Horace Mann

Minimize the fees, help maximize your retirement income

"**Compound interest is the eighth wonder of the world. He who understands it, earns it ... he who doesn't ... pays it.**" – Albert Einstein

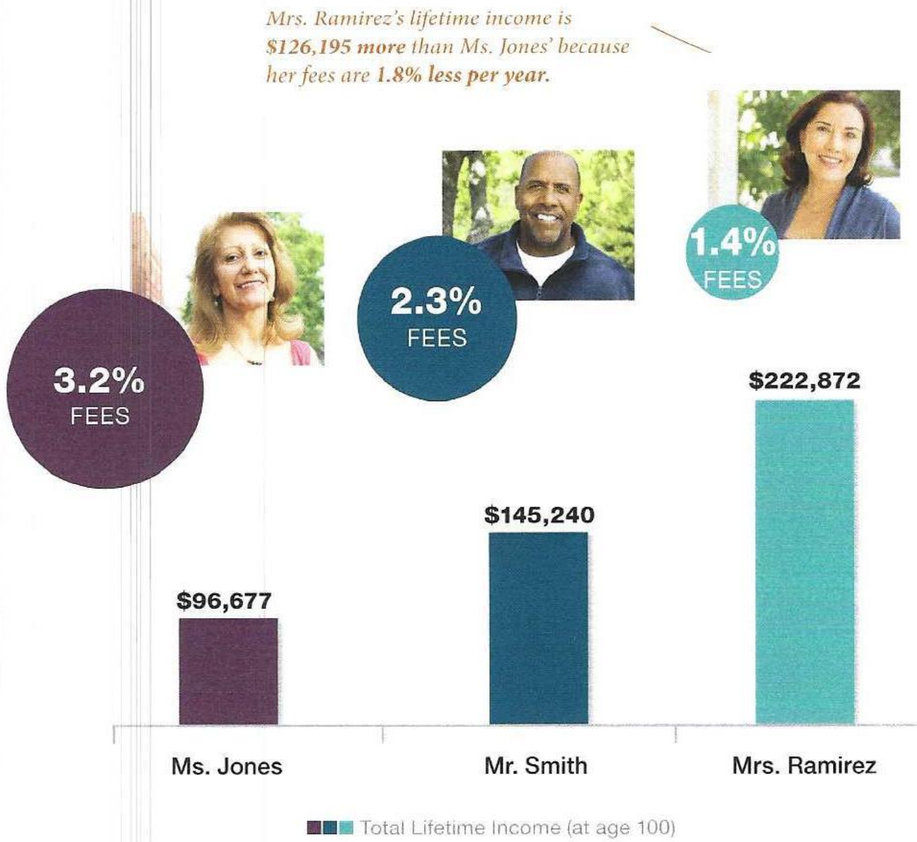
Although Einstein was a genius, you don't need to have his IQ to understand the value of compound earnings over time. The longer your money is invested, the greater the potential for accumulation.

But there's another factor to consider when it comes to maximizing value: the impact of fees.

Lower fees create the potential for greater lifetime income.

Estimated Lifetime Income

Consider this hypothetical example. Three teachers, all the same age, with identical starting salaries, salary growth rates, contribution rates, investment returns and inflation rates have the following results over time.



Assumes a $35,000 starting salary at age 25, 1% salary growth, 5% contribution rate, 7.5% gross investment return, 2.8% inflation rate (used as the interest rate to determine the present value of payments made to the client), and assumes a systematic withdrawal of 4% per year beginning at age 65, followed by a required minimum distribution beginning at age 70½, in present day dollars. This hypothetical example assumes contributions over 40 years and does not factor in tax considerations. It is for illustrative purposes only and is not intended to predict or project investment results/ future values.

* See back for important disclosure information

Consider enrolling in the Horace Mann Retirement Advantage™ product available under Hanover Public Schools.

Call 844-895-0980

Click horacemann.com/retirementadvantage

Contact your local Horace Mann representative:

Michael Letorney
(781) 740-8444