

# Understanding Dollar Cost Averaging

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## An Investing Strategy for Your Retirement



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**No bank guarantee • Not a deposit • May lose value**

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## Get Ready for Retirement

You can count on the fact that the market will go up and go down. What you can't predict is when. It's hard not to react to market swings. But making decisions based on short-term fluctuations may have a disastrous effect on potential long-term returns.

### What Is Dollar Cost Averaging?

Dollar cost averaging (DCA) is an easy way to even out market fluctuations by automatically investing a set amount over a determined period of time, regardless of changing prices.

Think of DCA as a disciplined and consistent approach to investing. You invest a specific dollar amount at regular intervals, usually monthly. Because **share** prices fluctuate and your investment dollars remain constant, at times the price you pay will be higher than the average price, and at other times it will be lower.

*A **share** is a unit of ownership interest in a financial asset or corporation.*

## Why Dollar Cost Average?

When you invest a consistent amount over time, you'll potentially be able to buy more shares when the price is low and fewer shares when the price is high. In a fluctuating market, this means that your average cost per share over a period of time may be lower than the price per share on a specific date during that period.

*Dollar cost averaging helps take the emotion out of investing and provides the opportunity to use the market's ups and downs to your advantage.*

## How You May Pay Less per Share in a Volatile Market

Consider the following hypothetical example. An investor invests \$1,200 in an investment portfolio on January 1. Another investor, using the DCA principle, invests \$100 in the same portfolio on the first trading day of each month for 12 months. Over time, the DCA investor purchases more shares at a lower average price.

		<b>Lump-Sum Investor</b>	<b>DCA Investor</b>
<b>Month</b>	<b>Share Price</b>	<b>Shares Purchased</b>	<b>Shares Purchased</b>
January	\$21.00	57.14	4.76
February	\$24.00	0	4.17
March	\$18.00	0	5.55
April	\$16.00	0	6.25
May	\$17.50	0	5.71
June	\$14.00	0	7.14
July	\$10.00	0	10.00
August	\$15.00	0	6.67
September	\$17.00	0	5.88
October	\$25.00	0	4.00
November	\$18.25	0	5.48
December	\$22.00	0	4.54
<b>Total Shares Purchased</b>		<b>57.14</b>	<b>70.15</b>
<b>Average Price per Share</b>		<b>\$21.00</b>	<b>\$17.11</b>



DCA does not ensure a profit or protect against loss in declining markets. You should consider your financial ability to continue to invest, even when prices are low.

### *Before you begin a DCA strategy, ask yourself:*

- How much can I invest?
- How often can I invest?
- How long should I dollar cost average?

## Dollar Cost Averaging Benefits

- ✓ The discipline to invest consistently.
- ✓ The potential to buy more shares when the price is low.
- ✓ Participation in the stock market regardless of changing prices.

To learn more about DCA and whether it is an appropriate investment strategy for you, talk to your financial advisor.

## Why Pacific Life?

### The Power to Help You Succeed®

It's essential for you to choose a strong and stable company that can help you achieve your future income needs. For generations, individuals and their families have relied on the strength of Pacific Life to protect their financial security.

- ✓ Pacific Life Insurance Company is organized under a mutual holding company structure and operates for the benefit of its policyholders and contract owners.
- ✓ We have achieved ongoing recognition for high-quality service standards.
- ✓ We offer products that address market environments during all stages of your life.
- ✓ We maintain strong financial strength ratings from major independent rating agencies.

Ratings may change and do not apply to the safety or performance of the underlying variable investment options or the mutual funds. For more information and current financial strength ratings, please visit our website.

**Pacific Life** has more than 140 years of experience, and we remain committed to providing quality products, outstanding service, and stability to meet your needs today and throughout your lifetime.

