Lifetime Retirement Planning with Wells Fargo Advisors

Income guarantees for your retirement savings

Together we'll go far

Get there. Your way.
Lifetime Retirement Planning with Wells Fargo Advisors

Guaranteed income for your retirement years

Because people today are living longer than ever, they can look forward to many more years of retirement than previous generations. In fact, statistics show that for a 65-year-old couple, there's an almost 20% chance that one of them will live to age 95.[1] A long life can bring many exciting opportunities and new challenges, including financial challenges that your financial advisor at Wells Fargo Advisors can help you meet. In developing a holistic retirement plan, one tool that may offer a solution is the variable annuity with lifetime income guarantees.

For investors, a longer life span can mean:

Needing to save more money to finance retirement goals.

Managing money competently over a 20- to 30-year retirement time span.

Protecting savings from inflation, which may erode purchasing power over time.

Experiencing market volatility and its potential impact on financial security.

All guarantees discussed in this brochure are backed by the claims-paying ability of the issuing insurance company.

[1] Source: Society of Actuaries RP-2000 Table, 2009.

Live long, worry less

Annuities of various types have been providing people with guaranteed income since the days of ancient Rome.* Today's annuities are contracts specifically designed by insurance companies to guarantee retirement income for established time frames such as 10, 15, or 20 years, or for the rest of your life. Annuity income guarantees can help alleviate your concerns about living longer than your money, even though longer life spans may mean spending as much time in retirement as you did working.

Annuity types
There are many types of annuities defined by how the assets within the annuity are invested. Fixed annuities offer fixed returns while variable annuities can be invested in equities and their values change with market fluctuations. A deferred annuity defers access to your income for a certain amount of time, while an immediate annuity starts your guaranteed retirement income payments right away.

Income generation
One common element among annuities of any type is that they can all be used to guarantee payments in retirement, creating an ongoing and consistent income stream much like you enjoyed while earning a paycheck. While there are multiple ways to do this, here are some basic benefits to using annuities to create retirement income:

- You can select to receive income for the rest of your life, or for you and your spouse's life.
- Depending on the annuity you purchase, you may enjoy the potential for increased income due to market gains.
- Your income amount will remain stable, even in adverse market conditions.
- Funds in your annuity are tax-deferred until withdrawn.
- Annuity payments may help spread your tax liability over time, as only a portion is taxed as income while the remainder is considered return of principal.

Work with your Financial Advisor to determine which annuity solution may be appropriate for your specific situation.

Because annuities are designed for retirement income, withdrawals before age 59½ may incur penalties.

Wells Fargo Advisors and its affiliates do not offer legal or tax advice. A client should consult his or her CPA or attorney before taking action that may have tax consequences.

Wells Fargo is not an issuer of annuities. Wells Fargo offers annuities from many of the world's leading insurance companies. All guarantees are based on the claims-paying ability of the issuing insurance company.

* Source: Annuity Markets and Pension Reform, MacKenzie.

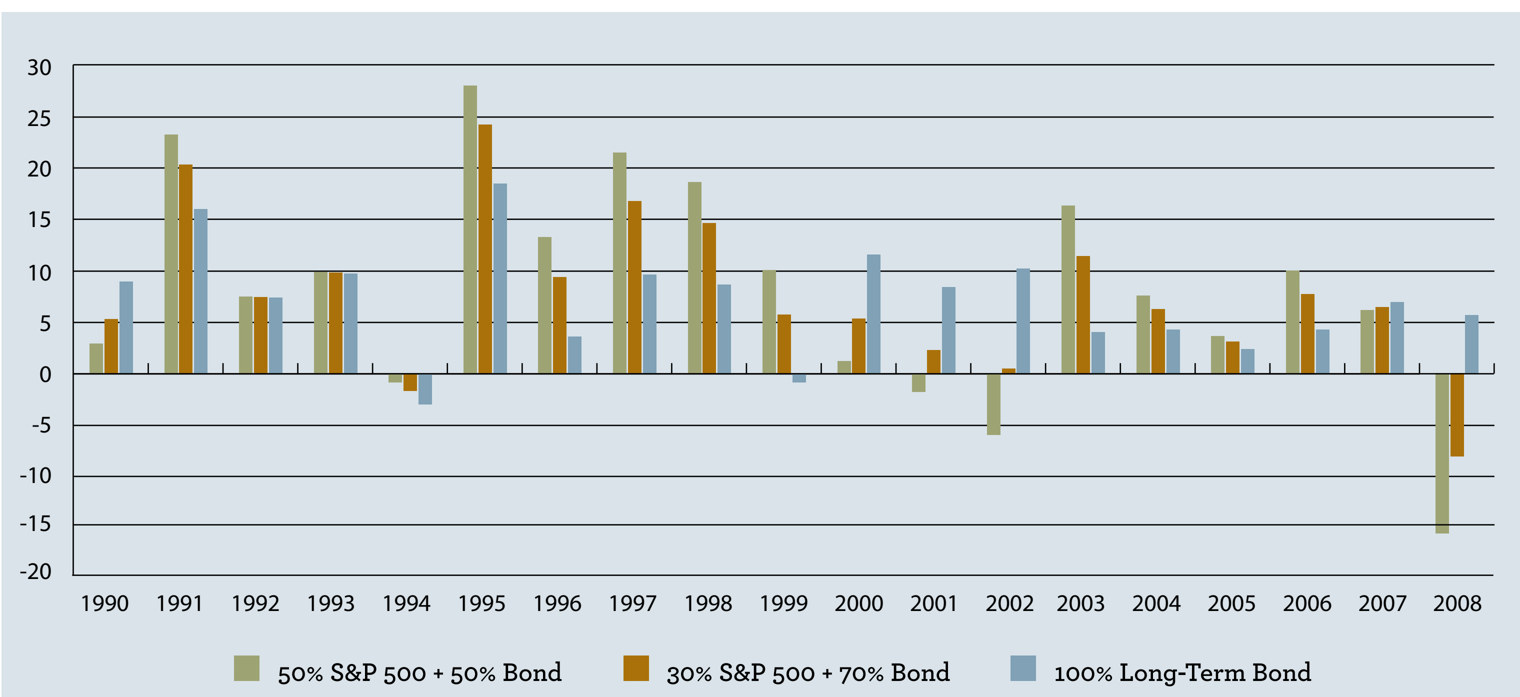
There are currently three types of retirement income guarantees offered through variable annuities. The major categories are withdrawal benefits, income benefits and accumulation benefits.

Protect your savings from volatility

Many retirees accumulated their retirement nest egg through equity investing, and they often want to continue with these investments during retirement. Many times, however, they find that their tolerance for risk and market volatility is not what it used to be. Market dips can have a severe impact, both in purchasing power and in investor confidence. Even so-called conservative investments can be highly volatile, creating ups and downs instead of the steady growth that so many desire.

The chart below compares the annual total returns for three hypothetical investment portfolios from 1990 to 2008. The green bar shows a portfolio of 50% stocks and 50% bonds, while the brown bar shows the returns from a portfolio of 30% stocks and 70% bonds. Finally, the blue bar shows the annual returns of long-term government bonds. The chart shows that conservative investments do not always offer the consistent and predictable returns that many seek in retirement.

Annual total returns of three investment portfolios



Source: Evergreen Investments, 2009.
This hypothetical illustration is provided for informational purposes only and is not intended to represent an actual investment.

Stocks offer long-term growth potential, but may fluctuate more and provide less current income than other investments. An investment in the stock market should be made with an understanding of the risks associated with common stocks, including market fluctuations.

Government bonds are guaranteed by the full faith and credit of the U.S. Government for the timely payment of interest and principal if held to maturity.

Past performance does not guarantee future results, and current performance may be higher or lower than the performance data quoted. It is not possible to invest directly in an index. Stocks are represented by the S&P 500 Index, which consists of 500 stocks chosen for market size, liquidity, and industry group representation. Bonds are represented by the Lehman Brothers U.S. Aggregate Bond Index, which consists of government, mortgage-backed, asset-backed, and corporate securities with maturities of the bonds of more than one year. Indexes are unmanaged and do not include transaction costs associated with buying and selling securities or taxes.

Upside potential, downside income protection

Variable annuities offer a potential solution to volatility through benefits designed to help you stay invested in equities while guaranteeing a baseline level of income in retirement. With these optional benefits, you are guaranteed a minimum income even when market values decrease, plus you enjoy the potential for a higher income if the value of the underlying investments increases. These features may allow you to invest confidently, knowing that an up market offers benefits, while a down market won't erode your guaranteed minimum income.

These guarantee features require additional fees, which pay for the insurance features purchased. Guarantees apply to minimum income from an annuity; they do not guarantee an investment return or the safety of the underlying funds. These features may not be appropriate for all investors and the following examples are displayed for educational purposes only.

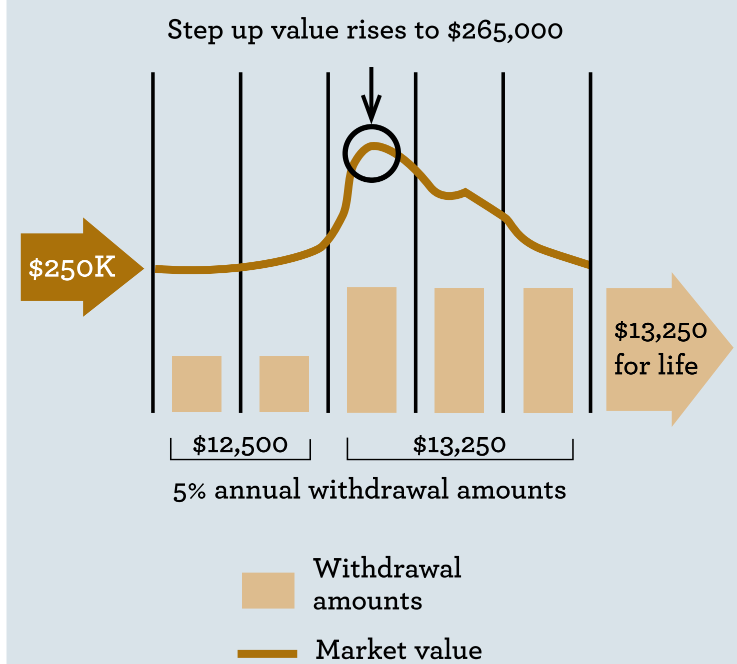
Withdrawal benefits

- Guaranteed Minimum Withdrawal Benefits (GMWBs) guarantee the ability to withdraw a certain percentage of your initial investment for a set number of years or for the rest of your life.
- A minimum withdrawal amount is established based on your initial investment in the annuity and cannot be reduced, even if investment losses reduce the value of your annuity.
- While the percentage rate of withdrawal stays the same over time, usually 4% to 7%, the actual dollar amount of withdrawal may increase if there are market gains and the value of the annuity rises. This is called a step-up.
- Withdrawal benefits offer flexible access to annuity funds and the ability to start and stop withdrawals as desired.
- Withdrawal benefits may be appealing to those who seek to generate an ongoing, automatic source of income and who also want the potential of market gains.

Example shown at right:
Anne and Ben invest $250,000 in a variable annuity with a withdrawal benefit of 5% for life. They begin their retirement and their annual withdrawals of $12,500 right away. Two years later, the value of their annuity rises to $265,000. Even after accounting for their withdrawals, Anne and Ben step up, and their withdrawal benefit is now calculated as 5% of $265,00 or $13,250.

Should the value of their annuity continue to increase, Anne and Ben can continue to step up their withdrawal amount, locking in their gains through increased withdrawals. Should the value of their annuity decrease, Anne and Ben will continue to take withdrawals based on their last guaranteed withdrawal amount.

Hypothetical guaranteed minimum withdrawal benefits



This example shows a 5% guaranteed withdrawal amount. This example does not represent any specific annuity product or product performance, nor does it reflect charges and fees that would be associated with the GMWB feature. The costs for these optional riders vary and are deducted from the account value. The cost for the rider generally ranges between .60% to 1.25% of the benefit base or account value, often based on the higher of the two. GMWB is not a cash or account value.

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Income benefits

- Guaranteed Minimum Income Benefits (GMIBs) provide guaranteed, consistent income payments in retirement for a set number of years or for life.
- The income amount is determined in one of these two ways: Your principal amount plus a guaranteed growth rate or the actual market value at retirement. The higher amount will be used to determine your income benefit base.
- Payments will be calculated on the income benefit base amount and will continue unchanged throughout the payout period.
- Income benefits may be appropriate for those who want a consistent and guaranteed income stream over time.

Example shown below:
At age 58, Robert invests $200,000 in a variable annuity and selects an income benefit offering 5 percent annual compounded growth for 10 years, resulting in a guaranteed income benefit base amount of $310,266. When Robert retires at age 68, the current market value of his variable annuity is $260,000, but because he had an income benefit on his annuity, his retirement income stream will be calculated on his income benefit base amount of $310,266, rather than the current market value. Robert will receive annual income payments for the rest of his life.

If the current market value at retirement exceeds the guaranteed income benefit base amount, then Robert's annual payment will be calculated on that higher amount.

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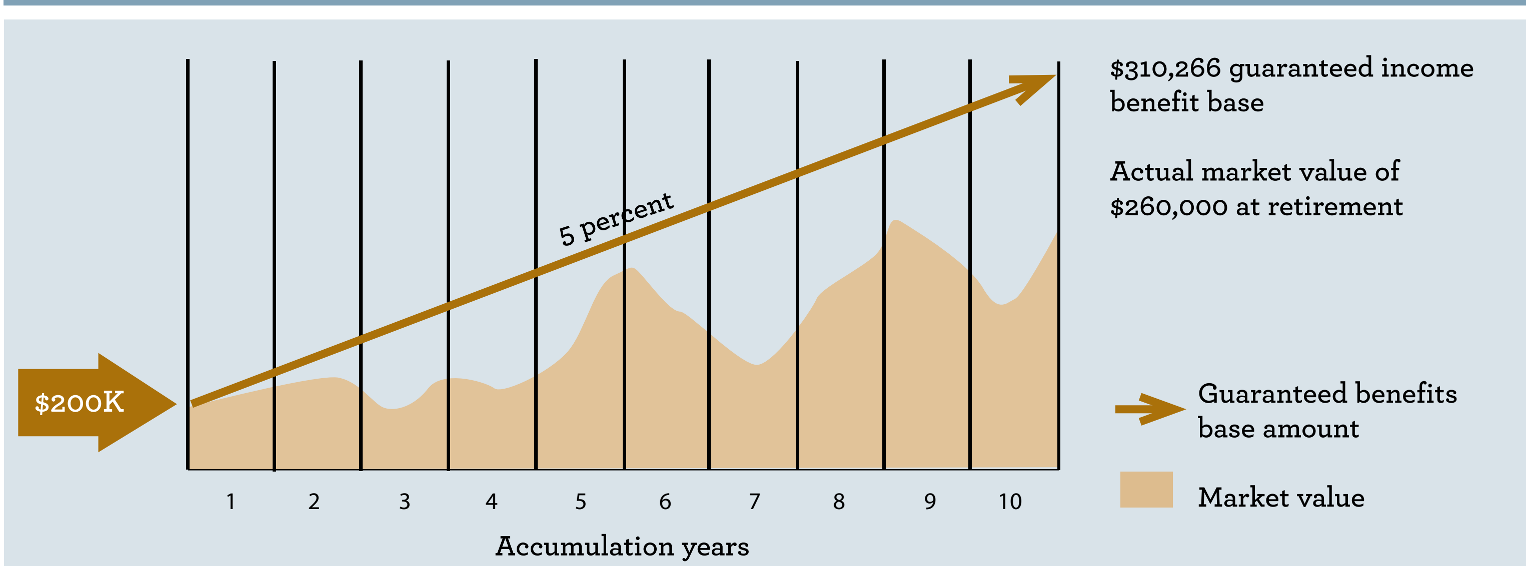
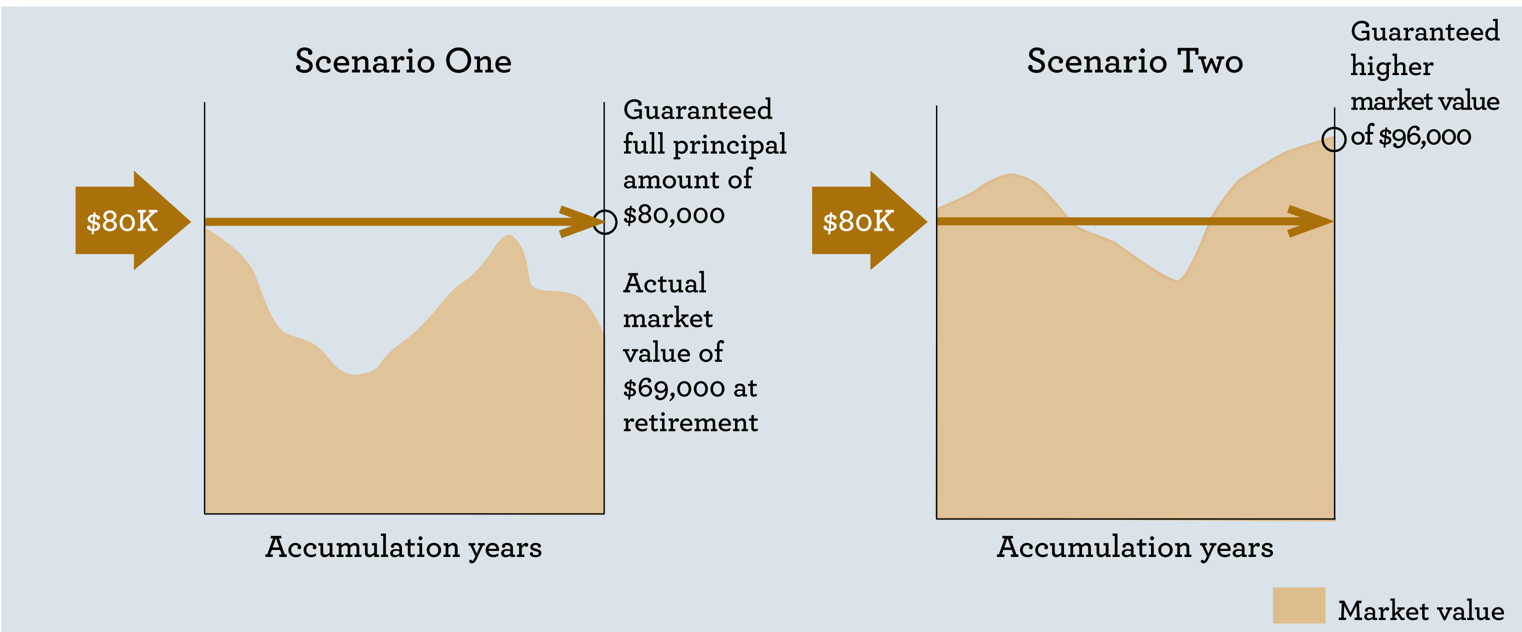
Hypothetical guaranteed minimum income benefits



This example shows 5% guaranteed accumulation. This example does not represent any specific annuity product or product performance, nor does it reflect charges and fees that would be associated with the GMIB feature. The costs for these optional riders vary and are deducted from the account value. The cost for the rider generally ranges between 0.75% to 1.00% of the benefit base or account value, often based on the higher of the two. GMIB is not a cash or account value.

Accumulation benefits

Hypothetical guaranteed minimum accumulation benefits



This example does not represent any specific annuity product or product performance, nor does it reflect charges and fees that would be associated with the GMAB feature. The costs for these optional riders vary and are deducted from the account value. The cost for the rider generally ranges between 0.50% to.95% of the benefit base or account value, often based on the higher of the two.

- Guaranteed Minimum Accumulation Benefits (GMABs) guarantee that what you have invested — your principal — will not be reduced by market loss but could increase with market gains. Specifically, they allow the potential for market gain but guarantee that at a specified time in the future, your entire principal will be returned to you if the then-current value of the annuity is less than your original investment.
- Accumulation benefits provide a lump-sum withdrawal, not a guaranteed income stream over time.
- This feature may be appropriate for people who have at least 10 years before they need access to their annuity funds, or for those who want access to funds in a lump sum rather than over time. This may not be a good option for those who may need to take withdrawals.

Example shown above:
Joy is planning to start a business when she retires in seven years. She invests $80,000 in a variable annuity with an accumulation benefit. At the time she's ready to retire, the stock market has declined and the market value of her annuity is only $69,000. However, Joy is guaranteed her full principal back, so she accesses her $80,000 in one lump sum to start her new business and her new life.

In some cases, if the value of Joy's annuity at retirement exceeds her original investment of $80,000, then Joy would receive the higher market value in one lump sum.

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Living benefits

It is important to note that living benefits are generally available only as an optional rider for an added cost. They are generally selected at the time of purchase and cannot be changed later. A waiting period and other restrictions could also apply to contracts on which such riders have been selected.

Be advised that favorable investment performance could result in a contract value that does not require exercise of the feature you selected. In that case, you would incur a higher expense without receiving any additional benefit.

While variable annuity income benefits offer valuable choices for today's retirement savers and retirees, they are just one possible component of an individually designed retirement plan. Wells Fargo Advisors can help you develop a holistic plan and implement recommendations using a wide variety of investment products and services.

Variable annuities are long-term investments suitable for retirement funding and are subject to market fluctuations and investment risk. Withdrawals prior to age 59½ will be subject to a 10% federal tax penalty on earnings, and surrender charges generally apply in the early years of the contract. Variable annuities are sold by a prospectus. Please carefully consider the investment objectives, risks, charges and expenses before investing. The prospectus, which contains this and other information, can be obtained by calling your Financial Advisor. Read it carefully before you invest.

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Lifetime payments continue no matter how long you live. If you elect payouts based on joint life expectancy of (you and your spouse) then payouts would continue until the last surviving spouse dies. If you elect payouts based on a guaranteed timeframe such as 10, 15, or 20 years and you die before that time, your beneficiaries would continue to receive your annual income until the end of your guaranteed time period.

Our value, your way

Wells Fargo Advisors offers many choices for annuities, all from well-known insurance companies selected through our careful review process. We utilize rating agency reports and employ third-party research that provides regular updates on each carrier's financial strength. We also review the carrier's products, service capabilities, and reputation to provide our clients with access to the top-tier annuity providers in the industry.

Our commitment to you:

We will honor our relationship with you.
When you work with a Financial Advisor from Wells Fargo Advisors, you have someone who takes the time to listen and understand your needs, helps you clarify your goals, and takes seriously the safety and security of your money and investments.

We will be fully invested in your success.
Your Financial Advisor will help you stay on track to meet your goals through intelligent financial solutions, in-depth analysis of your investments, and regular feedback on your progress.

We will be with you every step of the way.
Your needs and goals will change over time. That's why your Financial Advisor will be there to provide ongoing advice — along with the exceptional service you deserve — through the ups and downs of markets and economic cycles.

Wells Fargo Advisors
With a heritage of client service, Wells Fargo Advisors is one of the nation's premier financial services firms. Headquartered in St. Louis and represented by more than 15,000 Financial Advisors, it was born out of Wells Fargo's 2009 acquisition of Wachovia Securities.

Wachovia Securities, which traces its roots to 1879, grew over the years by combining with some of the industry's most respected regional and national firms, including the 2007 acquisition of A.G. Edwards. Throughout their histories, Wells Fargo Advisors' predecessors were known for exceptional service based on trust and knowledge and for corporate cultures that put client needs above all else.

Wells Fargo Advisors is a subsidiary of Wells Fargo & Company, one of the nation's largest and strongest financial institutions. In business since 1852 and named on Fortune magazine's 2009 list of the "World's Most Admired Companies," Wells Fargo is known and respected for its responsible stewardship of its clients' assets.

Securities and insurance products:

Not insured by FDIC or any federal government agency	May lose value	Not a deposit of or guaranteed by a bank or any bank affiliate

Favorable investment performance could result in a contract value that exceeds the benefit of the rider. In that case, the investor gets no additional benefits for the costs associated with the rider and investment returns would be reduced by the additional expense.

Wells Fargo Advisors is the trade name used by two separate registered broker-dealers: Wells Fargo Advisors, LLC, and Wells Fargo Advisors Financial Network, LLC, Members SIPC. Statistics include First Clearing, LLC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company.

Insurance products are provided through insurance subsidiaries of Wells Fargo & Company and other underwriters. Not available in all states.

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