

reThink. rePlan. RETIRE! Retirement Class



Tools All In Place for You

Class Overview

How do we ensure that we are not left with uncertainties in our old age? With recent and seemingly annual tax law changes, the unclear future of Social Security, the volatility of the stock market and an ever-changing world economy, the need for practical financial knowledge is important.

The Internet promises to feed our minds with financial knowledge but all that information may be overwhelming. Further, how can we be sure of the source of this information? How do we know we are getting the right information to make an informed decision to create a retirement strategy that is right for us?

This retirement planning class provides thought provoking insights to these concerns and much, much more! Your invites will offer your prospects a chance to see and participate which tends to change how they view and plan for future retirement - now with your added help and direction!

Why would prospects attend?

This course was developed to give you the ability to provide comprehensive and objective information which can be applied to their specific needs.

Studies show Americans are not doing enough to prepare for retirement. This inaction may be explained by retiree's confusion over the many possible retirement strategies and a feeling they must examine all options.

During this course you provide them, they will learn basic steps they can take now to increase their chances of financial survival in retirement. The practical tools and information provided will help lay the groundwork for a comprehensive retirement strategy.

Your marketing will help them see they can stay with their current plans and hope for the best, they can do nothing or they can take action to further prepare more effectively for retirement.

[Books, Handouts, Script, Invites](#)

The next few pages will cover some of the topics prepared for you to present to your college course class attendees. They are written from the prospect's perspective and include:

Retirement Purpose

We start this class with the end in mind!

You have worked way too hard your entire career to not have a clear and concise picture of your retirement. This section will focus on a different perspective of what retirement wealth can mean and contains some of the most valuable information we will be discussing!

- Discover what it means to retire by design and not by default
- A seven step process to building a retirement plan
- Learn how to turn your working success into retirement significance

Taxes

Taxes don't stop when your paycheck does.

In fact, tapping into your retirement savings comes with all sorts of new rules and opportunities. Federal and state tax issues come into play in several retirement income areas. One change is that instead of contributing to tax-deferred retirement savings plans that reduce your taxes, you'll start tapping those savings for income and paying taxes at your ordinary income tax rate. We will be discussing (10) strategies to address tax advantaged options today, as well as in the future!

- The great tax debate: Save taxes now vs. Save taxes in retirement
- Investment Income vs. Earned Income. Not all taxes are equal
- How to complement your investment decisions with a powerful tax strategy

Employer Plans

Your employer-sponsored retirement plan is a valuable component of your overall retirement income strategy.

We will discuss the (2) types of plans: Defined Benefit Plans & Defined Contribution Plans. Whether it's a 401k, 403b, SEP, IRA or Pension, in this section we will discuss what role each of these plans play in properly planning your retirement.

- 401k Myth: My 401k is my retirement plan
- 401k Truth: What you need to know about your employer sponsored plan
- The differences between an employer sponsored plan and an IRA

Distributions

Your challenge in retirement may be taking retirement plan distributions in such a way as to possibly reduce taxes, resulting in keeping more of your money.

This requires that your retirement strategy include a distribution plan which should support the concern of outliving your money.

Individuals may have a different strategy for taking income depending on their lifestyles and needs in retirement.

- Why your income plan needs a tax strategy
- Needed but neglected: Tips to keep more of what you earned
- How to create investment income without selling off investments

Investments

Retirement investment decisions should take into account a host of factors including investment objectives, time horizon, current investments and tax situation.

In this section, we will discuss various investment categories and where each might be appropriate for retirement.

- Investment Purpose: Why did you invest in your current investments?
- Learn how to find investments that fit your retirement needs
- How to turn your retirement plan into retirement income



Retirement Concerns

Ask anyone about the road to retirement, and they'll tell you it's full of twists and turns. Just as it is prudent to be on the lookout for roadblocks on the asphalt, it is important to recognize financial roadblocks that could throw your retirement plan off course.

Here we will be discussing the most common roadblocks and how to avoid them.

- How to know if you have enough money to retire
- The importance of a comprehensive written retirement plan
- How to protect your assets from catastrophic illness and nursing home costs

Retirement Income

As you approach the time when you will trade your paycheck for retirement, you will begin relying on your hard-earned retirement income sources.

Each retirement income category (pension, social security, 401k, investments, etc.) comes with its own challenges and different retirement risks. Learn how to diversify your retirement income so that it may last a lifetime.

- How much income will you need to create from your investments?
- Are you relying too heavily on Social Security?
- How do I create investment income in a low interest rate environment?

Income Planning

Well before your retirement date sneaks up on you, it's a good idea to create your budget for essential and lifestyle needs and then take a complete inventory of the various sources you will have to replace your current paycheck. Most people retiring in America today face more challenges and uncertainties than possibly any time in recent history.

- Strategies to diversify your retirement income
- When is the best time to start Social Security?
- Why your retirement should NOT require a part-time job

Risk Management

When it comes to investing, there are various types of risk. While most retirees tend to think of market risk (the possibility that an investment will decline in value), there are actually several kinds of risk that retiree's face.

But understanding the various kinds of risk and the true amount of risk you need to take in order to reach your retirement goals is important, since this can help you make informed investment choices regarding your retirement.

- Why the way you look at risk may be destroying your retirement income
- The two types of risk you need to evaluate: Investment Risk & Lifestyle Risk
- Why your life insurance may be a sitting duck and how to protect it

Estate Planning

No one likes to think about their death, but given its inevitability, it's not too soon to start planning for it.

Regardless of the size of the estate, having a comprehensive plan is key. This section will focus on the basics revolving around estate planning.

- The hidden trigger in your revocable trust that can trap your money irrevocably
- How to calm your worries about estate taxes and learn solutions to minimize them
- The truth about trusts and how they can be used to benefit you