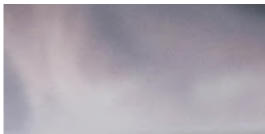
SCOTTSDALE
Wealth Advisory

The Financial GPS Program

Five financial worlds that are critical to uncovering your retirement possibilities and living a life of fulfillment.

As you read about the Financial GPS Program, prepare to learn:

- The five financial worlds that are critical to uncovering your retirement possibilities and living a life of fulfillment.
- Components of an income strategy.
- Strategies for addressing stock market volatility in retirement.
- Why to factor taxes into your plans.



Retirement:

Start living a life of more freedom and more fulfillment.

It's all too easy to boil retirement down to your last work date, the day you turn in the keycard, shake hands with coworkers, and leave for the last time. Yet, that day marks a new beginning, an opening in the next chapter of your life.

What does a new chapter look like? Most people have deferred dreams, hobbies, even relationships for this chapter, one that they hope to spend on new adventures. Others simply want to keep doing what they've been doing without the hassle of an 8-to-5 interfering with their plans.

Regardless of your plans and dreams, funding the rest of your story is no small task. Particularly when you take into account the current climate of market instability and high inflation, it's easy to see how someone could put off planning because they're overwhelmed.

But, take this to heart—there's no time like the present to start living a life of more freedom and more fulfillment.

Efficiency is the name of the game

There's a hole in the bucket, dear Liza, dear Liza…

Would you try to fill up a water tank using a bucket riddled with holes? If you think this is a silly question, the image is actually fairly accurate for retirees or soon-to-be retirees who haven't made a coordinated plan for retirement. Sure, they've saved. Maybe they have an ideal goal they're trying to hit. But if the bucket has holes, they may have to work harder and longer and save much more than if they had fixed the proverbial holes.

We believe there are five foundational pieces (or worlds) to a retirement financial strategy, and each needs to be planned for in its own way. Those five worlds also need to be planned for in relation to each other, to fill in any holes and keep all five moving efficiently. Each area of our financial life affects the others, and retirement is no different.

To belabor the point with our bucket analogy, longevity matters. If you are transferring water between a well and a tub that's sitting right next to it, then a holey bucket may not matter much. But if you carry a hole-riddled bucket of water for any great distance, plan to get wet.

This relates to retirement because, if you were merely planning for a retirement to last for a few years, your financial modeling wouldn't need to be all that complex.

However, your retirement could be long. Possibly longer than you expect. You don't want to walk through it with wet feet.

Your retirement will likely be long.

ACTUAL LONGEVITY

However long your parents lived, you'll likely live longer. Thanks to modern medicine, many conditions that used to prove fatal are no longer deadly. Hand washing, nutrition, and an abundant economy: Each have played a part in a lengthening lifespan.[1]

ACTUARIAL LONGEVITY

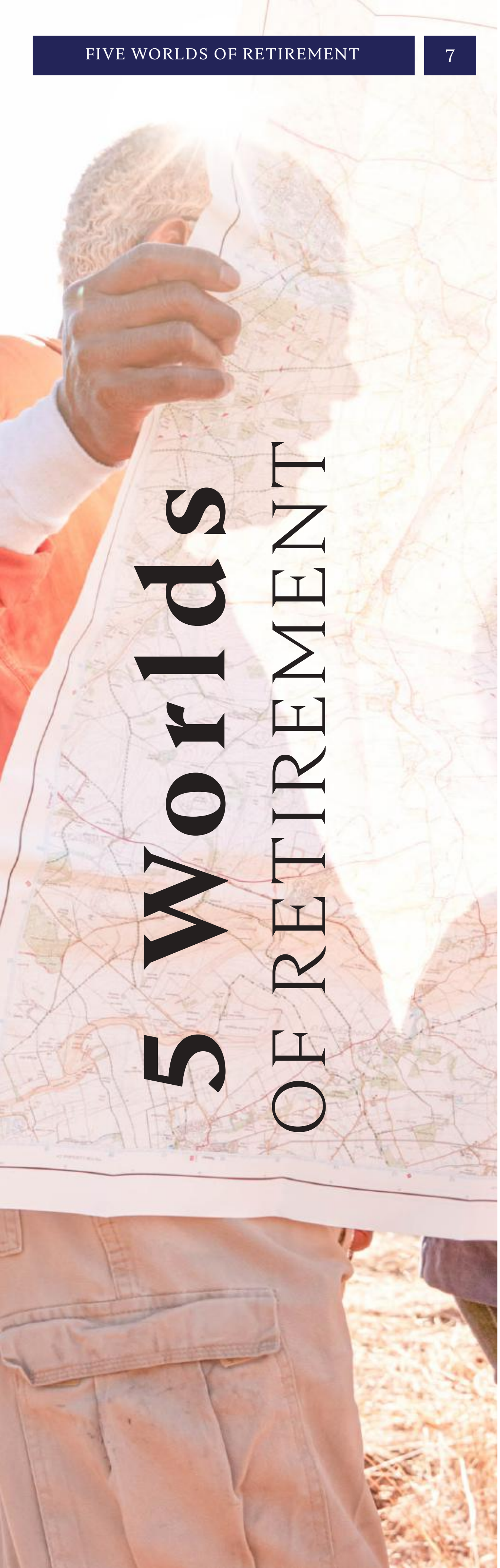
The longer you live, the longer you're likely to live. At least, that's how actuaries calculate it. For instance, an "average" American born in 1958 was projected to live to age 69.7. Yet, an American turning 65 in 2023 (so, someone born in 1958) is projected to live another 19.5 years, to at least 84.[2]

AN **UNEXPECTED** RETIREMENT

One of the realities for today's retirees is that retirement could be far longer than what your initial projection was. For one thing, while many American workers plan to retire at 65 years old, on average,[3] retirees are more likely to report leaving the workforce at 62. While we like to think of retirement as a date marked on the calendar for years in advance, we may not actually get a say on our final day.

Taken together, these factors show that your retirement may have to last decades, not years. In fact, many retirees may end up planning for retirements that last longer than the span of their working years.

We believe that planning for the five worlds of retirement—separately and taken together—is mission critical to a retirement strategy that can last as long as you do.



What are the five worlds of the Financial GPS Program?

We have developed these five worlds through years of industry experience and collaboration with other financial professionals. These are areas we have seen time and again become either opportunities for success, fulfillment, and lifestyle preservation, or challenges that cause friction and unease in people's financial lives.

Briefly, they are:

THE **INCOME** WORLD

Building a foundation of income to maintain daily lifestyle expenses.

01

THE **INVESTMENT** WORLD

Pursuing the balance of risk and growth potential to build a solution for inflation and future needs.

02

THE **TAX** WORLD

Using tax-efficient strategies to avoid facing uncontrollable tax bills.

03

THE **HEALTH CARE** WORLD

Proactively addressing rising health care costs and the risk of a long-term care event with a strategic financial plan.

04

THE **LEGACY** WORLD

Building generational wealth for the future.

05

The Income World

The foundation of any retirement strategy is income. After a working life of earning a wage to support yourself and your family, the basic question of retirement comes down to replacing the wages from an employer with your own income stream. In our experience, even people who have prepared for retirement are uneasy about how to plan for an income stream that lasts as long–or longer–than they do and that can deliver on their lifestyle ideals. Lifespans have increased substantially since "retirement" arose as a concept, which puts a lot of retirees in a spot where they need income that can:

- **Keep up with inflation**
- **Deliver regardless of high-or low-tax environments**
- **Last through potentially decades of retirement**

Income is often one of the biggest concerns for those preparing to retire, as 56 percent of working-age Americans say they are afraid they will run out of money in retirement.[4] The concern isn't an irrational one, either, given that half of Social Security recipients rely on the benefit for at least half their income.[5]

So, how can you avoid being forced to cut back on your lifestyle in retirement? This is where the Income World comes in, where we begin to help shape the Financial GPS Program.

NEEDS **ASSESSMENT**

Start by assessing your needs, your wants, and your current resources. Some of your daily costs will end with retirement, such as your commute or any specialty work-related expenses. Additionally, many people plan their mortgage or other debt payoffs to coincide with retirement.

Your wants matter here, too. While some people are willing to dial back expenses to retire earlier, it's important to recognize what in your life brings you joy. If you live for your weekly coffee date with a friend, or spoiling your grandchildren is essential to your well-being, then prioritize those things when crafting your idea of what your life—and expenses—will look like in retirement.

COLLECTING YOUR **RESOURCES**

You'll want to be sure your financial professional knows about all your resources when pulling together an advantageous income strategy. Likely you've saved in a 401(k) or individual retirement account, or perhaps you're one of the lucky few who still have a pension available to you.

Regardless of where you've saved, working on the Income World will likely require some new strategies to create a consistent income that supports your lifestyle.

COMMON COMPONENTS OF AN **INCOME STRATEGY**

Part of developing your Income World is to make sure each piece of your strategy is most effective within the context of your plan to start living a life of more freedom and more fulfillment. That may mean different things depending on your specific needs and assets. However, here's a general overview of some of the elements you may see in the Income World:

Social Security

While 62 is the earliest most of us can file for Social Security–and the most popular age for filing, as well–it's not until your Full Retirement Age (FTA) that you qualify for your full benefit.[6] Waiting even longer, until age 70, can yield an even higher monthly benefit for the rest of your life. So, should you wait? Or should you take your benefit and its stable income earlier?

The answers to those questions depend on a number of factors, from your goals to your marital status to your work history to your family health history and more. But, suffice it to say, Social Security could be an essential component of your income strategy.

Pensions

While only 15 percent of private industry workers still have access to any sort of defined-benefit pension plan,[7] for those private and public workers who will retire with rights to a pension payment, pensions are a key piece of the income puzzle. Yet, a few decisions do need to be made about planning for one life, or two, or even to consider what to do if offered a more substantial early lump-sum option.

Annuities

Annuities are insurance contracts that, for a premium, can deliver a steady monthly income stream to the individual entitled to collect the regular payments of the annuity. The annuity payments are backed by the claims-paying strength of an insurer. This consistent and reliable income stream can be very attractive. Modern annuities often have a variety of funding methods, as well, giving them a bit of growth potential while protecting your basic monthly income. Fixed annuities are long-term financial vehicles that may be subject to fees, surrender charges, and holding periods, which vary by insurance company. Annuities are not FDIC insured. Annuity withdrawals are subject to ordinary income taxes, and a 10 percent federal penalty for withdrawals before age 59-1/2.

Bonds

While current bond yields don't measure up to their historical high-water mark, they have long been a buzzword in retirement planning for being less volatile and more consistent than other options. Despite lackluster returns, many bonds are backed by the strength of the U.S. Treasury and can still be a source of reliable returns.[8]

A note about investments and income

You'll notice we didn't list 401(k)s, individual retirement account (IRA) counterparts, and their non-profit counterparts among the frequent denizens of the Income World. These products have become the default retirement savings vehicles for much of the nation's workforce.

Yet, what got you to retirement may not be what gets you through retirement–often the money in a 401(k) has yet to be taxed and is invested in risk-based assets. Those are two major considerations that could be at odds with an income strategy based on the principles of consistency and stability.

When it comes to income, you want to avoid relying on the stock market for consistent income. For one thing, it opens you up to what is called "sequence of returns" risk, which is the reality that market losses are only compounded when you withdraw money from those depressed assets. The withdrawal compounds the loss, leaving you with less money to recover with in the event that the market goes back up.

For another thing, if your market-based assets drop by 15 percent, the electrical company won't give you a discount this month to let you get back on track. In the Income World, your primary concern is having a consistent income to pay bills and live your life. Certainly, invested assets have an impact on what's happening in the Income World, but the concept of five worlds allows you to put up a boundary and focus on each piece at a time.

The Investment World

It's hard to overemphasize the importance of the Income World in relation to the Financial GPS Program. The sequence of returns risk we discussed in the Income World section essentially comes down to this:

A portfolio that experiences consecutive losses at the beginning of the retirement journey will be far more likely to fail and deplete earlier than a portfolio that experienced those losses at the end.

As we said, this stems from the reality that income drawn from a depleted portfolio leaves that portfolio with less to recover with. Now, if this happens at the end of a 30-year retirement, with some big gains at the beginning, then the retiree withdrawing funds will likely be unaffected. If, however, this happens at the very beginning, a well-funded portfolio may become quite lean very early on in the game.

Why does this matter to the Investing World?

There's the rationale of the Financial GPS Program: By assigning as much of the income as is practical to the more steady and non-stock-market financial vehicles of the Income World, we can avoid taking on too much sequence of returns risk here in the Investing World.

If you've removed the grocery bill from your investment needs (in other words, paying for your groceries and other basic bills are not dependent on the success of your investments), then you can focus on how to see this world of planning as an opportunity instead of as a threat. You need your investments to grow—hopefully at a sustainable rate—to address the impact of inflation on your income over the long-term, to build up a store of assets you can use for income in the future, and to address the legacy goals that you may have.

Preservation-over-growth mindset

Investing during retirement is a different beast than investing for retirement. When you were working and contributing, you took advantage of dollar-cost averaging—your consistent contributions to an investment account meant that if the market was up, your account balance was up. If the market was down, your contribution could buy more shares that would hopefully increase once the market rose again.

Yet, in retirement, the reverse is true. Now you're going to be withdrawing funds, not contributing. And you're likely far more concerned about keeping what you have than you are about taking risks to gain more. You need to work with a professional who understands that shift. Investing approaches vary widely between accumulation advisors and preservation or distribution advisors—be sure yours reflects your values and situation in life.

Risk tolerance

One major factor of investment vehicles is that they are necessarily exposed to some degree of risk. That's not a problem. What is a problem is if that risk isn't in line with what you are comfortable with.

There are two kinds of tolerance. One is financial. That's the kind where your financial advisor can calculate on paper what you can afford to lose or need to gain to keep your plan on track. The other kind is emotional. Your emotional risk tolerance is how much that stock market index can drop before you lose sleep, before you get that tightness in your stomach.

Knowing your risk tolerance and ensuring your market-based assets are invested in line with that tolerance is essential for your Investment World.

Efficiency

Imagine a Swiss Army knife. Sure, it's cool to have so many tools in one but, at some point, you might realize you now have a mediocre knife and a really junky corkscrew.

Investment products can be like that, too. Investments that have complicated or unseen mechanics often come with complicated back-end or internal fees that can slowly eat at your returns which may walk you two steps forward and one step back.

Ensure your fees—and taxes—are efficient for the most effective forward motion possible. What you do in the Investment World must be tailored to you, your risk tolerance, and your goals. It's not enough to rely on a rule of thumb or one-size-fits-all approach.

The Tax World

Did you know the highest historical tax bracket in the U.S. was above 94 percent, and, in fact, the highest bracket didn't dip below 70 percent from the 1930s to the 1980s?[9]

While you may not have a retirement income that's in the highest income tax bracket, it's worth considering that today's taxes have a historical precedent to be much higher.

Taxes are necessary for the function of a society. Yet, if you're in retirement, every cent you pay in taxes is one less that can be set to your own purpose of funding your lifestyle now and in the future.

Remember, today's retirement lasts far longer than retirements of the past. So your funds need to be as efficient as possible, including taxes. Otherwise it will be difficult to start living a life of more freedom and more fulfillment.

Many people assume they will pay far less income tax in retirement than they did while working. And perhaps there's truth to that. They've often paid off the mortgage, the kids are out of the house, and there's no more daily commute. Yet, the mortgage and children came with tax deductions that will then go away. The commute is exchanged for more activities.

In fact, when you retire, there's a good chance you won't want to dial back your general lifestyle and income. So, what's to say your taxes will be that much lower?

Tax surprises

In the Financial GPS Program, consider all the assets that compose your Income World and Investment World from the standpoint of taxation so you can avoid surprises. One surprise: Your 401(k) or IRA.

Of the workers with defined-contribution plans, most investments ultimately get held in an IRA after a worker changes jobs or retires.[10] Yet, these traditional plans have a sizeable debt lurking within, a blank check to Uncle Sam in unpaid income tax. People assume their income will be lower in retirement, but this isn't a guarantee. And taking income from an untaxed IRA or 401(k) could yield some other surprises.

For instance, depending on your other income sources, you may be subject to paying taxes on up to 85 percent of your Social Security benefits.[11] Pension benefits are typically also subject to income taxes.[12]

For those who are legacy-minded, it also helps to know that 401(k) and IRA assets will also require you to take annual minimum withdrawals–called required minimum distributions, or RMDs. You have to begin RMDs (and therefore pay the associated taxes) when you turn 73 (a change to the law effective in 2023) or 75 (a change effective in 2033) whether you need the income or not.[13]

Tax planning

Before you resign yourself to paying every tax that crops up in retirement, it's important to remember why the Tax World exists. It's to emphasize the importance of tax planning. You see, most people are familiar with tax preparation–it happens once a year by mid-April and generally has to do with accounting for what has already happened with a person's taxes. But tax planning is about reducing your income bill in the years to come by strategically working within your financial worlds to take control of your taxable assets. Tax planning generally involves the collaboration of your financial professional along with a qualified tax or legal professional to adequately address all implications that may arise.

Roth conversions

One tax planning strategy is reducing those potential taxes on your 401(k) or IRA by strategically drawing down your investments in the early years of retirement and putting that income into Roth accounts. With a Roth conversion, taxes will be due in the year of the conversion, as ordinary income, based on the IRA owner's applicable income tax bracket. Generally, it is preferred to pay the tax bill with dollars held outside of the IRA, but some exceptions do exist. So, this strategy is very dependent on timing and your specific situation. Those who employ it should work with qualified financial and tax professionals to evaluate the potential tax implications of a Roth conversion in the year of the conversion including; a need for additional tax withholding, loss of certain tax deductions or credits, the possibility of incurring higher taxes on Social Security benefits or affecting their Medicare premiums.

Yet, Roth accounts don’t have any further taxes after paying on the initial withdrawal from a traditional account. While that initial withdrawal requires careful consideration and planning, you can then leave your unneeded assets in a Roth to grow tax-free, while also reducing your future income tax bills and RMDs.

Life insurance

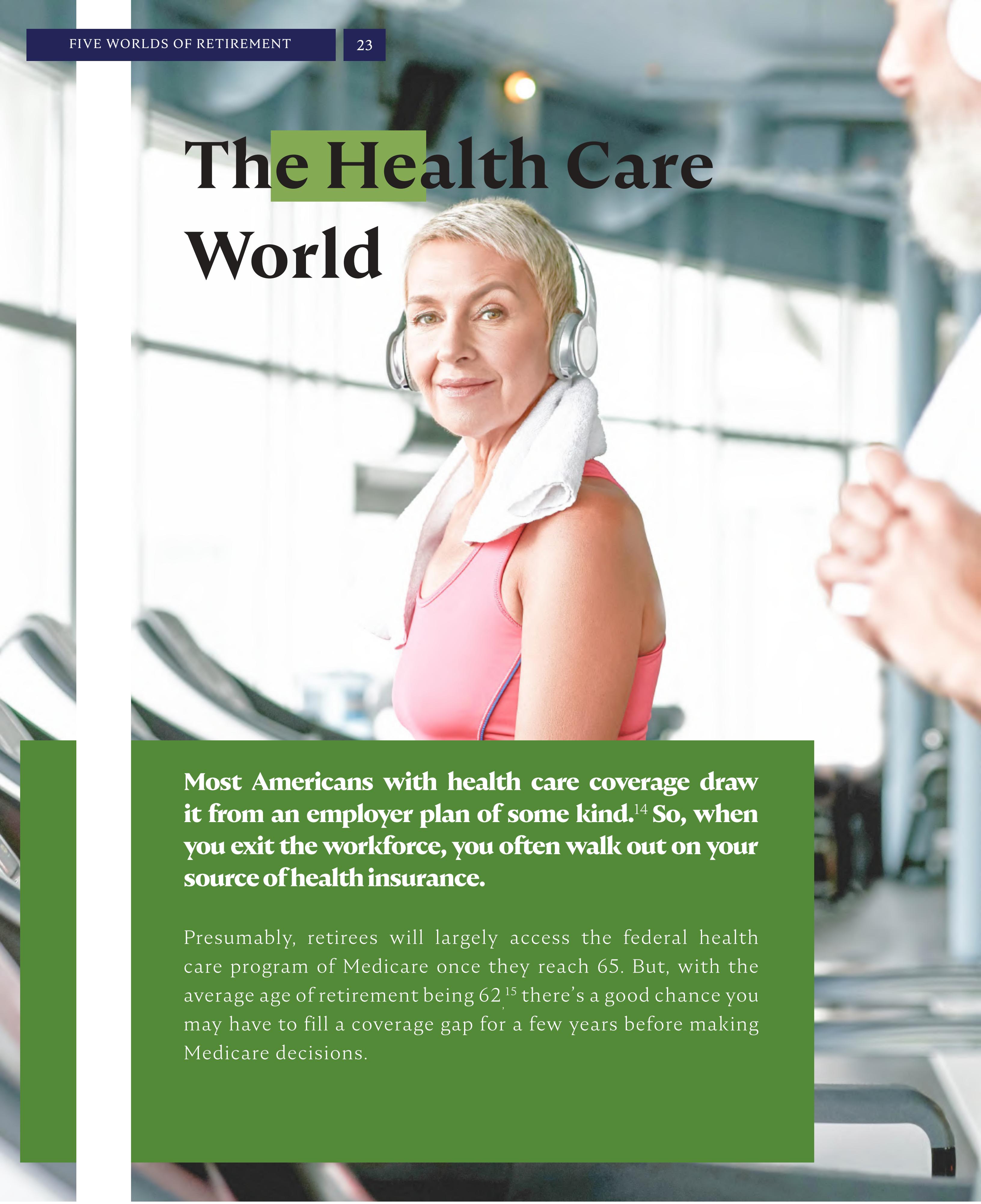
For some retirees, another available avenue to avoid a heavily taxed legacy is to use RMDs to fund robust life insurance policies–you’ll have to pay taxes on your RMDs today, but your legacy will pass tax-free to your beneficiaries.

Life insurance policies are contracts between the client and an insurance company. Life insurance product guarantees rely on the financial strength and claims paying ability of the issuing insurer. Life insurance death benefits are generally tax free to a properly named beneficiary. Life insurance agents do not offer tax advice.

Health care and taxes

For those who retire before age 65, before qualifying for Medicare, finding affordable health care may depend on crafting an income strategy that relies mainly on non-taxable sources. This kind of careful planning cross-sections your Income World, Tax World, and Health Care World.

Hopefully, you’re beginning to realize how much the worlds in the Financial GPS Program rely on and support each other. Ensuring that the Tax World is balanced with your other retirement worlds, you'll have control over your income sources, will reduce your tax bill today or into the future, and will keep more money in your pocket to support your lifestyle needs.



The Health Care World

Most Americans with health care coverage draw it from an employer plan of some kind.[14] So, when you exit the workforce, you often walk out on your source of health insurance.

Presumably, retirees will largely access the federal health care program of Medicare once they reach 65. But, with the average age of retirement being 62,[15] there's a good chance you may have to fill a coverage gap for a few years before making Medicare decisions.

Once you have reached the age of 65, you'll have to consider how to best engage with Medicare.

Should you rely on Original Medicare, and possibly get one of the alphabet soup plans as a supplement? Or should you turn to a Medicare Advantage, private insurance alternative?

These conversations have a lot riding on them. One study estimated a married couple turning 65 in 2023 will spend $315,000 over the course of retirement for basic medical expenses—not prescriptions, not long-term care costs—just basic health care costs.[16]

Long-term care, of course, presents its own set of challenges. With 70 percent of people 65 and older projected to need some sort of long-term care,[17] and a year of nursing home care costing an average near $95,000 per year,[18] long-term care funding is a critical piece of protection for your financial success.

Yes, the various concerns of the Financial GPS Program can be unpleasant to consider, but the other worlds–your lifestyle funding, your carefully laid plans for the future, your efficiency—all could be knocked out of orbit by a significant health care event.

HEALTHCARE **BEFORE 65**

If you retire before 65 and your spouse is still working, you may have the option to continue on their employer-provided health care, if they have it. Or, perhaps you will retire from one of the few employers that offers a continued health care option as part of its benefit package.

Or, as alluded to in the Tax World section, you may have to turn to private market solutions, or to getting coverage from your state or the federal health care exchange. In this case, your taxable income sources could determine your options and the cost to you of finding a source of health care insurance if you retire before you are eligible for Medicare benefits.

In this case, if you wish to preserve your lifestyle while also insulating yourself from significant monthly health care premiums, a productive conversation about tax and income planning could mean the difference in hundreds of dollars of premium payments a month.[19]

There's no single right answer, there's only your answer.

MEDICARE

Original Medicare, Parts A and B, cover about 80 percent of major medical bills for seniors over age 65. The average monthly premium for this federal benefit is $164.90 in 2023.[20] Part A covers hospitalizations, and Part B covers most procedures and doctor care.

If you're enrolled in Original Medicare, you also must enroll in a privately operated Part D plan to cover prescription drug costs, which may cost $2 a month....or $200.[21] You also can change your Part D coverage every year according to your needs for prescription coverage.

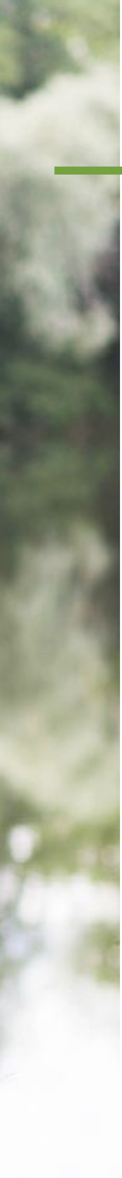
The majority of traditional Medicare enrollees have some sort of private Medicare Supplement coverage, which extends the coverage of traditional Medicare or they instead have Medicare Advantage.[22] Yet, this is an additional premium atop your Medicare premium and prescription plan premium.

Alternately, many retirees turn to Medicare Advantage, which is a private insurance alternative to original Medicare. Instead of having these pieces of coverage, Advantage plans typically provide hospital coverage, doctor and medical coverage, prescription coverage, and other in-between coverages all in one plan. Yet, like other private health care plans, they involve exclusive networks and pre-authorization requirements and other restrictions, and may have limitations depending on whether someone lives in a rural or urban environment.[23]

What's right for you? What's less expensive? Which option will give you better coverage over time? There's no single right answer, there's only your answer.

LONG-TERM CARE

Finding options to cover the potential costs for long-term care (LTC) have many factors. Family health history, current health status, and spousal health all play big roles in how to approach retirement funding strategies that will ensure you and your loved ones are financially protected.



While traditional long-term care insurance is one option for funding a long-term care risk, there are a few concerns:

- Traditional long-term care insurance can be expensive compared to other insurance coverages
- Long-term care insurance policies require you to be rated as healthy enough to qualify—something that gets harder or more expensive the older you get
- Traditional long-term care policies are use-it-or-lose it–if you don't need long-term care, any money you put in the policy is gone

More flexible alternatives to funding long-term care needs have arisen over the last decade. Among them are whole life insurance policies and annuity contracts that include contract riders that, for an additional cost, give the contract holder the option to get early payments from the contract to help pay for long-term care if necessary.

Long-term care riders are not available on all whole life insurance policies or annuity contracts and may not be available in all states. Additionally, LTC riders are subject to eligibility, and benefits are generally not available as a lump sum payout. Long-term care riders do not cover long-term care costs, but do provide a source of income that can be used to help cover the costs associated with long-term care.

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Regardless of how you intend to specifically cover these needs, the potentials for lengthy health conditions that require expensive treatments and care present significant risk to your financial situation. Having a plan in place that's designed to cover a variety of health care needs and situations can give you and your family more control and flexibility even in difficult circumstances so that you can spend without stress, live without worry and dream without limits.

The Legacy World

While some people want their last check to bounce, most of us (more than 80 percent) want to leave a financial legacy to our loved ones.[24] Yet, most people haven't created a will or other formal legacy plan.[25]

The Financial GPS Program is comprised of your desires and wishes for your family that will endure beyond your lifetime. Sure, much of this will be financial, but it's also about the values you share with your family, enduring relationships, and the love that drove you to build the life you have in the first place.

Spousal planning

Rarely do both spouses die on the same day. You could live in retirement, one without the other, for decades. You may not welcome the prospect of thinking through what happens if one or the other of you predeceases the other. But too often, loving partners weather their lives out together, and then, when one of them dies, the other is left picking through a mess of financial documents, undecipherable notes, unknown account passwords, and uncertain times.

Leaving your loved ones to this sort of fate, not knowing where they stand financially, or how to pick up and carry on without you, isn't kind. It isn't loving. So, for married couples, planning well in advance for this is key.

Spousal planning really begins with the Income World, in figuring out how much income is attached to one specific person, and how to compensate for potential shortfalls in the event of a death. The Tax World is also relevant to spousal planning. When one person dies, the remaining spouse will lose the lower Social Security check and will also be filing single income taxes.

Wills

A will is the fundamental unit of legacy planning. While they have some limitations, a basic statement of fact about your desires for your estate can go a long way toward avoiding disputes about your intentions.

The process by which a court determines your will's validity is called probate. Probate is public and allows outside debtors or other people who believe they have a claim to "a piece of you" to petition the court to include them as beneficiaries.

Without a will, your assets are considered "intestate" and will most likely be split up according to whatever state or judicial defaults the probate judge has at their disposal.

While a well-written will can avoid the worst of both intestate and probate proceedings, this is one reason some people prefer to work with trust documents, as well.

Trusts

If the will is the fundamental unit of legacy planning, trusts are a few stairsteps above that. The Legacy World should be a collaborative planning effort between your financial advisor and a qualified estate-planning attorney because trusts have a vast range of uses and complexities.

You could arrange a limited-term trust for specific circumstances, or a permanent trust to control your estate's terms far into the future. You can have a trust that merely passes assets to the next generation with a few caveats that provide shelter from taxes or litigation. Or, you can set up a multi-layered vehicle to save a spendthrift grandchild from themselves—only transferring assets on a schedule, at certain ages, with milestones such as graduating from school, or even attached to conditions of sobriety.

Beneficiary designations

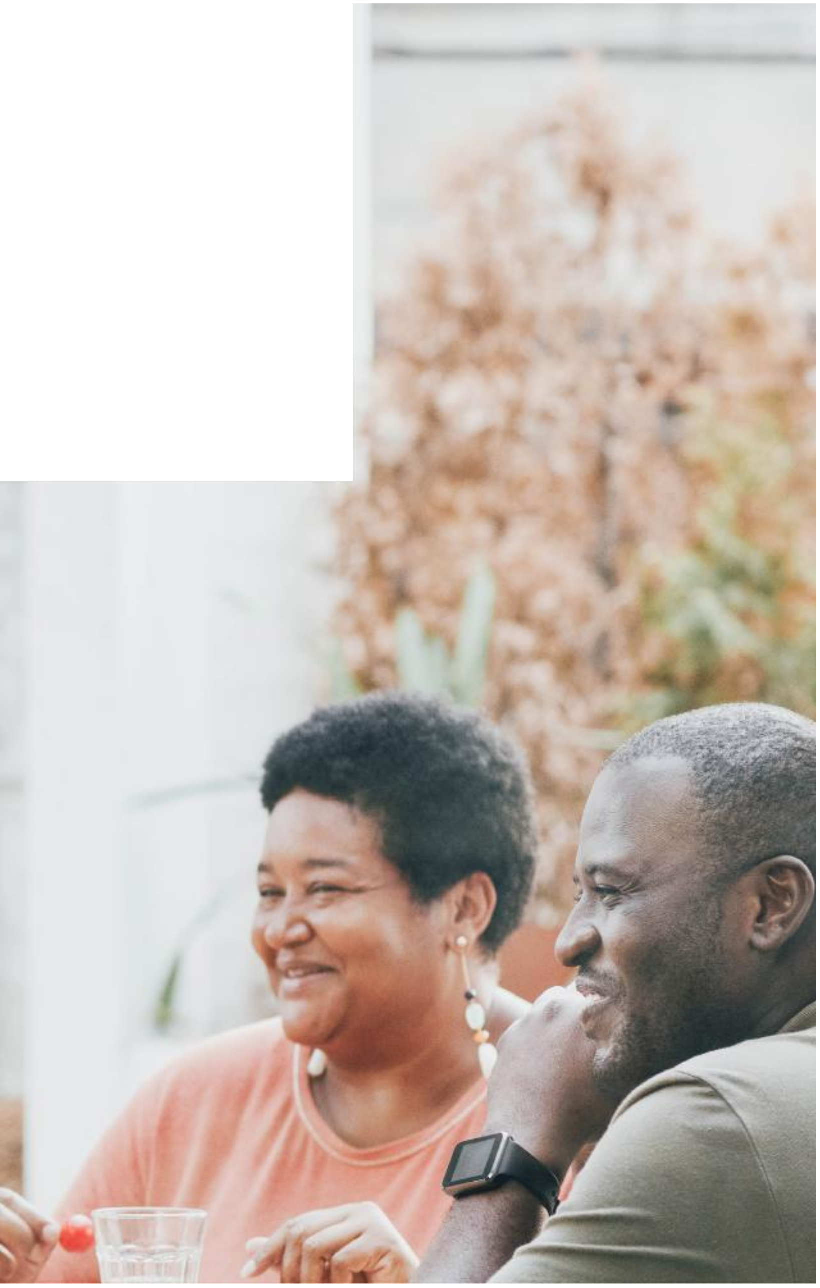
Many people don't realize that, aside from wills and trusts, the beneficiary designations on their 401(k), IRA, life insurance, or other asset paperwork usually override whatever is in their will or trust.

The Legacy World is about bringing your financial strategies and estate planning under one roof and coordinating your efforts to ensure that all of your assets are appropriately accounted for in the way you want.

IRA inheritance

One final word for IRA accounts. If your wealth is largely concentrated in an IRA, your beneficiary is inheriting a sizable tax bill to go with it. Congressional action in the last few years effected a significant change in IRA inheritance

A FINANCIAL LEGACY
FOR YOUR LOVED ONES



law.[26] Previously, inherited IRAs could base those required minimum distributions on the age of the inheritor. It wasn't unheard of for a grandparent to designate their young grandchildren as their beneficiaries, giving the grandchildren potentially a half-century or more over which to stretch those RMDs.

Under current laws, though, IRAs must now be distributed within 10 years of the original owner's death if someone other than a spouse or a similarly aged beneficiary inherited the account. For many people, that means their adult children who are in their peak earning years–possibly the highest income tax bracket they'll ever be in–are set to inherit IRAs and will have to drain the entire account in addition to their current income. Talk about taxes!

If you want to avoid leaving these kinds of tax bills to the next generation, then you'll see how key the Legacy World is.

Conclusion

Each of the Financial GPS Program worlds, like the beams of a house, is held in relation to the other worlds. Keeping them coordinated and working together works best when you work with financial professionals who put you at the center and collaborate with qualified subject matter experts when needed.

Whether it's a question of lifestyle, goals, or priorities, these financial strategies revolve around a life that *you* will be living, a story that you are still writing. There's no cookie-cutter solution, no off-the-shelf version of retirement finances that you can merely insert your life into.

Don't try to fit your life into one of those little boxes. Instead, work with a qualified financial professional today who can follow your lead and put you at the center by:

- Laying a foundation with the **Income World**
- Aiming to solve future needs with the **Investment World**
- Delivering efficiencies with the **Tax World**
- Protecting your plans with the **Health Care World**
- Providing endurance with the **Legacy World**

Contact us today to complete a 5 Worlds of Retirement review.

1 https://www.forbes.com/sites/quora/2022/09/15/4-reasons-life-expectancy-has-increased-in-the-past-200-years/

2 https://www.ssa.gov/OACT/NOTES/ran2/an2021-2.pdf.

3 https://www.ebri.org/docs/default-source/rcs/2022-rcs/rcs_22-fs-2.pdf

4 https://www.nirsonline.org/wp-content/uploads/2021/02/FINAL-Retirement-Insecurity-2021-.pdf

5 https://www.cbpp.org/sites/default/files/atoms/files/8-8-16socsec.pdf

6 https://www.experian.com/blogs/ask-experian/average-retirement-age/

7 https://www.bls.gov/opub/ted/2023/retirement-plans-for-workers-in-private-industry-and-state-and-local-government-in-2022.htm

8 https://fred.stlouisfed.org/series/DGS10

9 https://taxfoundation.org/historical-income-tax-rates-brackets/

10 https://www.planadviser.com/35-trillion-retirement-savings-tells-tale-two-economies/

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