

# Six Questions

(All dollar amounts should be based on value today)

## 1. When do you plan to retire?

Already retired  Plan to retire at age \_\_\_\_\_

## 2. How much monthly income do you need?

Base on current total monthly income of \$ \_\_\_\_\_

## 3. What is the current value of your retirement plans? (401(k), IRA, Profit Sharing)

Yours \$ \_\_\_\_\_ Your Spouse's \$ \_\_\_\_\_

## 4. Current value of other assets you have specifically set aside for retirement?

Total Assets for retirement \$ \_\_\_\_\_

## 5. Would you like to illustrate Social Security?

Estimate  Do not illustrate

Enter benefits: Yours \$ \_\_\_\_\_ per month

Your Spouse's \$ \_\_\_\_\_ per month

## 6. Do you have any other retirement income?

Yours \$ \_\_\_\_\_ per month

Your Spouse's \$ \_\_\_\_\_ per month

### Please provide me a Retirement Road Map

Name: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Spouse: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Phone OR E-mail: \_\_\_\_\_

\_\_\_\_\_  
This information provided by:

# Steps for Your Retirement Journey

## STEP 1 Determine the likely times of your retirement phases



## STEP 2 Examine lifestyle requirements

- *Basic Needs:* Monthly needs that are essential to your standard of living
- *Additional Wants:* Additional amounts you desire—you would survive without it—but you would be disappointed

## STEP 3 Determine total amounts from known sources of retirement income

- Social Security
- Pension
- Qualified Retirement Plans
- Annuities or Direct Income

## STEP 4 Calculate remaining requirements

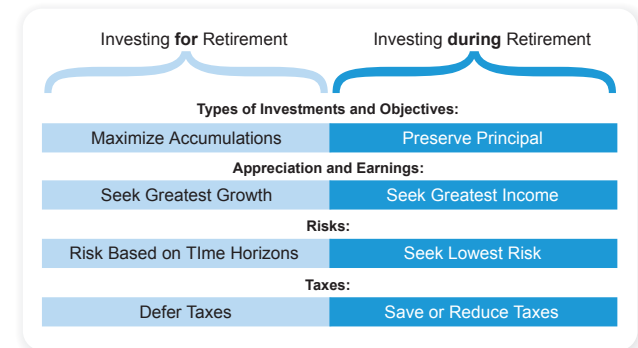
Desired Income Requirements  
less Known Sources of Income  
equals Remaining Requirements

Remaining requirements will need to be provided by your assets available for retirement.

Answer the Six Questions to order your personal Retirement Road Map today!



Retirement planning can be like planning a journey to a new destination—a place where thinking is different. Your concerns shift from, “How do I accumulate more funds?” to, “Will my funds last throughout my retirement years?” The investment philosophies with which you have become familiar will change.

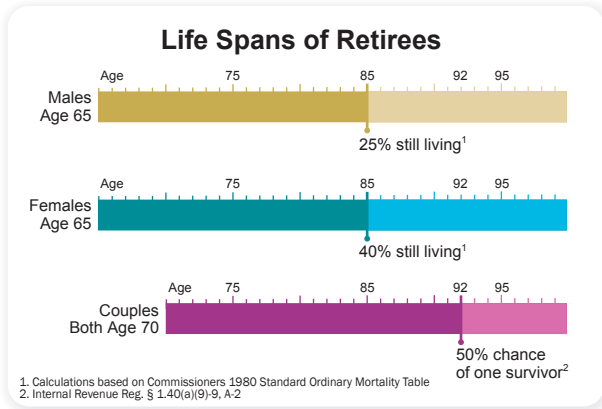


In planning a long trip, you would break it into segments with checkpoints along the way. Retirement planning can use these same principles to be sure you reach your destination. Some of the decisions you make for your retirement journey must last a lifetime. What you need for your successful retirement planning is a *Retirement Road Map!*

# How Long Should You Plan For?

Your family tree may provide the best answer.

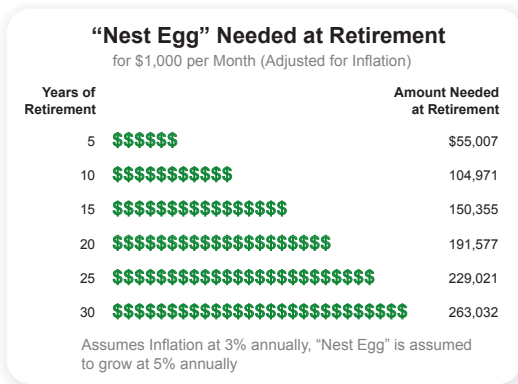
Do your relatives live to an old age? How likely are you to live even longer—especially with today’s better health care and medical advances? How long will your retirement last?



Everyone wants a long, worry-free retirement. Retirees fear outliving their assets! A common mistake for them is not planning for enough years.

## Will your “nest egg” be enough?

Costs increase with each year of retirement. In retirement planning, **how long** is just as important as **how much**.



The longer you live, the more you will need!



## Retirement Phases

You plan trips in segments. Retirement is best planned by phases associated closely with your activities during those periods—you will be more active when you first retire, and least active in later years. Retirement expenses vary directly with your activity levels.

### How much do you need to maintain your lifestyle and have the retirement you’ve dreamed?

- EARLY RETIREMENT** Activity level is almost the same as before retirement—70% for basic needs and 20% for additional activities—90% suggested.
- SEASONED RETIREMENT** A decrease in activities—70% for basic needs and 10% for additional activities— 80% suggested.
- MATURED RETIREMENT** Much less activities, often due to health—70% for basic needs.
- SURVIVORSHIP YEARS** Lifestyle costs after losing your spouse are usually at least 60% of the prior income.

## Decisions

### Pre-Retirement—Getting Ready

The phase immediately preceding your retirement may be called the “Decision Phase.” You make decisions about your pension and retirement plans that can affect your income for the rest of your life. Do you take your Social Security now, or get a little more by waiting a few years? Will you stop work, or just slow down for a few years? These decisions determine your retirement lifestyle changes.

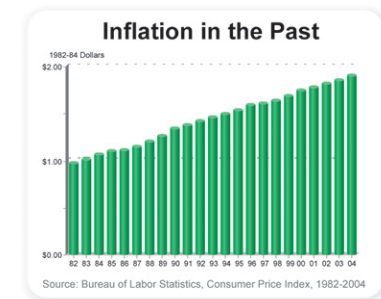
## Investments

### Retirement Years—When You Are Receiving Income

The current phase of your retirement should have predictable income—income provided by very conservative assets. More risk, and the opportunity for greater returns, can be taken with assets set aside for later phases of your retirement. The longer the time horizon prior to that phase, the more aggressive you can be with those assets.

### Retirement Years—Future Years

Later, when you enter the next phase of your retirement, the assets intended for that phase should be switched to



Retirement income will need to double in 24 years if inflation continues as in the past.

investments providing predictable income. Assets for each future phase, which now have a closer time horizon, should be invested with less risk.