



# Financial Strategies for Retirement

PREVIEW

Welcome to *Financial Strategies for Retirement*. This financial course is designed to help you overcome retirement challenges and take action to help improve your financial future.

## Our Commitment

- Provide sound financial information
- Help you pursue financial goals in retirement
- Offer complimentary, no-obligation consultation



The information provided in this presentation is not written or intended as tax, legal, investment, or retirement advice or recommendations, and it may not be relied on for the purpose of avoiding any federal tax penalties. You are encouraged to seek guidance from an independent tax or legal professional based on your individual circumstances.

Before we get started, I'd like to introduce myself and my company.

*(Note to presenter: Give a brief personal background, then talk about your organization and give its location.)*

Our commitment to the community extends beyond simply offering financial services. We are committed to helping people evaluate their financial situations and giving them tools to help them make informed decisions.

As part of that commitment, we use courses like this one to provide individuals with sound financial information. In this particular course, we'll discuss techniques to help you pursue your financial goals in retirement.

We hope that after attending this course, you'll want to meet with us in our office. This is a complimentary, no-obligation consultation that we offer to everyone who attends our financial events. During that meeting, we can discuss any questions you have as a result of what we discuss here. If you prefer, we can use that time to examine your specific situation and begin the process of helping you formulate a financial strategy that will suit your needs.

We know that we'll establish a working relationship with you only when *you* are confident that we can be of service. We want you to understand your options and to know how you may benefit from us.

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## Workbook and Evaluation Form



Financial Strategies for Retirement  
Evaluation Form

Yes, I am interested in scheduling a complimentary, no-obligation consultation.  
 No, I am not interested in scheduling an appointment at this time.

Please print  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
Email \_\_\_\_\_  
Occupation \_\_\_\_\_

Please call me to schedule an appointment at:  
 Day Phone \_\_\_\_\_  Evening Phone \_\_\_\_\_  
(Please check whether you prefer to be contacted in the day or evening.)

Seminar Feedback

1. What aspects of the workshop did you enjoy? Please check all that apply.

<input type="checkbox"/> Quality of the information	<input type="checkbox"/> Workbook content
<input type="checkbox"/> Concise presentation of material	<input type="checkbox"/> Case studies and examples
<input type="checkbox"/> Quality of the color graphics	<input type="checkbox"/> Professional expertise of presenter

2. Which of the following financial topics interested you? Please check all that apply.

<input type="checkbox"/> Social Security	<input type="checkbox"/> Tax planning
<input type="checkbox"/> Income strategy	<input type="checkbox"/> Legacy planning
<input type="checkbox"/> Other topics _____	

3. Please provide the names and telephone numbers of three friends, relatives, or associates who would benefit from this presentation.

name _____	telephone _____
name _____	telephone _____
name _____	telephone _____

May we say that you referred them?  Yes.  No. Please keep my name confidential.

4. Please provide the names of two organizations (business, civic, social, fraternal, religious, or trade organizations) whose members would enjoy a retirement planning presentation.

name of organization _____
name of organization _____

We've found that people are more likely to remember something they act on rather than something they only hear about. This workbook was designed to help you apply what you learn to your situation. In it, you'll find helpful material that reinforces the seminar's major points and will be a valuable resource for you. Feel free to highlight, underline, or make notes in whatever way serves you best.

Inside your workbook, you'll also find an evaluation form. *[Note to presenter: Pull out an evaluation form for your workshop participants to see.]*

At the end of the presentation, please use this form to tell me whether you're interested in taking advantage of the complimentary, no-obligation consultation.

I'd like to make you two promises concerning this form. First, if you check "Yes, I am interested in scheduling a complimentary, no-obligation consultation," we'll contact you in the next couple of days and set up an appointment. Second, if you check "No, I am not interested in scheduling an appointment at this time," we won't contact you after the seminar.

In exchange for these two promises to you, please promise that you will fill out this form. Many of our attendees do come in for a consultation, so we've set aside time just to meet with you.

When you do come to my office, feel free to leave your checkbook at home. I'm very interested in developing working relationships with many of you, but that decision is yours.

Now that the housekeeping is out of the way, let's kick off this session.

## Everyone Needs Retirement Planning

Are you prepared for one of the biggest transitions in your life?



Are you prepared for one of the biggest, if not THE biggest, transitions in your life? Retirement is usually seen as life's reward for working hard, supporting a family, and saving your hard-earned dollars. You celebrate with a big party and then move into this exciting, new life stage.

Is that how you envision it? In the past, retirement often meant switching from a paycheck to a pension check, contacting Social Security to get benefits in motion, and maybe supplementing that income with the proceeds from downsizing a home or renting a property.

But times have changed. Retirement can now mean piecing together a big puzzle, composed of a variety of different resources, to ensure you have enough to live on — and maybe have something left to pass on to heirs if that's one of your goals.

So let's think about that for a minute. *[Pause for emphasis.]*



## My Objectives

Please take a few moments to list your reasons for attending this class. Identifying what you want to receive from this experience will help you focus on the information that is most helpful to you.

*(Note for the instructor: If necessary to help get the audience participating, you could offer some suggestions, such as: travel, retire comfortably, start a business, manage taxes, legacy planning, insurance planning, and manage an investment portfolio.)*

Most people spend time dreaming about having the financial freedom to do what they want.

Unfortunately, most people do not spend enough time preparing for the financial realities of retirement.

Many Americans have discovered that it is possible to increase their retirement savings without seriously reducing their standard of living.

Once your finances are in place, you may consider various leisure activities.

Do you believe you have the time, the desire, and maybe most important, the knowledge to build a financial strategy that will help you live comfortably for what could be decades? Maybe; then again, maybe not. That's why we're here today: to arm you with the information you need to plan for a comfortable retirement.



## Agenda

Financial Basics

Retirement Income

Investments

Risk Management

Estate Planning

Optional Retirement Planning Consultation

These topics will be the focus of our presentation: Financial Basics, Retirement Income, Investments, Risk Management, and Estate Planning.

The goal is to help you define your vision and create the type of retirement that encompasses your objectives and dreams.

As a result of our time together, I hope you will make a commitment to take action now. The simple fact that you're here today is a great first step.



## This Course Will Help You Learn How to:

- Assess your retirement income needs
- Understand a variety of investment choices
- Potentially increase your investment returns
- Use federal tax laws to your advantage
- Make wise use of your employer-provided benefits
- Protect yourself and your family from economic catastrophes
- Transfer your possessions to the next generation
- Develop a plan to meet your retirement goals

We'll discuss each item in more depth during this workshop.

PREVIEW

## Financial Basics

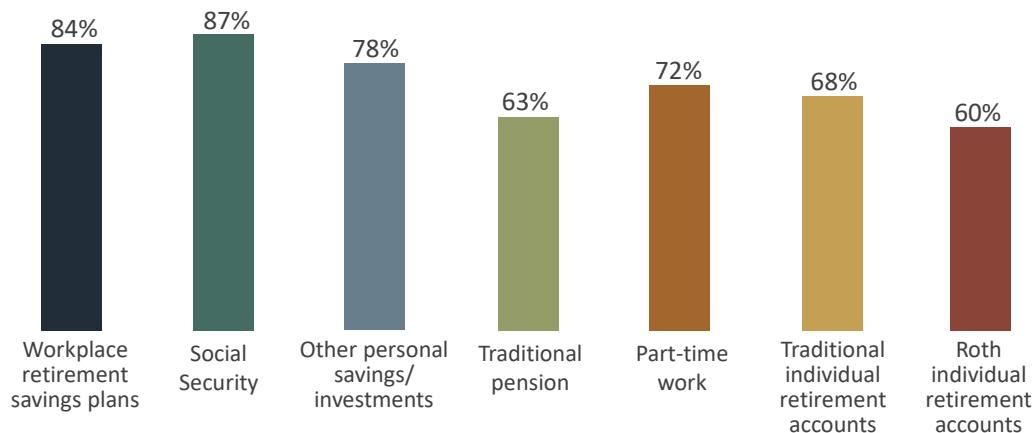
“Money is only a tool. It will take you wherever you wish, but it will not replace you as the driver.”

Ayn Rand



*(Note for instructor: Read the quote and comment on the importance of being in control of your money, rather than your money being in control of you.)*

## Retirement Income: Worker Perceptions



Source: 2025 Retirement Confidence Survey, Employee Benefit Research Institute (totals to more than 100% due to multiple responses being allowed)

When asked what they believed their sources of retirement income would be, American workers provided the following answers:

Workplace retirement savings plans: 84%

Social Security: 87%

Other personal savings/investments: 78%

Traditional pension: 63%

Part-time work: 72%

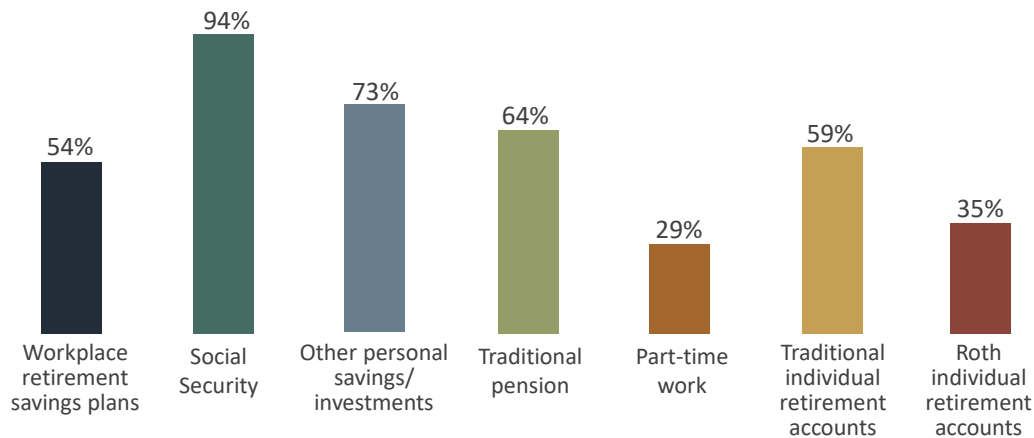
Traditional individual retirement accounts: 68%

Roth individual retirement accounts: 60%

These numbers show that people expect to live primarily on the money from retirement accounts.

Source: 2025 Retirement Confidence Survey, Employee Benefit Research Institute (totals to more than 100% due to multiple responses being allowed)

## Retirement Income: Retiree Realities



Source: 2025 Retirement Confidence Survey, Employee Benefit Research Institute (totals to more than 100% due to multiple responses being allowed)

Reality paints a different picture. Here are the income sources for current retirees:

Workplace retirement savings plans: 54%

Social Security: 94%

Other personal savings/investments: 73%

Traditional pension: 64%

Part-time work: 29%

Traditional individual retirement accounts: 59%

Roth individual retirement accounts: 35%

These numbers show that Social Security is actually the biggest source of retirement income.

Source: 2025 Retirement Confidence Survey, Employee Benefit Research Institute (totals to more than 100% due to multiple responses being allowed)



## How Long Will You Be Retired?

Current age	1941 life expectancy	Current life expectancy	
		Male	Female
Birth	62.3	75.8	81.1
40	69.3	78.6	82.7
55	72.8	80.8	84.0
70	79.0	84.7	86.8
85	88.7	91.1	92.0

Sources: *1941 Standard Ordinary Mortality Table*, National Association of Insurance Commissioners; *National Vital Statistics Report*, Vol. 74, No. 6, National Center for Health Statistics, 2025; figures show life expectancy for 2023 (most current data available)

People today are living longer than at any time in history. In fact, your retirement years may outnumber your working years. And your life expectancy increases as you age.

Do you have a financial strategy in place to deal with the possibility that you may live well into your 90s? Will you have enough money to be financially comfortable?

This table shows how long an average American can expect to live.

Most people should plan to live five to 10 years beyond the age in this table, depending on their family history, lifestyle, and health.

Sources: *1941 Standard Ordinary Mortality Table*, National Association of Insurance Commissioners; *National Vital Statistics Report*, Vol. 74, No. 6, National Center for Health Statistics, 2025; figures show life expectancy for 2023 (most current data available)

## Are You Ready for Retirement?

Are you prepared financially?

Do you love your job?

How will you fill your time?

Is your spouse ready?

Where will you live?



Why worry about retirement activities now when retirement is years away? If you want to develop new interests and involvements, you need to start now.

Fred Astaire said, "Old age is like everything else. To make a success of it, you've got to start young."

**Are you prepared financially?** As life expectancies rise, your retirement years may equal your working years. Before you retire, make sure your investments are sufficient to protect your future purchasing power and to cover emergencies.

**Do you love your job?** Sometimes people become so involved in their careers that retirement leaves them bored, frustrated, and alienated from many of their friends. If your career is a major part of your life, you might consider partial retirement or volunteer work.

**How will you fill your time?** Use pre-retirement years to develop hobbies and interests that can help you fill your post-retirement hours.

**Is your spouse ready?** Each spouse often has a daily routine, and each may be uneasy with the idea of the other spouse interrupting that routine. You and your spouse should talk about your individual expectations. The routine you develop together should provide adequate personal time for each spouse.

**Where will you live?** Many people look forward to retiring and moving to a different climate. However, make sure you examine all issues regarding such a move.

## Nine Reasons People Fail Financially in Retirement



- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_
- 4 \_\_\_\_\_
- 5 \_\_\_\_\_
- 6 \_\_\_\_\_
- 7 \_\_\_\_\_
- 8 \_\_\_\_\_
- 9 \_\_\_\_\_

*(Note for instructor: Ask the audience for reasons and mention those not stated by the audience.)*

1. Procrastination
2. Failure to set clear financial goals
3. Failure to establish plans to meet their goals
4. Unwise use of credit
5. Lack of understanding about what money can do for you
6. Failure to understand and apply tax laws
7. Failure to prepare for the unexpected
8. Neglecting to plan their estates
9. Failure to develop a winning attitude

## Procrastination: Does a Convenient Time Ever Come?



**We're 25**



**We're 35**



**We're 45**



**We're 55**



**We're 65**

**We're 25.** We can't save money now. We're just getting started and don't earn very much. It takes everything we have to pay the bills and have some fun. Besides, we don't plan to retire for another 30 or 40 years. We have lots of time.

**We're 35.** Our family is growing. Our mortgage and car payments are very high. We need to invest in ourselves so we can get promoted. When we have higher-paying jobs, we will have money to invest. But we can't afford anything now.

**We're 45.** We spend all of our extra money on our children. We work hard and think we deserve a good lifestyle. We should be able to save after the children are on their own.

**We're 55.** Retirement is staring us in the face. We need to get started on our investments. But our careers have peaked. We need all of our income to live. Our parents are facing health-care issues that we may need to finance, and our children still need some help. We can't afford to set anything aside right now.

**We're 65.** Who, us? Sure, investing is a great idea, but we're 65. Social Security doesn't go far. We should have started years ago, but it's too late now.

## Setting Goals

These are the steps in goal setting:

1. **Dream**
2. **Reduce the dreams to writing**
3. **Organize the dreams**
4. **Implement your action plan**
5. **Celebrate your accomplishments**



Goals are the starting point of all achievements. They are the visions of the mind that must occur before the creation of the reality. Born of ideas and dreams, goals inspire planning, planning leads to action, and action yields results. These are the steps in goal setting:

1. **Dream**
2. **Reduce the dreams to writing**  
Make them specific. Quantify them. Set them within a time frame.
3. **Organize the dreams**  
Prioritize them. Determine a course of action.  
Break the goals into subgoals.
4. **Implement your action plan**  
Take action. Monitor your progress.  
Adjust as needed.
5. **Celebrate your accomplishments**

## Using Credit Wisely

Bad debt



Necessary debt



Debt can be a good means to a desired financial end — if you use it wisely. Used unwisely, debt can keep you from reaching even the smallest financial goals.

Bad debt means borrowing money strictly for consumption purposes.

Necessary debt means borrowing money to obtain a home, a vehicle, or an asset that is needed in your work. This type of debt doesn't necessarily help you build wealth, but it does allow you the means to provide for yourself and your family.

## Controlling Debt

- Start paying cash for your purchases.
- Use debit cards instead of credit cards.
- Close all nonessential accounts.
- Pay as much as you can on each credit card account each month.
- When one account is paid off, divert the payment amount to other accounts or to savings.
- Except in rare situations, don't sell investments to pay debts.
- Seek credit counseling, if appropriate.



Bad debt is a double-edged sword. It is convenient, helps develop your creditworthiness, and allows you to purchase many things that you desire. However, consumer credit also can delay savings and investing, reduce the amount of money available to support your current standard of living, and cause financial and emotional turmoil.

If excessive consumer debt is a problem for you, consider the following suggestions:

- Start paying cash for your purchases.
- Use debit cards instead of credit cards.
- Close all nonessential accounts.
- Pay as much as you can on each credit card account each month but strive to pay balances in full each month.
- When one account is paid off, divert the payment amount to other accounts or to savings.
- Except in rare situations, don't sell investments to pay debts.
- Seek credit counseling, if appropriate.

## Making Compounding Work for You

\$100,000 lump-sum investment

Years	Average annual returns		
	4%	8%	10%
30	\$331,350	\$1,093,573	\$1,983,740
20	\$222,258	\$492,680	\$732,807
10	\$149,083	\$221,964	\$270,704

The hypothetical investment results are for illustrative purposes only and should not be deemed a representation of past or future investment results. Actual investment results may be more or less than those shown. Consistent investing does not assure a profit or protect against loss. This does not represent any specific product. Monthly compounding from the beginning of the period is assumed. It assumes a \$100,000 initial investment.

*(NOTE: Use compound return tables from back of workbook.)*

Compounding takes advantage of the power of time to increase value by adding the earnings on investments to the initial principal. This total amount in turn generates additional earnings that are again reinvested.

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## Consistent Investing

Starting amount: 0

Monthly investment: \$100

### Average annual returns

Years	Invested	4%	8%	10%
30	\$36,000	\$69,636	\$150,030	\$227,933
20	\$24,000	\$36,800	\$59,295	\$76,570
10	\$12,000	\$14,774	\$18,417	\$20,655

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*(NOTE: Use compound return tables from back of workbook.)*

Regular, consistent investing is another way to take advantage of the power of compounding. If you can't afford to contribute this much at the outset, start small and then increase your investment amount as your financial situation improves.

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## The Rule of 72

The Rule of 72 quickly estimates how long it will take for you to double your money. The formula is:

$$\frac{72}{\text{Rate of return}} = \text{Number of years to double value}$$

Examples:  $\frac{72}{3\%} = 24$  years to double the value

$$\frac{72}{6\%} = 12 \text{ years to double the value}$$

$$\frac{72}{9\%} = 8 \text{ years to double the value}$$

The actual numerator is 71.773+. The hypothetical investment results are for illustrative purposes only and should not be deemed a representation of past or future investment results. Actual investment results may be more or less than those shown. This does not represent any specific product.

*(Note for instructor: Review the formula and examples on the slide.)*