



Your life and money in retirement



workbook

.....
Important things to know
as you enter an exciting
chapter of your life!

The adventure begins

Whether you've recently retired, or will soon, you're probably feeling a lot of different emotions. Excitement. Anticipation. Maybe even fear. And you probably have a lot of questions about what will happen in this next chapter of your life.

So how do you get started?

In the following pages we'll go over possible steps you can take to prepare a financial plan for your retirement. As you read through them, write down any steps you've taken on your own or things you plan to do. Note any questions or concerns you may have too.



What adventures will you choose in retirement?



Take classes
or go back
to school



Spend more
time on
interests
or learn new
hobbies



Enjoy time
with family
and friends



Go on
adventures
—hiking
or maybe
skydiving



Travel
to new or
familiar
destinations

Let's take a few minutes to visualize retirement. What do you want to accomplish? How do you plan to spend your time? What do you want to spend your money on?

Knowing what you want out of retirement can help you create a plan to pay for it.

1

2

3

1

Consider your health care options carefully

Retirees today are more active, and many are living longer than ever.

But any retiree will tell you that health care is one of the biggest expenses—and uncertainties—in retirement.

You must be 65 to be eligible for Medicare.

If retiring before 65, you'll need to get private health care insurance or continue coverage through an employer's health care plan under COBRA.

My health care concerns are: _____

When will you apply for Medicare? _____

Do you have access to an employer-sponsored health benefit? ☐ Yes ☐ No








Do you plan to purchase Medicare supplemental insurance? ☐ Yes ☐ No

There's a growing need for long-term care. How will you address long-term care needs? _____

2 Estimate your expenses

There's a lot to consider when it comes to your income needs in retirement. On top of expenses, you'll also have to consider inflation, which can erode your spending power. It's better to think in terms of what you'll need for an annual income, instead of your account balance.

A good place to start in estimating your retirement income needs is to separate expenses into categories. Use the space below to note your fixed monthly expenses in each category. Then calculate your annual total.

	Monthly amount
 Housing	\$ _____
 Personal	\$ _____
 Food	\$ _____
 Transportation	\$ _____
 Insurance	\$ _____
 Health care	\$ _____
 Other	\$ _____
Total household monthly expenses	\$ _____
Total annual expenses	\$ _____ (monthly expenses x 12)

3 Identify your retirement assets

In the space below, list all sources of personal income available for funding your retirement.

	Source	Account balance
Retirement plans 401(k), 403(b), ESOP, etc.		\$
		\$
IRAs		\$
		\$
Personal savings		\$
		\$
Investments		\$
		\$
Others		\$
		\$

4 Know your guaranteed sources of income

It's also important to invest a portion of your retirement savings in guaranteed sources of income. There are just three sources of guaranteed income in retirement.

Social Security

Pensions

Annuities

If you don't have a pension (also known as a defined benefit plan), and Social Security isn't enough, **annuities allow you to use a portion of your personal savings to create a guaranteed lifetime income for yourself.**¹

List the guaranteed sources of income you'll receive in retirement.

Monthly amount

Social Security \$ _____

Pensions \$ _____

Annuities \$ _____

Total monthly amount \$ _____

Total annual amount \$ _____
(monthly amount x 12)

When will you elect Social Security? _____

What questions do you have about Social Security? _____

At what age will you start drawing your pension? _____

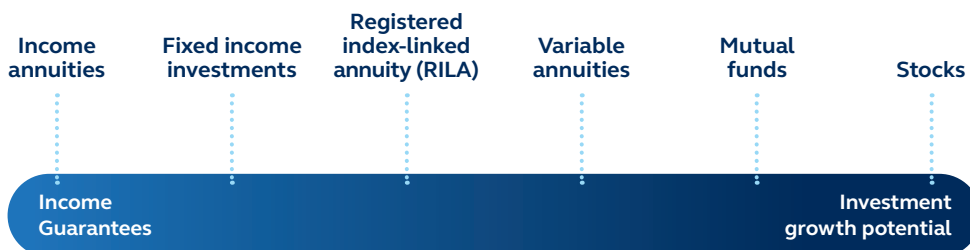
Does your pension provide for a cost of living increase? ☐ Yes ☐ No

¹ Guarantees are based on the claims-paying ability of the issuing insurance company.

5 Strike a balance

Guaranteed products provide income that you can't outlive.* But they often offer less liquidity, meaning you don't have easy access to your money. Nor do they offer much potential for your money to keep growing. Non-guaranteed products generally do offer easier access to your money and may have the potential for growth. But they don't offer a guarantee, so you increase your risk for loss due to market fluctuations.

The spectrum of retirement income products



Fill in the spaces below using the itemized financial information you completed earlier in the workbook. Bring the completed information to your meeting. This will help your financial professional put a plan in place and help recommend a mix of products or investments for your situation.

Using both types of products can help you create a mix for your retirement income plan.

	Total expenses (from page 6)	\$ _____
-	Total guaranteed income (from page 8)	\$ _____
=	Income gap	\$ _____
	Assets available to fund retirement income (from page 7)	\$ _____

You'll need your personal retirement assets to help you cover your
 < income gap.

6 Review wills, trusts, and beneficiaries

The primary purpose of a will is to make sure your assets are distributed how you want. Trusts can be drafted in addition to wills and serve more complex estate-planning needs. Beneficiary designations are found on both of these as well as a variety of financial accounts. Be sure to review them on a regular basis to make sure your wishes haven't changed.

Do you have a will? ☐ Yes ☐ No

If you have a will, when did you last review it? _____

Do you have a trust? ☐ Yes ☐ No

If you have a trust, when did you last review it? _____

Have you named both a primary and contingent beneficiary to your accounts (life insurance, retirement plans, etc.)? ☐ Yes ☐ No

My legacy plans include the following:

Name _____ **Gift** _____

Name _____ **Gift** _____

Name _____ **Gift** _____

List any other questions >
or concerns you have
about legacy planning.

7 Plan charitable gifts

If you've spent much of your life volunteering or working with nonprofit organizations, it may be important to you to leave more to the organizations you care about.

Do you want to leave a charitable gift to any organizations?

Name _____

Gift _____

Name _____

Gift _____

Name _____

Gift _____

Name _____

Gift _____



As you can see, there are a lot of important decisions to make. Once you've completed this workbook, share it with your financial professional. They can help you figure out what to do next.

Write down any questions or concerns you still have about retirement. You can discuss these with your financial professional.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There are no margins, text, or other markings on the paper.



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