflation

Fixed Income

Nominal and real U.S. 10-year Treasury yields



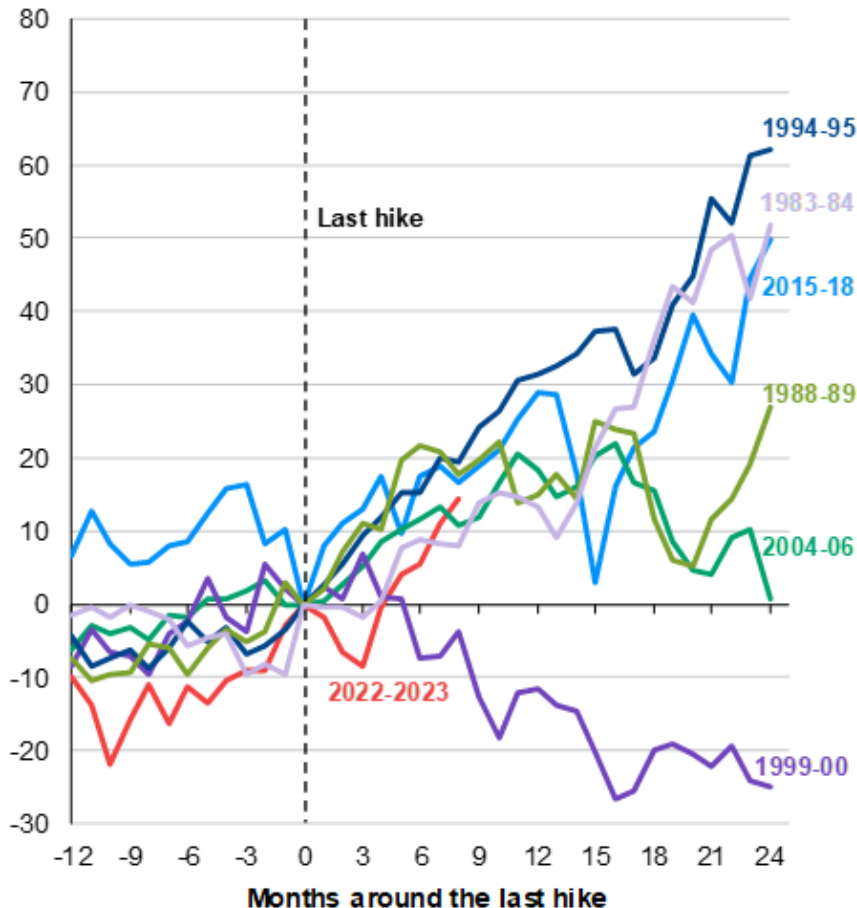
Source: BLS, FactSet, Federal Reserve, J.P. Morgan Asset Management.
 Real 10-year Treasury yields are calculated as the daily Treasury yield less year-over-year core CPI inflation for that month. For the current month, we use the prior month's core CPI figures until the latest data are available.
 Guide to the Markets – U.S. Data are as of March 31, 2024.



Market returns around the end of a Fed hiking cycle

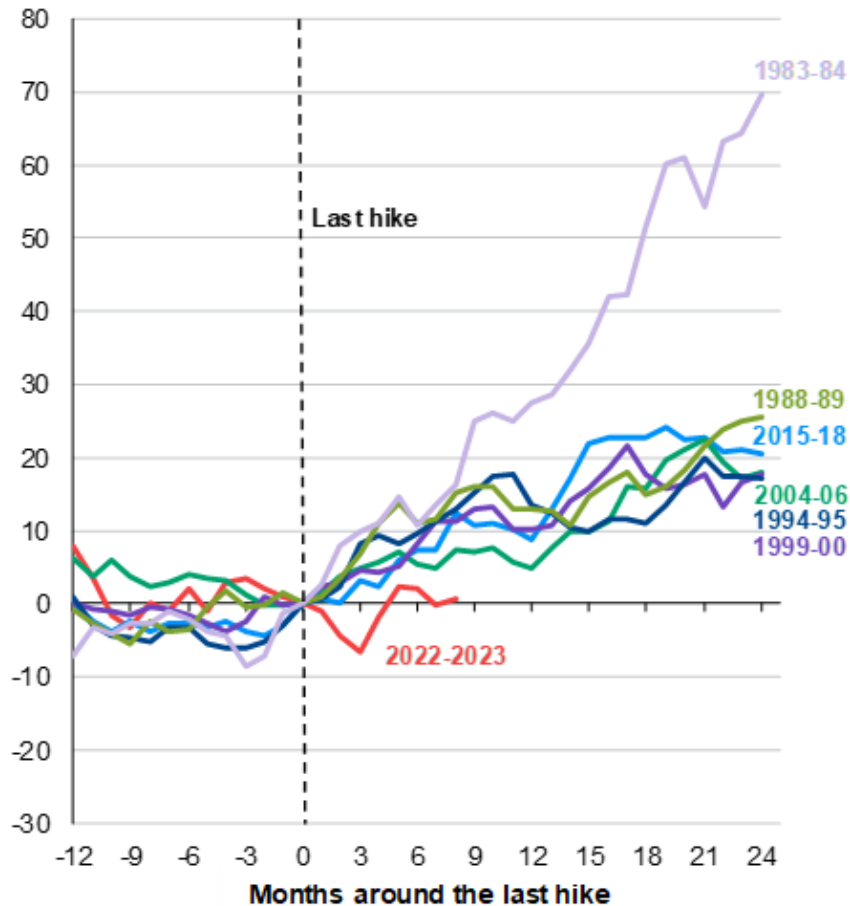
S&P 500 returns around the end of a Fed hiking cycle

%, price return, indexed to zero at the last hike



U.S. 10-yr returns around the end of a Fed hiking cycle

%, total return, indexed to zero at the last hike



Source: FactSet, Federal Reserve, LSEG Datastream, S&P Global, J.P. Morgan Asset Management. The 2022-2023 cycle assumes that the last hike of the cycle was in July 2023. Past performance is not a reliable indicator of current and future results. Guide to the Markets – U.S. Data are as of March 31, 2024.



The Fed and interest rates

GTM

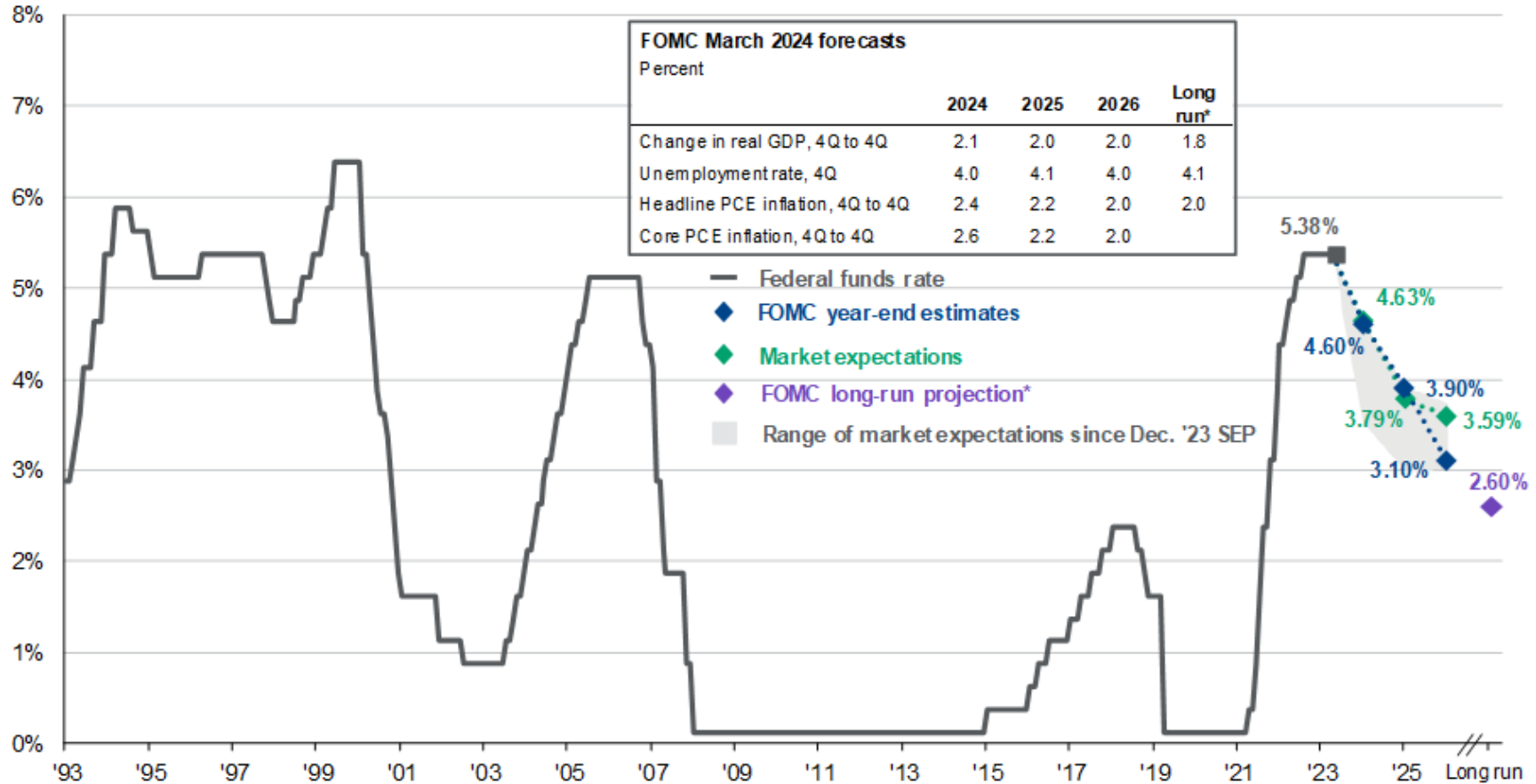
U.S.

29

Fixed Income

Federal funds rate expectations

FOMC and market expectations for the federal funds rate



Source: Bloomberg, FactSet, Federal Reserve, J.P. Morgan Asset Management.

Market expectations are based off of USD Overnight Index Swaps. *Long-run projections are the rates of growth, unemployment and inflation to which a policymaker expects the economy to converge over the next five to six years in absence of further shocks and under appropriate monetary policy. Forecasts are not a reliable indicator of future performance. Forecasts, projections and other forward-looking statements are based upon current beliefs and expectations. They are for illustrative purposes only and serve as an indication of what may occur. Given the inherent uncertainties and risks associated with forecasts, projections or other forward-looking statements, actual events, results or performance may differ materially from those reflected or contemplated.
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The Hidden Costs of Cash

**How to overcome the long-term side
effects of holding onto too much cash**

This material is provided by Athene Annuity and Life Company (61689) headquartered in West Des Moines, Iowa, which issues annuities in 49 states (excluding NY) and in D.C. **Product features and availability may vary by state and/or sales distributor.**

INVESTMENT AND INSURANCE PRODUCTS ARE: • NOT FDIC INSURED • NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY • NOT A DEPOSIT OR OTHER OBLIGATION OF, OR GUARANTEED BY, THE BANK OR ANY OF ITS AFFILIATES • SUBJECT TO INVESTMENT RISKS, INCLUDING POSSIBLE LOSS OF THE PRINCIPAL AMOUNT INVESTED

Record highs in cash savings

Ever since the pandemic, U.S. households are holding onto unprecedented levels of cash and cash equivalents.

U.S. Money Market Funds: 1/1/2013 - 7/31/2023



MARKET TRENDS

- U.S. economy remained resilient in the last half of 2023, but recession risk still remains.
- Inflation is steadily trending to more normal levels; Federal Reserve aims for a 2% target over the long term.
- Fed has hiked rates by a cumulative 5.25% since the beginning of 2022. As conditions improve, the rate hiking cycle may be coming to an end.

² Source: Board of Governors of the Federal Reserve System (US), Money Market Funds; Total Financial Assets, Level [MMMFFAQ027S], retrieved from FRED, Federal Reserve Bank of St. Louis; <https://fred.stlouisfed.org/series/MMMFFAQ027S>, February 1, 2024.

Why do people prefer cash?



Emergency funds

Plans can change, especially when the unexpected happens. Whether good or bad, these events can require a savings cushion.



Liquidity

Being able to access money at a moments notice helps ensure that one can meet their short-term debts and obligations.



Market volatility

Even though markets have grown consistently over the long-term, any significant negative return can take a toll.

Cash can be an important asset class to a financial plan. Its safe and reliable attributes can provide peace of mind for whatever life may bring.

Cash is kind of
like junk food...



Driven to do more.  ATHENE

The “cash conundrum” facing households...



No long-term guarantees

There is a potential risk that rates on cash can drop; reducing total future interest versus current assumptions.



Loss of purchasing power

While a cash account may look like it is increasing, factoring in an inflation discount rate may be doing the opposite.



Opportunity costs - Cash drag -

Holding onto excess cash may result in negative performance due to missing out on potential gains from other retirement vehicles.

Having too much cash on hand may not be good for your long-term health or wealth.
As short-term gains become a long-term solution, the conundrum arises.

HYPOTHETICAL EXAMPLE

Cash conundrum in action

The impact of staying in cash for too long may greatly affect earnings potential. Interest rates can change at a whim and expose you to lose out on the opportunity for additional accumulation.

Below is a hypothetical example that demonstrates two potential outcomes using an initial value of \$100,000.

Scenario	Ending Value
High-Yield Savings Account earning an annual percentage yield of 4.50% for five years	\$124,618
High-Yield Savings Account earning an annual percentage yield of 4.50% for year one, 3.50% for year two and 2.50% for years 3-5	\$116,474

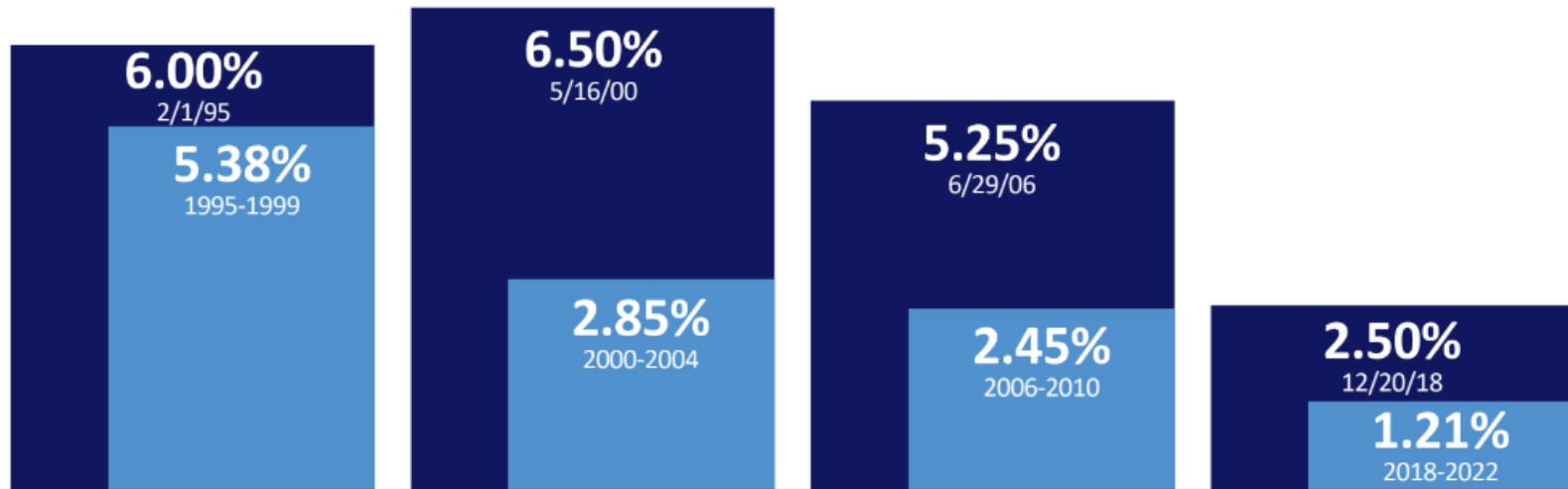


\$8,144

Opportunity cost if
rates on cash decline

This hypothetical example is for informational purposes only and is not indicative of past, nor intended to predict, future performance of any specific savings account or interest crediting method.

Can you count on high rates in the future?



PEAK FEDERAL FUNDS RATE vs. 5-YEAR AVERAGE AFTER PEAK

Average short-term rates were substantially lower in the five years after the end of prior Federal Reserve rate hiking cycles.

7 Source of dates: <https://www.chathamfinancial.com/insights/historical-interest-rate-tightening-cycles>
Source of rates: <https://www.macrotrends.net/2015/fed-funds-rate-historical-chart>

What alternatives are available?

All the financial vehicles below provide protection from market downturns with a level of liquidity. Growth potential increases from left to right.



For illustration purposes only. The information presented concerning other financial products is not intended to be a comprehensive evaluation or comparison of different products. It is intended to provide comparative information on specific aspects of financial products. Customers should examine all aspects of financial products. For example, CDs typically have shorter durations, are guaranteed by a government banking agency, and incur taxes as interest accrues. Annuities are insurance products that typically have longer withdrawal charge periods, free withdrawals of a portion of the value, lifetime income options, and tax deferral until funds are withdrawn.

WHAT IS AN ANNUITY?

It's insurance designed for
long-term retirement savings.

Driven to do more.  ATHENE

BENEFITS

Fixed annuity & fixed indexed annuity

* This benefit is NOT long-term care insurance nor is it a substitute for such coverage.

Under current tax law, the Internal Revenue Code already provides tax deferral to qualified money, so there is no additional tax benefit obtained by funding a qualified contract, such as an IRA, with an annuity; consider the other benefits provided by an annuity, such as lifetime income and a Death Benefit.

10 Withdrawals and surrender of taxable amounts are subject to ordinary income tax, and except under certain circumstances, will be subject to an IRS penalty if taken prior to age 59½.



Protection from market loss

You will not lose money due to stock market downturns.



Level of liquidity

Withdraw up to a specified percentage without any charges.



Tax-deferred accumulation

Interest grows tax-deferred until you begin taking withdrawals.



Additional features

Death benefit and confinement benefit* for a Qualified Care Facility.

COMPARISON

Fixed annuity & fixed indexed annuity

	Fixed annuity (FA)	Fixed indexed annuity (FIA)
Protection from Market Loss	✓	✓
Fixed Rate	✓	
Market-Linked Growth Potential		✓
Liquidity	Up to a 10% annual free withdrawal*	
Tax-Deferral	✓	✓
Death Benefit	✓	✓
Client Profile	Receive a predictable rate of interest with no additional risk	Gain more growth potential with a minimum guaranteed value

* Withdrawals and surrender of taxable amounts are subject to ordinary income tax, and except under certain circumstances, will be subject to an IRS penalty if taken prior to age 59½.

HYPOTHETICAL EXAMPLE

Cash vs. Fixed annuity

\$100,000

Initial Value

Cash: 4.50% Fixed Rate

FA: 5.00% Fixed Rate

Year	CASH		FA	
	Rate	Value	Rate	Value
1	4.50%	\$104,500	5.00%	\$105,000
2	4.50%	\$109,203	5.00%	\$110,250
3	4.50%	\$114,117	5.00%	\$115,763
4	4.50%	\$119,252	5.00%	\$121,551
5	4.50%	\$124,618	5.00%	\$127,628



\$3,010

Opportunity cost for remaining in cash

¹² This hypothetical example is for informational purposes only and is not indicative of past, nor intended to predict, future performance of any specific annuity product or interest crediting method. Rates are guaranteed for the initial term and subject to change.

HYPOTHETICAL EXAMPLE

Cash vs. Fixed indexed annuity

\$100,000
Initial Value

Cash: 4.50% Fixed Rate

FIA: 115% Participation Rate

Year	CASH		FIA		
	Rate	Value	Index Performance	Return	Value
1	4.50%	\$104,500	10.00%	11.50%	\$111,500
2	4.50%	\$109,203	-8.00%	0.00%	\$111,500
3	4.50%	\$114,117	15.00%	17.25%	\$130,734
4	4.50%	\$119,252	5.00%	5.75%	\$138,251
5	4.50%	\$124,618	12.00%	13.80%	\$157,330



\$32,712
Opportunity cost for remaining in cash

This hypothetical example is for informational purposes only and is not indicative of past, nor intended to predict, future performance of any specific annuity product or interest crediting method. Rates are guaranteed for the initial term and subject to change.

The interest earned is subject to certain limitations such as an Annual Spread, a Cap Rate, and Participation Rate. These limitations are declared by the Company before the beginning of each Index Term Period. Please note that the interest you earn may be zero; however, the interest that you earn will never be less than zero.

HYPOTHETICAL EXAMPLE

Cash vs. Fixed indexed annuity

\$100,000

Initial Value

Cash: 2.50-4.50% Fixed Rate

FIA: 115% Participation Rate

Year	CASH		FIA		
	Rate	Value	Index Performance	Return	Value
1	4.50%	\$104,500	10.00%	11.50%	\$111,500
2	3.50%	\$108,158	-8.00%	0.00%	\$111,500
3	2.50%	\$110,861	15.00%	17.25%	\$130,734
4	2.50%	\$113,633	5.00%	5.75%	\$138,251
5	2.50%	\$116,474	12.00%	13.80%	\$157,330

RATES DROP



\$40,856

Opportunity cost for remaining in cash

This hypothetical example is for informational purposes only and is not indicative of past, nor intended to predict, future performance of any specific annuity product or interest crediting method. Rates are guaranteed for the initial term and subject to change.

The interest earned is subject to certain limitations such as an Annual Spread, a Cap Rate, and Participation Rate. These limitations are declared by the Company before the beginning of each Index Term Period. Please note that the interest you earn may be zero; however, the interest that you earn will never be less than zero.

Driven to do more. ATHENE

Split allocation between FA & FIA

A powerful combination can be dividing the premium amount between both annuities. This allows for guaranteed growth... along with greater growth potential that may help combat the rising cost of living.



How much cash on hand do you really need?

While cash is usually associated with a regular checking account, there are similar low-risk accounts that are generally used for short-term investing and can be converted to cash.

These options include:

- High-Yield Savings Accounts
- Short-Term Government Bonds
- Certificates of Deposit (CD)
- Treasury Bills
- Money Market Accounts
- Marketable Securities

The answer is: ***It depends.*** The “right” amount can differ for those who are still working versus those who are already retired...

FREE DOWNLOAD

Use this worksheet to help determine your cash needs

Download now

ATHENE
Over to do now

The "right" amount of cash on hand depends on your situation and goals. Let your dollars make sense.

Having too much cash on hand may not be good for your wealth.

Cash can be like junk food: It can make us feel good when we have it, but too much of either isn't good for your long-term health or wealth.

Having cash on hand to cover that unexpected expense. And while "cash" is usually associated with a regular checking account, there are other low-risk accounts that are generally used for short-term investing and can be converted to cash.

These options include:

- High-Yield Savings Accounts
- Certificates of Deposit (CD)
- Money Market Accounts

For more information, visit [athene.com](#)

Next steps to helping solve the cash conundrum...



#1: Calculate cash needs

Review the worksheet and determine essential expense amount.



#2: Explore FI & FIA opportunities

Meet one-on-one to review excess amount and annuity options.



#3: Help grow interest of excess cash

Implement annuity recommendation(s) and grow retirement savings.

CONTACT US

Let's schedule
an appointment

Phone:

(888) 888-8888

Email:

email@email.com

Driven to do more.  **ATHENE**

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- **Welcome – John Donovan**
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- **The Hidden Costs of Cash– Athene**
- **Questions & Answers**

