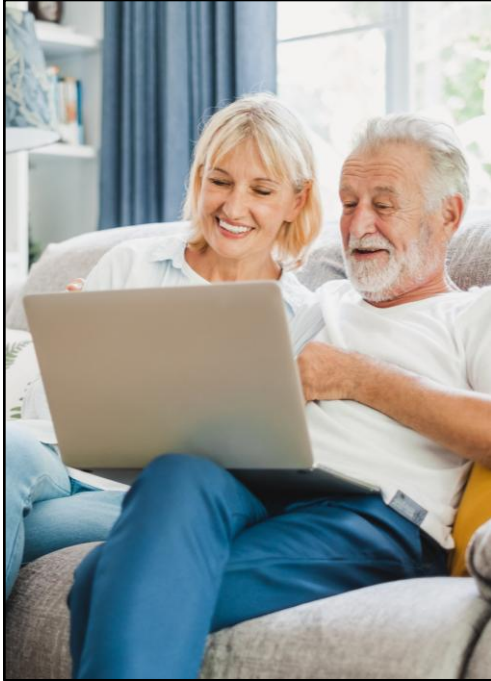




**Welcome!**



# What You Don't Know About IRA Distributions that Can Hurt You

Presented by: <<agent name>>

# Disclaimer

This information is presented for information purposes only.

Certain information has been obtained from third-party sources we consider reliable and is general and representative in nature but is not guaranteed to be accurate.

This presentation is not intended as tax advice, insurance or investment advice, nor is this legal advice. Consult your own professionals as appropriate.

The presenter is not employed by, affiliated with, or endorsed by the IRS, the Social Security Administration, or any other Federal or state governmental agency.

All examples are hypothetical, for illustrative purposes only, and are not guaranteed. Your individual results will vary.



# About The Company



INSERT  
HEADSHOT  
HERE

Agent Name



As seen in



## Four Questions...

Would you like to pay less tax on IRA money?

Would you like to retire without having to rely on Social Security?

Do you want the IRS out of your IRA money?

Do you want enough money to never fly Spirit Airlines again?

Lets me begin by asking you all these 4 questions...

# Different Types of Retirement Risks

Market Risk

Tax Risk

Inflation Risk

Health Care Risk

Longevity



OK, now that we have answers to those questions, here is our road map today. We are going to discuss 5 significant retirement risks and how to protect your IRA's and other qualified retirement accounts from being hurt by these risks!

You should recognize the main risks you face moving forward in retirement. Who here is still working and approaching retirement? Who is already retired? Thank you. And yes, we know there are some here who retired and then started working again. Now, regardless of which group you fall into, there are certain risks you face going forward. Some of these risks get worse the longer you live. Here's a look at what those risks are.

Market risk is a big one. I'm sure the vast majority of you have money invested in the market whether it's self-managed or through an advisor or even a professional money manager. We know you risk losing a big chunk of your retirement assets if the market drops.

We think income taxes are unlikely to be lower in the future than they are now. We have an incredible amount of national debt and we also need major entitlement reform.

## Won't income taxes have to go up sometime?

Next, Inflation. The cost of living rises every year. You want our retirement income to at least keep up with the inflation. Are your retirement accounts prepared for that reality?

Let's take health care and convalescent care. Are your costs increasing? Anyone here know someone in a nursing home? Most of us want to avoid that outcome if possible. So, ask yourself, does your big picture retirement plan take those costs into consideration?

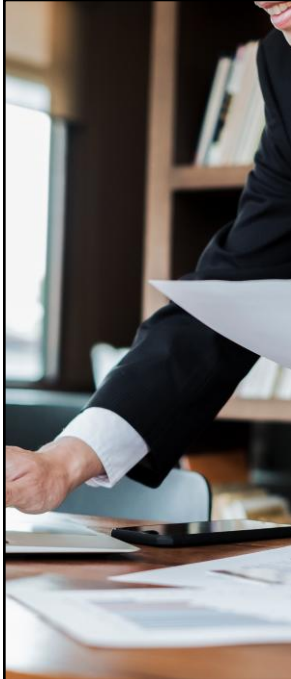
Finally, longevity. If I were to ask what was the most dangerous risk, I'd guess the vast majority would either say market risk or inflation. The reality is that longevity is the biggest risk everyone in this room faces. Longevity amplifies all of the other risks. Think about it. The longer you live, the more money you will need and the more you are exposed to other risks. And who knows what can pop up in the next ten, twenty, or thirty years?



## SECURE Act and SECURE 2.0 Major Changes

1. Increased required Minimum Distribution Age (“RMD”) **to 73** starting January 1, 2023, and to **age 75** starting on January 1, 2033 (i.e., those born 1960 and later).
2. Reduces the 50% penalty for missed RMDs to **25%** (or 10% if remedied quickly).
3. Indexes the age 50 IRA catch-up provision for inflation for 2024 and after, which is \$1,100 for 2026.
4. Doubles the age-based catch-up limit for participant deferrals in qualified plans (e.g., 401(k)s, SIMPLEs, 403(b)s) for those who have attained ages 60-63
5. Allows RMD credit for an annuitized qualified account.
6. Directs the government to create a retirement savings account “lost-and-found” database.

- SECURE 2.0 increased the RMD Beginning Age from 72 to 73 and eventually to age 75.
- The penalty for missing an RMD was reduced to 25%, which is still a hefty penalty. If the missed RMD is remedied “on a timely basis” which is believed to be within two years, the penalty is only 10% IF self-reported on the IRS form for that purpose.
- For 2026, participants aged 50 and older can contribute an extra \$8,000 per year annually into their 401(k) account (on top of \$24,500). This amount will increase to \$11,250 per year (indexed for inflation) for participants aged 60 to 63. Also, ALL catch-up contributions for participants earning over \$150,000 annually must be made on a Roth (after-tax) basis.
- The “Stretch IRA” tax-planning concept for non-spouse beneficiaries was discontinued, imposing a the 10-Year Rule instead.
- Finally, further enabled is the use of deferred and income annuities in employer defined contribution plans, such as 401(k) plans.



## Increased RMD Age

- Before SECURE Act 2.0 – RMD age = 72
- After SECURE Act 2.0 – RMD age = 73
  - **Benefit #1** : Tax deferral and compounding interest for additional 12+ months
  - **Benefit #2**: Age 73 is easier to keep track of than 70 ½
- **Please note**: Retirement account owners who reach their age 73 in 2026 must take their 2026 RMD by April 1, 2027. Their 2027 RMD must be taken by December 31, 2027.

The SECURE Act increased the RMD Beginning Age from 70½ to 72.

SECURE Act 2.0 increased the RMD Beginning Ages to 73 now and to 75 in 2023 starting on January 1, 2033 (those born 1960 and later).

When must you take your RMD? Usually, by December 31<sup>st</sup>. However, in the year you turn age 73, you have the option to delay that first distribution until April 1<sup>st</sup> of the following year.

If you delay taking that first required distribution, you must take your first withdrawal by April 1 of the next year and your second RMD by Dec 31<sup>st</sup> of that same year. Most people avoid that “double RMD” on their income tax return just take their first distribution by Dec. 31<sup>st</sup>.

The only exception to taking an RMD is if you’re still working somewhere whose retirement plan you are actively taking part in, then you don’t need to take an RMD for that plan. You would still need to take an RMD from say your personal IRA, however.

As we mentioned, if you miss an RMD and you remedy the mistake as soon possible, the penalty can be only 10%. If it happens to you, call for information on how to do this. You can even ask for a waiver if the missed RMD was for a good enough reason (e.g., IRA owner dies before taking their

RMD).

## New Tax Law One Big Beautiful Bill Act (O3B)

- O3B extends 2018 TCJA income taxes permanently.
- O3B made no changes to retirement law.
- Many will find smallish income tax reductions.
- 2026 Fed Estate Tax exemption will be \$15 million.
- Best Practices for Retirement Planning still apply.
  - Optimize Social Security
  - Increase Guaranteed Life Income
  - Do Partial Roth Conversions



Income taxes and retirement planning are an important part of our discussion. We want to touch on the latest income tax bill signed into law in July 2025. The One Big Beautiful Bill Act (“O3B”).

The most relevant changes are these listed.

What probably matters most is that the Big Beautiful Bill prevented an automatic income tax increase for 2026. And as a result we have much more time to consider partial Roth conversions and other retirement strategies.

# Different Types of Retirement Risks



Market risk is a big one. I'm sure the majority of you have some money invested in the market whether it's self-managed or through an advisor or broker or professional money manager.

Obviously, if the market drops, you have the risk of losing a material decline in the value of your retirement savings.

We saw this in March 2020 because of the Covid pandemic, and again in 2022 when inflation increased so much , and still again in April 2025 with the "Tariff Tantrum."

It will happen again. Will the market return as quickly next time, or will it look more like the lost decades of the 1970 or the 2000 decade?

# WHAT WE DO NOT CONTROL CAN HURT US

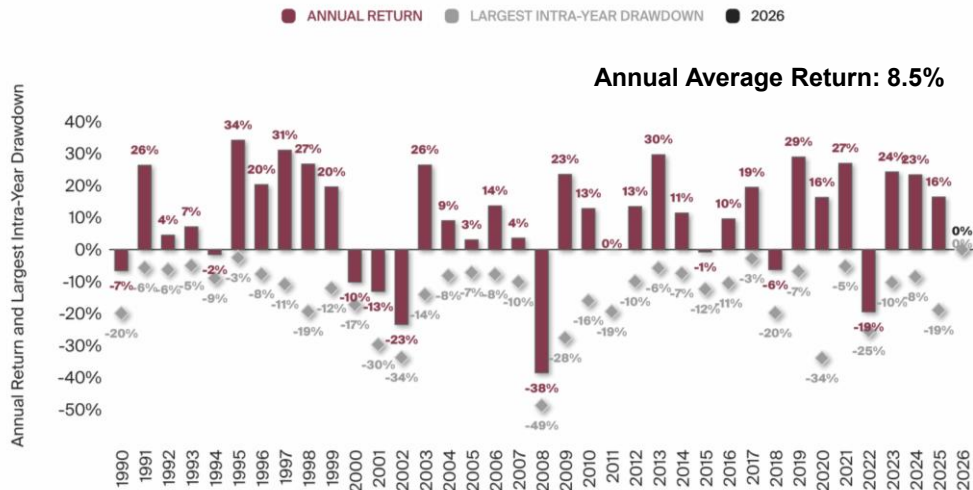


## 2025 Investment Asset Class Performance

<b>S&amp;P Stock Index</b>	<b>6,845</b>	<b>+ 16.4%</b>
<b>Russell 2000 Stock Index</b>	<b>2,500</b>	<b>+ 11.2%</b>
<b>Corporate Bonds Yield</b>	<b>5.5%</b>	<b>+ 6.2%</b>
<b>US Treasuries 10-yr Yield</b>	<b>4.18%</b>	<b>+ 4.6%</b>
<b>Crude Oil (WTI)</b>	<b>\$57.41</b>	<b>- 20.0%</b>
<b>GSCI Commodities Index</b>	<b>548.52</b>	<b>+ 0%</b>
<b>DXY US Dollar Index</b>	<b>98.25</b>	<b>- 9.8%</b>
<b>Bitcoin (BTC-USD)</b>	<b>\$87,499</b>	<b>- 6.4%</b>
<b>DJ Real Estate</b>	<b>356.86</b>	<b>- 2.1%</b>
<b>S&amp;P/TSX (Canada stocks)</b>	<b>31,712</b>	<b>+ 28.2%</b>
<b>MSCI EAFE Index</b>	<b>2,861.13</b>	<b>+ 27.25%</b>
<b>MSCI Emerging Markets IX</b>	<b>1,071.80</b>	<b>+ 33.57%</b>
<small>Past Performance does not guarantee future results</small>		

- A portion of some people's retirement savings are exposed to stock market risk, hoping for stock market growth.
- This makes sense, as historically the market has been one of the best long-term sources of growth.
- If your funds are allocated to mutual funds or target date funds, your retirement assets are probably exposed to the market.
- This is what the stock markets and other market have done since the end of last year.

# S&P 500 Annual Returns 1990 - 2025



Source: S&P 500 Index (PR) Historical Annual Returns. MacroTrends. <https://www.macrotrends.net/> Accessed on January 6, 2026

- A portion of some people's retirement savings are market exposed, meaning they rely on stock market growth.
- This makes sense, as historically the market has been one of the best places for growth.
- If your funds are allocated in mutual funds or target date funds, your retirement assets are most likely exposed to the market.
- Well, this is what the market had done so far this century, up to the end of last year.
- We had the tech bubble burst in the early 2000s, we recovered, and then we had the real estate bubble burst in 2008. We've recovered in what I now call the Federal Reserve bubble.

Important Investment Concern  
**Know The Costs You Are Paying**

**Mutual Fund Expense Ratio**  
**Investment Portfolio Expenses**  
**Investment Advisory Fees**  
**Brokerage Wrap Account Fees**  
**Deferred Annuity & Rider Expenses**  
**Trading and Transaction Costs**  
**Account Maintenance Charges**  
**Short-Selling Expenses and Dividends**

There are many different and potential kinds of charges that may be applied to your various investments. Some few of the above are likely to apply to you. It is possible that most or all of the above apply some some of the accounts and investments that you own.

Mutual fund expense ratios can range from 0.25% to 2.00%, and Investment Portfolio expenses can be similar.

Investment Advisory fees can range from 0.75% to 2.00%, and Wrap Account Fees can be similar.

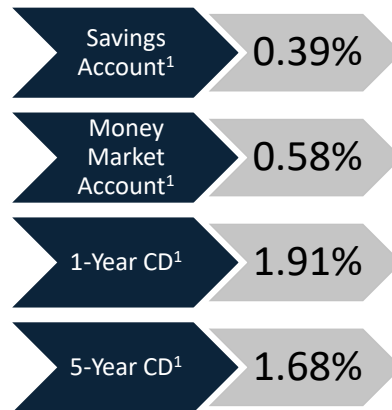
Annuities have internal and explicit costs and optional

benefit riders often have fees.

Other types of charges are possible depending upon the transactions and account type, e.g., day trading, short selling, margin trading, etc.

The lower your costs, the more you can keep for yourself.

## Low Interest Rates and Today's Saver



Source: [www.Bankrate.com](http://www.Bankrate.com) and [www.Investopedia.com](http://www.Investopedia.com); accessed January 6, 2026.

- The flip side of the coin are more stable savings vehicles.
- If you don't like the volatility of the stock market, a portion of your retirement savings may be in some of these common savings vehicles.
- However, according to the U.S. Treasury, interest rates have been falling since the 1980s, and are currently near historic lows.
- So most of these common savings vehicles return very little. It's hard to grow your retirement savings with the rates shown here.
- However, the U.S. Treasury reports interest rates have generally fallen over the past 40 years. Only since early 2022 have interest rates risen toward rates that are more historically common.

# Recovery?

**PGM Note - THIS CHART IS NOT VERY READABLE, BECAUSE OF THE SHADING. Maybe eliminate or lighten substantially?**

Market Loss	At a 3% return, you'd need...	At a 6% return, you'd need...	At a 8% return, you'd need...
10%	3.6 Years	1.8 Years	1.3 Years
20%	7.5 Years	3.7 Years	2.9 Years
30%	12.0 Years	6.0 Years	4.6 Years
40%	17 Years	8.6 Years	6.6 Years
50%	23.2 Years	11.6 Years	9.0 Years

*This illustration is intended to demonstrate mathematical principles only and should not be regarded as absolute.*

**PGM Note - THIS CHART IS NOT VERY READABLE, BECAUSE OF THE SHADING. Maybe eliminate or lighten substantially?**

We have all seen the recent volatility of the markets. What is the real effect in terms of recovery.

How much time would it take to recover if you lost 10%-50%? Take a look at this chart. What return would you need just to get back to even. Think about time. Is it on your side?

Many folks who experienced the last downturn in 2008 were 12 years younger than they are today. So if you were 55 then, now you are 67. Hopefully you recovered. You were probably still working, now perhaps your retired or getting ready to retire.

Can we afford another year like 2008? Do we have the time to recover?

## Qualified vs. Non-Qualified Money

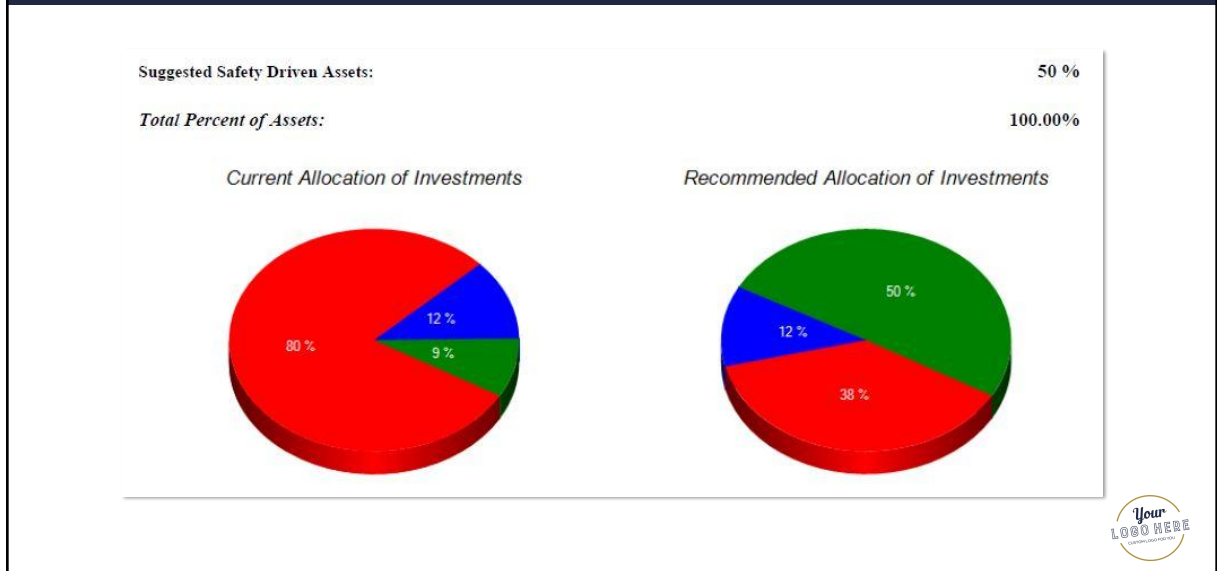


- Qualified retirement money is more valuable than non-qualified money.
- This is why you're limited in your annual IRA or 401k contributions.
- Since it's more valuable, maybe you should make sure to keep it safe.
- Since you cannot add other dollars to your IRA to make up for market loss, it's important that principal is safe.
- Watch out for fee erosion.



Most of you will rely on your qualified money. It means that besides Social Security, almost everyone in this room is going to have to rely on and efficiently utilize their IRAs, 401(k)s, 403(B)s, etc. So without further ado, let's get into the main portion of today's presentation, which is about qualified money.

# Is Your Portfolio Safe Enough?



Key:

Red – At Risk Investment

Blue – Alternative / Special

Green – Principal Protected

How safe is safe enough? How do you really know. It comes down to math. Part of our process is to use financial tools to help lay out your retirement equation. We do the math and the research to determine your magic number. That number is percentage you will need to withdraw, inflation adjusted to get you through retirement. Sounds simple, but we there are many variables we need to consider. Our process starts with an understanding of where you are now, and then moves to an understanding of where you want to be.

# Different Types of Retirement Risks



Then there's tax risk. The U.S. national debt is approximately \$39 trillion. \$39 Trillion is unimaginable.

For this reason alone, we can easily see that future taxes are likely to be higher than they are today.

## Meet Tom



- 90% of Investments in 401k
- \$50,000
  - \$37,500
  - ???

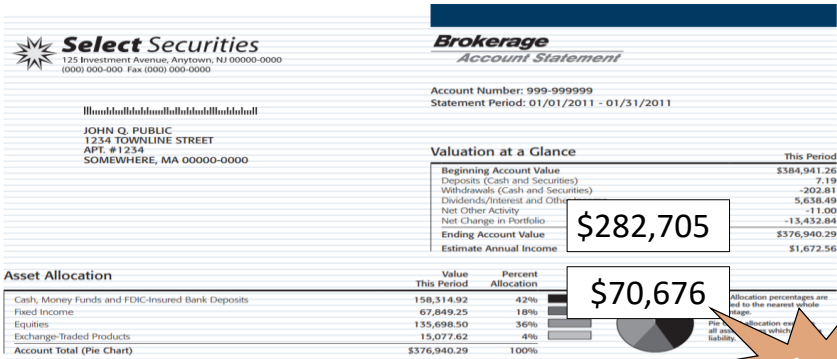


- Meet Tom.
- He retired four years ago. And something pretty interesting happened.
- Tom wanted to be debt free, so he decided to pay off the final piece of his mortgage. He had about \$50,000 remaining on his house.
- So he withdrew \$50,000 from his 401(k) to pay it off. [click 1]
- Later that week, Tom was meeting with his accountant, and excitedly told him what he'd done.
- But his accountant just shook his head. He told Tom that while he'd taken \$50,000 out of his 401(k), he was only able to put \$37,500 towards paying off his mortgage. [click 2]
- So where did that \$12,500 go? Tom had to pay taxes on the money he withdrew from his 401(k).
- Tom and everyone else with a 401(k) has a silent partner in their retirement accounts: Uncle Sam.
- See, as Tom learned, it's not just about how much you save. It's about how much you have left after taxes. Remember all the money you've saved into a 401(k) was before tax money. When you withdraw it, all those taxes are due. [click 3]

You have to understand the taxable nature of your IRA withdrawals. Beware of taking withdrawals that can create more problems than solutions. It is important to take taxes into consideration before making these types of decisions. Unfortunately, most tax advisors don't help with retirement planning and many retirement planners do not help with tax planning. Well, taxes and retirement go hand in hand. I am not a CPA, but I do have some of the finest advanced planning resources available to me. We take taxes into account when working with you. If your current advisor is not talking to you about taxes, they are cutting corners that they shouldn't be cutting.

# When You Pay Taxes To The IRS...

## IRA Account Statement



If you lose money in the market, it will come back over time.

When you pay taxes to the IRS, it's gone **FOREVER!**

After you pay your taxes to the IRS, they typically do not give them back to you! You cannot go back with a receipt after 30 days and say "I want my taxes I paid back." We have a public obligation to pay taxes. But we also have the right to pay the least amount of taxes possible within the confines of the law.

If you lose money in the market, it may come back over time. When you pay taxes to the IRS, that money is now gone.



“My CPA says my taxes will be lower in retirement”

How many people here are planning to lower their standard of living during retirement. Instead of travelling, you are going to stay home. Instead of golfing, you are going to watch the golf channel. Instead of spoiling your grandkids, your going to tell your kids to stay away. Of course not. What direction do you think taxes are going? Lets take a walk down “tax memory lane”

# TCJA Now Extended Permanently

- Changes to the tax rates could increase (or decrease) the tax you owe on future retirement account withdrawals
- Many people believe that tax rates are likely to rise in the future



Source: [https://bradfordtaxinstitute.com/free\\_resources/federal-income-tax-rates.aspx](https://bradfordtaxinstitute.com/free_resources/federal-income-tax-rates.aspx) (Dec 2024)



One troubling aspect of retirement planning is that the tax rate on your future distributions is unknown. Even if you can project your income with relative confidence, there's no guarantee that tax rates will remain the same. And while it's hard to find someone who doesn't think they pay too much in taxes now, the reality is that the top tax rates today are pretty low in a historical context. Take a look at this chart to see what I mean. When the income tax was first introduced in 1913, the top rate was only 7%, but within just a few years, the top rate had already skyrocketed to over 70%. After dropping back down to as low as 25% after World War I, the top rate jumped to 63% in 1932. From there, it wasn't until more than 50 years had passed when, in 1987, the top tax rate finally dropped back below 50%, letting those in the top bracket keep more of their income than they were forced to give over to Uncle Sam. Now, of course, not everyone pays that top rate. In fact, it's only a very small percentage of taxpayers that do. That said, with our national debt at all-time highs, a budget that hasn't been balanced in years and fiscal troubles for many of our entitlement programs like Social Security and Medicare, it's possible that rates could go up across the board. That makes coming up with the right plan even more important.

# How Will Your Taxes Differ In Retirement?

2020		2026	
Rate	For Married Individuals Filing Joint Returns	Tax Rate	For Married Individuals Filing Joint Returns
10%	Up to \$19,750	10%	\$0 to \$24,800
12%	\$19,751 to \$80,250	12%	\$24,801 to \$100,800
22%	\$80,251 to \$171,050	22%	\$100,801 to \$211,400
24%	\$171,051 to \$326,600	24%	\$211,401 to \$403,550
32%	\$326,601 to \$414,700	32%	\$403,551 to \$512,450
35%	\$414,701 to \$622,050	35%	\$512,451 to \$768,700
37%	\$622,051 or more	37%	\$768,701 or more

Source: Internal Revenue Service

**OB3 Law raises standard deduction for 2026 plus new \$6,000 "bonus" deduction for ages 65+**



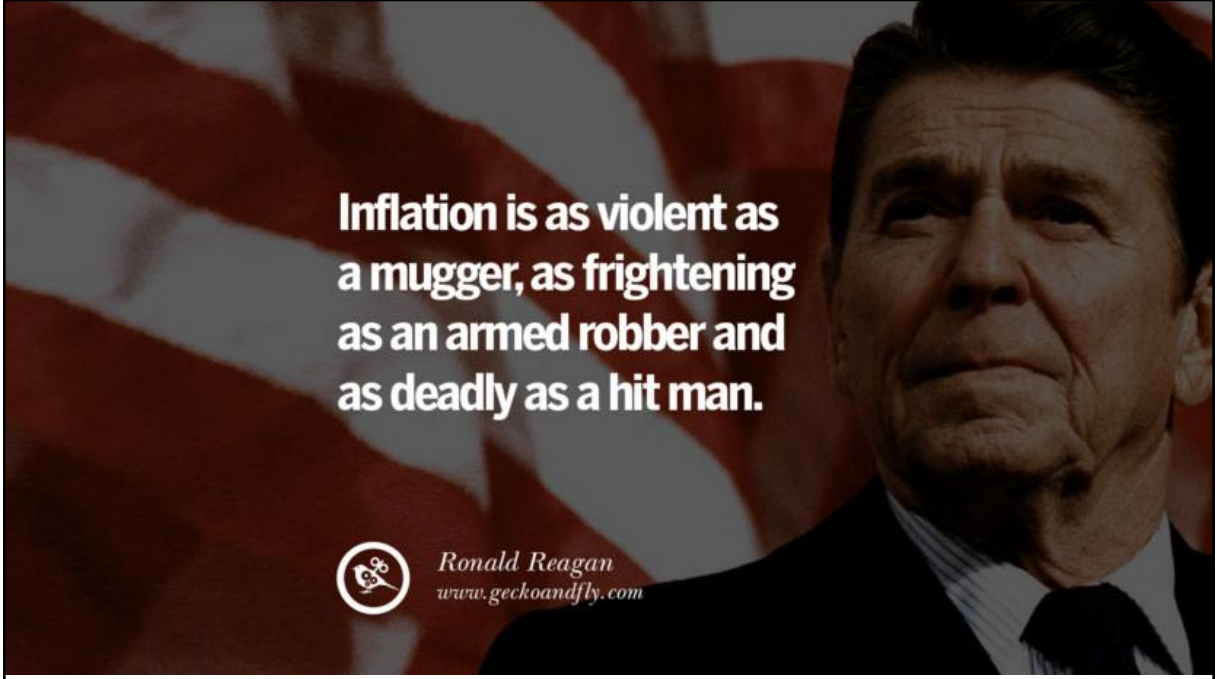
<https://taxfoundation.org/2020-tax-brackets/>  
<https://taxfoundation.org/data/all/federal/2026-tax-brackets/>

# Different Types of Retirement Risks



Next, Inflation. The cost of goods rises every year. You have to be able to at least withdraw what the inflation rate is to keep up with it. Are your retirement accounts prepared for that reality?

Now, let's take health care. Anyone here know someone in a nursing home? Most of us want to avoid that outcome if possible. So ask yourself, does your big picture retirement plan take those costs into consideration?



**Inflation is as violent as  
a mugger, as frightening  
as an armed robber and  
as deadly as a hit man.**



*Ronald Reagan*  
*www.geckoandfly.com*

Anyone who doesn't believe inflation is real, please take a look at this.

# Inflation Is Real

## Cost of Living in the United States 1980-2024

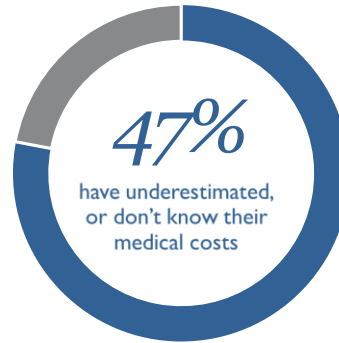
Product / Service	1980	2025
New House	\$65,000 - \$70,000	\$418,000
Gasoline (Regular)	\$1.20 / gallon	\$2.89 per gallon
Movie Ticket	\$2.50	\$11.87
First Class Stamp	\$0.15	\$0.78
Gallon of Milk	\$0.50	\$4.05 gal
Loaf of Bread	\$1.20	\$1.85
1 Dozen Eggs	\$0.84	\$2.86
Monthly Phone Bill	\$2.00	\$70 to \$100



How many of you remember 1980? Everything has gotten progressively more expensive. We need to ensure that our income can keep up with the rising costs of everything. How can you do this? It starts with proper planning. When we perform a Retirement Navigation Analysis, we can allow for inflation, so it doesn't surprise you down the road.

## Consumer Estimate of Annual Health Care Costs in Retirement

\$10,00 Plus	17%
\$5,000 - \$10,000:	10%
\$3,000 - \$5,000:	6%
\$1,000 - \$3,000	12%
\$0 - \$1,000:	8%
Total Estimating:	53%
Not sure/can't estimate:	47%



Source: The Nationwide Retirement Institute 2025 Health Care Costs in Retirement Survey December 2025



According to a study by Nationwide titled “Health care costs in retirement”, nearly three-quarters of consumers underestimate, or have no idea about health care costs.

The about half of the people surveyed can’t estimate their health care costs in retirement (47%) or their LTC costs **(70%)** for themselves.

However, among those who provided an estimate, the annual costs for health care in retirement are expected to be approximately \$11,680 for for a couple.

# Health Care Expenses

Out-of-pocket health care estimates  
for a 65-year-old retiring today

**\$172,500**

<https://newsroom.fidelity.com/pressreleases/>



It's been estimated that a couple retiring now will need between \$234,000 and \$413,000 to cover their out of pocket health care expenses.

**Source: Fidelity Investments 2025 Retiree Health Care Cost Estimate**

# Health Care Expenses

Medicare covers only about  
*60% to 65% of expenses*  
associated with health care services



Americans, on the whole, are not prepared for the reality of health care costs in retirement. In addition, Americans don't really understand how Medicare works. Medicare covers only about 60% to 65% of expenses associated with health care services. Individuals are responsible for covering the rest.

The Medicare website <https://www.medicare.gov/> states, "It is important ... to understand that Medicare does not cover everything, and it does not pay the total cost for most services or supplies that are covered."

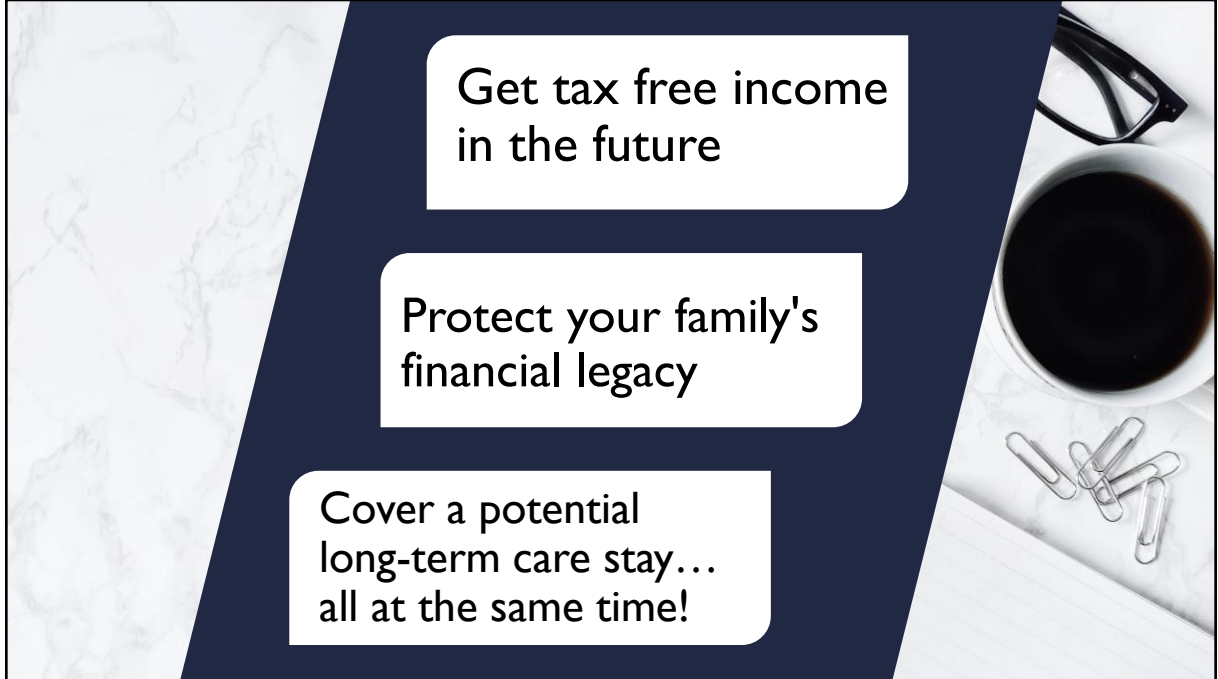
The website has a Medicare Coverage Database where you can search for Medicare Coverage information by state and coverage topic. Entering information into the Medicare Coverage Database will most likely reinforce the idea that "Medicare does not cover everything." For example, I entered a few coverage topics in my State and received the following information:

- Medicare does not cover an eye exam.
- Generally, Medicare does not cover eyeglasses or contact lenses.
- Medicare does not cover routine hearing exams or hearing aids.
- Medicare does not cover routine dental care or most dental procedures such as cleanings, fillings, tooth extractions or dentures.
- Medicare does not pay for dental plates or other dental devices.



# What if there was a way to...

What if there was a way to hedge for these health care cost risks? You would want to know about it I would think. What if there was a way to....



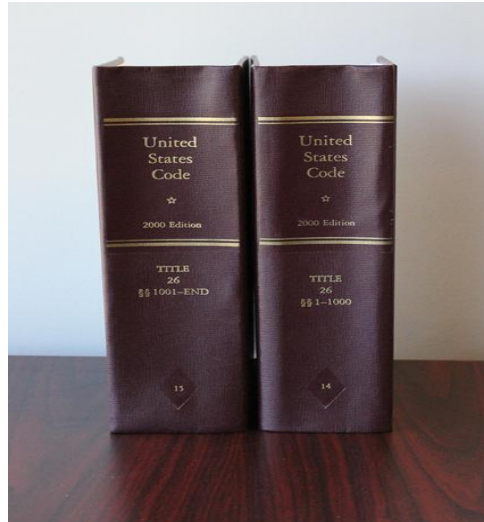
- Get tax free income
- Protect your families financial legacy
- Cover potential long term care stays
  - All at the same time



There is!

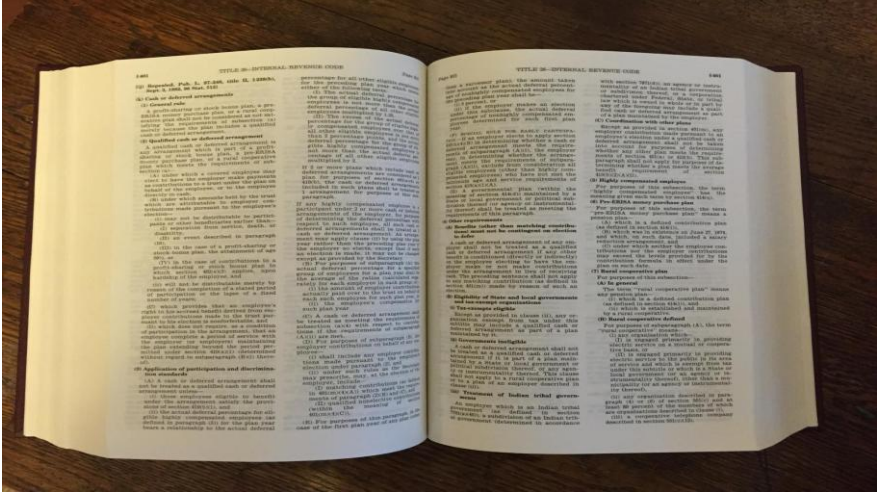
Well there are plans that can do this.

# Title 26 of the U.S. Tax Code



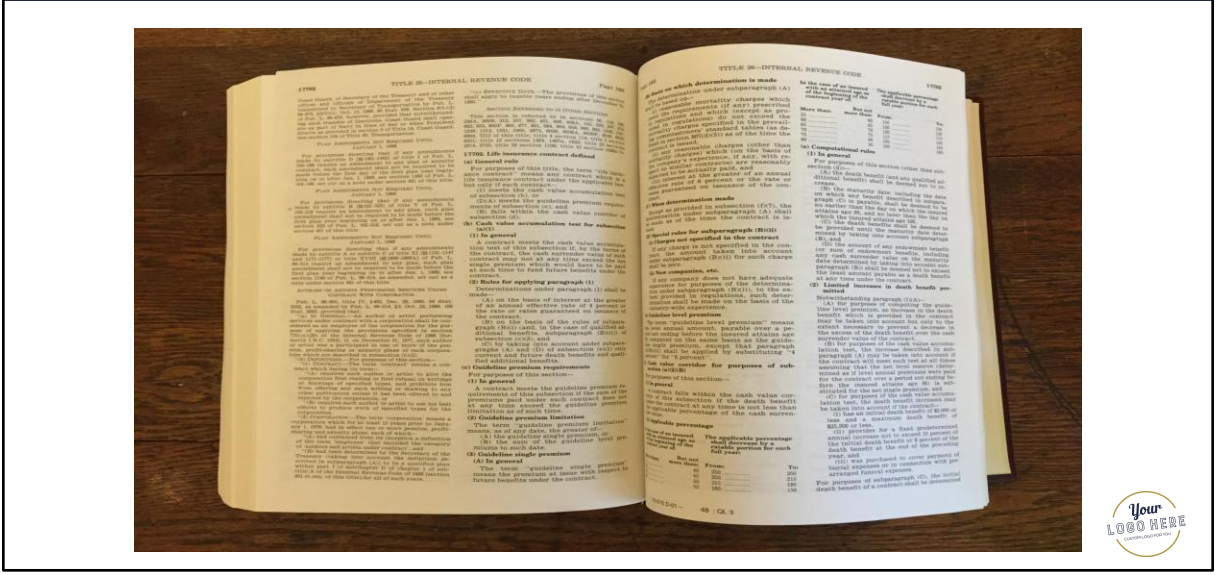
- Okay, I want to talk about Title 26 of the U.S. Tax Code for a moment.
- First, let me make clear that I am not a CPA and I am not offering you tax advice. Please be sure to see a qualified tax and legal professional for questions about your individual situation.
- Believe it or not, this piece of law had pretty big implications for how you can save.

# US Tax Code – Title 26, Section 401k



Title 26 Is the section of the tax code that pertains to 401k's.

# US Tax Code – Title 27, Section 7702



Title 27, section 7702 is the part to the tax code that relates to life insurance. Why would life insurance help with with inflation and health care risk? The short answer is because there are ways you can use life insurance to produce income that is tax free. There are also ways you can use a life insurance plan while you are alive to help you with certain health care costs. The good news, you don't have to read the tax code to figure it out. We can help show you how to do this as part of our process.

# Different Types of Retirement Risks

Market Risk

Tax Risk

Inflation Risk

Health Care Risk

Longevity



Finally, longevity. In your opinion, what was the most dangerous of these five risks?

Ask for a show of hands for each risk and keep track “by eye”.

Report what you and the audience think is the most dangerous risk. (Some will guess Longevity, just because...)

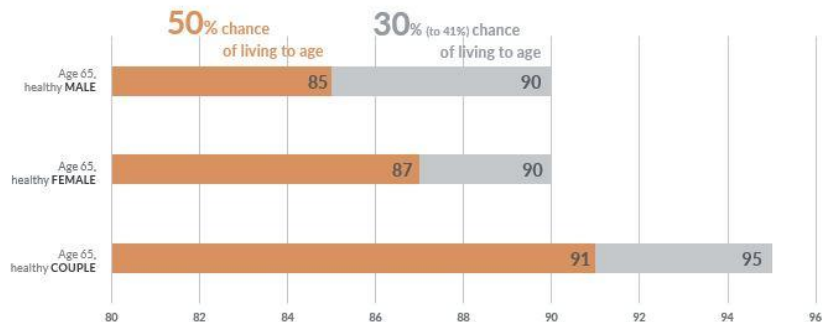
Comment on what they think the biggest risk is. If you want, offer your opinion or experience of this survey (i.e. market risk, inflation, etc.)

The reality is that longevity is the biggest risk everyone in this room faces. Longevity amplifies all of the other risks.

Think about it... The longer you live, the longer you are exposed to all of these risks, so you want to plan accordingly...

# Living Longer in Retirement

## How long must your money last?



Source: [http://range.rtf3.stanford.edu/top-content/updates/2013/06/SCA\\_SCL\\_Final.pdf](http://range.rtf3.stanford.edu/top-content/updates/2013/06/SCA_SCL_Final.pdf), page 13



But let's look at you. If you're a 65 year old man today, you have a 50% chance of living to at least 85 and a 30% chance of living until you're 90. If you're a 65 year old woman, you have a 50% of living to 87 and a 41% of living to age 90. If you're a married couple and you're both 65, there's a 50% chance that at least one of you will live to be 91 and a 31% chance that one of you will live to be 95. So like I said, if you're going to be alive for another ten, twenty, or thirty years, you have to make sure that your sources of retirement income will be there to accommodate those years.

# Don't Rely on the 4% Rule

**Forbes**

## How Sequence Of Returns Risk Is Upending Retirement Plans

**Bob Carlson** Senior Contributor

Aug 19, 2022

*I research/write about all facets of retirement/retirement planning.*

Falling stock and bond prices coupled with higher prices for most goods and services are upending many retirement plans. That's what happens when sequence of returns risk goes from a possibility to a realized event.

About 48% of people who were planning to retire in 2022 are putting their plans on hold or reconsidering them, according to a recent survey taken by Quicken. Another 22% of people who were planning to retire sometime after 2022 are considering delaying their retirement dates.

A survey by BlackRockBLK -0.5% found that the number of respondents who believed their retirement plans are on track declined from 68% last year to 63% this year. Another 42% of respondents said their retirement plans were changed by the pandemic.

We're living through an example of sequence of returns risk and how it can arise quickly and unexpectedly.

Many people build their retirement plans on long-term average financial data or on the assumption that recent performance will continue indefinitely. Events often don't unfold that way. The long-term average of stock index returns is the result of years of very different returns. It's a rare year when the return of an index is close to its long-term average. In most years the return of an index is very different from the long-term average.

The indexes also have bull markets and bear markets, which are extended periods when their returns are well below or above the long-term average.

The same pattern is true of inflation.



Market losses of retirement savings principal 5 years before to 5 years after your Retirement Date can significantly increase the probability of running out of money during your lifetime. It is also called the "Timing of Losses" risk, because losses around when you retire can result a loss of principal harmful enough to cause "Retirement Ruin," running out of money before you run out of breath.

Withdrawing income from invested savings right before, during, or after a market drop means that you will be spending down your principal with each income withdrawal. When you spend principal, you lose the future earnings on that principal. If the market drops and recovers and you do not withdraw or sell anything, you are probably okay. If you took withdraw money, you might not have enough to produce the income you need to fund the income you need for the rest of your life.

Spending principal reduces future income potential just as much as saving less principal in the first place.



# Sequence of Returns Withdrawing

- Annual income = 5% of first-year value, adjusted thereafter for inflation. Starting value for Portfolio A and Portfolio B = \$684,848
- This sequence of returns illustration has an average compounded annualized return of 8% over 25 years and year-to-year volatility that is consistent with a portfolio predominantly composed of stocks. Annual returns have been rounded to the nearest whole number. Both portfolios assume a starting value of \$684,848 at age 65, as well as a 5% first-year withdrawal, thereafter adjusted for 3% inflation annually. Source: Standard & Poor's.
- Source: *John Hancock, Understanding How Returns and Withdrawals May Impact a Portfolio, 2006.*

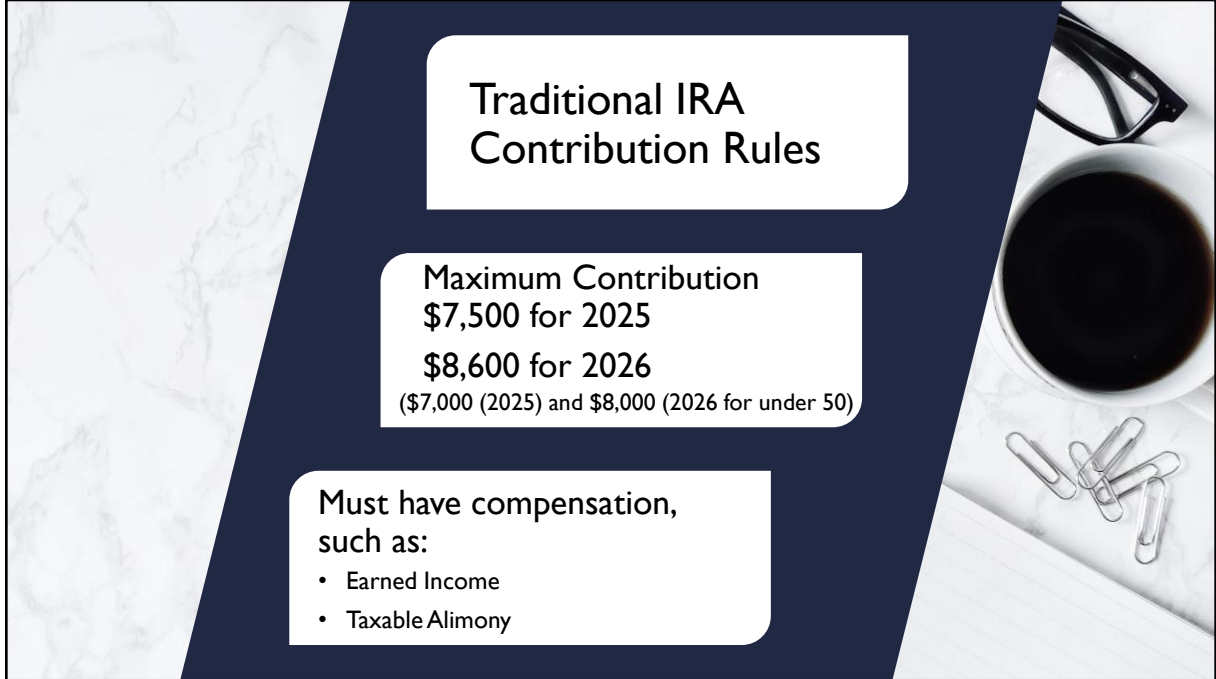
Age	Annual return	Portfolio A year-end value	Annual return	Portfolio B year-end value
66	(-12%)	\$566,377	29%	\$852,571
67	(-21%)	\$413,086	18%	\$967,355
68	(-14%)	\$318,927	25%	\$1,168,029
69	22%	\$352,432	(-6%)	\$1,061,698
70	10%	\$348,431	15%	\$1,177,105
71	4%	\$323,772	8%	\$1,234,855
72	11%	\$318,176	27%	\$1,528,614
73	3%	\$284,653	(-2%)	\$1,452,871
74	(-3%)	\$232,143	15%	\$1,623,066
75	21%	\$236,215	19%	\$1,866,771
76	17%	\$229,644	33%	\$2,461,500
77	5%	\$194,417	11%	\$2,687,327
78	(-10%)	\$126,543	(-10%)	\$2,375,148
79	11%	\$90,304	5%	\$2,450,746
80	33%	\$68,219	17%	\$2,808,226
81	19%	\$27,833	21%	\$3,344,606
82	15%	\$0	(-3%)	\$3,182,338
83	(-2%)	\$0	3%	\$3,211,664
84	27%	\$0	11%	\$3,503,440
85	8%	\$0	4%	\$3,594,592
86	15%	\$0	10%	\$3,885,017
87	(-6%)	\$0	22%	\$4,685,257
88	25%	\$0	(-14%)	\$3,963,710
89	18%	\$0	(-21%)	\$3,070,398
90	29%	\$0	(-12%)	\$2,622,984



This is the arithmetic of the Timing of Bad Losses risk, the Sequence of Bad Returns risk. This table shows 25 years in retirement. The starting principal amounts are the same, \$648,848. The annual rates of return are the same BUT IN DIFFERENT ORDER.

Portfolio A shows losses early. This is the Timing of Losses risk. Portfolio B shows losses at the end of the 25 years.

Portfolio A runs out of money before 20 years and Portfolio B has millions left after 20 years. Don't lose money aru=



In 2026, the maximum you can contribute to a traditional IRA is \$7,500. If you're 50 or older, then you're allowed to make an additional \$1,100 "catch-up contribution," making the maximum you can contribute to an IRA for 2024 \$8,600.

You cannot *always* make a traditional IRA contribution, though. For instance, to make a traditional IRA contribution, you must have what the tax code refers to as "compensation." For most people, compensation is earned income, but it also includes a number of other types of income, such as taxable alimony. It does not, however, include things like interest, dividends, capital gains, Social Security benefits or unemployment compensation. One exception is that a non-working spouse can contribute to an IRA or Roth IF the working spouse's total earned income is greater than both spouses' retirement plan contributions.

Note that there is no longer an age limit to make traditional IRA contributions (Secure Act 2.0)

Source: IRS News Release, Nov 13, 2025 401(k) limit increases to \$24,500 for 2026, IRA limit increases to \$7,500



# One More Retirement Risk – RMDs!

## Required Minimum Distributions

- Why all the tinkering with RMD rules?
- What happens if you miss an RMD?
- Don't Forget that RMDs are Taxable
- When should you really start withdrawals?



- 1) SECURE Act (2019), CARES Act (2020), IRS interpretation of SECURE Act (2022), SECURE Act 2.0, AND the RMD table was revised for changes in life expectancy for the first time since 2001.
- 2) Now 25% penalty on missed RMDs, but 10% if remedied on a timely basis and self-reported using the IRS form for this purpose with your check for the 10%. The old procedure of begging for mercy is still available—but good luck without a “slam dunk” good reason.
- 3) Yes, they are taxable as ordinary income in the year withdrawn
- 4) Some financial advisors tell clients to begin making some IRA and qualified plan withdrawals when they retire, in order to reduce the amount of future RMDs at age 73.
- 5) Reminder: ROTH IRAs have NO RMDs.

# Let's Review RMDs for 2026 and Beyond

While it “sounds simple, RMDs are  
confounding advisors this year like never  
before”

Ed Slott of Ed Slott & Company, nationally-recognized IRA expert

Source: Ed Slott: RMDs "Are a Nightmare This Year.  
Here's What Advisors Should Do," October 16, 2023,  
Think Advisor.



## Why Do RMDs Exist?

- The government wants you to save for retirement both for your sake and theirs! (offering pre-tax contributions and tax-deferred growth)
- **The IRS still wants its cut** after you've retired!
- The government does not want you using your retirement account as a permanent tax shelter or an estate planning strategy for your heirs.
- The government needs your tax money, and they want more money being spent and "in circulation"



So the first thing we should talk about is what RMDs are and why they exist. As I just said, RMDs stand for the Required Minimum Distributions you have to take from your qualified plans once you turn age 73.

Would Americans save enough for retirement if there were no before-tax, retirement savings incentives? Probably not.

The government incentives might keep many people off welfare in retirement.

Until age 73, at which point the government says, "Look, we helped you. You paid zero taxes on your saved income and gains for thirty or forty years. It is time to start paying some taxes on your retirement money, which are taxed as ordinary income.

RMDs exist to insure that you distribute your qualified savings as retirement income over your lifetime.

The government wants to prevent permanent tax-deferral and tax-sheltered estate planning.



## Increased RMD Age

- Before Secure 2.0 Act – RMD age = 72
- After Secure 2.0 Act – RMD age = 73
- The RMD Beginning Age is a source of mistakes.



Up until 2020, the previous age for retirement account holders to begin taking their RMDs from tax-qualified retirement accounts (e.g., IRA, 401(k), 403(b), TSP, SIMPLE IRA, etc.) was age 70½.

The SECURE Act increased the RMD Beginning Age to age 72. SECURE Act 2.0 increased it again in 2023 to 73.

This will be beneficial to retirees for two main reasons, First, their accounts can enjoy the benefits of tax deferral and compounding interest for another year or two. Second, one or more years are available for partial Roth conversions before RMDs begin. Third, age 73 is much easier to keep track of than age 70½.

# IRS Uniform Lifetime Table

AGE	FACTOR	AGE	FACTOR	AGE	FACTOR	AGE	FACTOR
72	27.4	85	16.0	98	7.3	111	3.4
73	26.5	86	15.2	99	6.8	112	3.3
74	25.5	87	14.4	100	6.4	113	3.1
75	24.6	88	13.7	101	6.0	114	3.0
76	23.7	89	12.9	102	5.6	115	2.9
77	22.9	90	12.2	103	5.2	116	2.8
78	22.0	91	11.5	104	4.9	117	2.7
79	21.1	92	10.8	105	4.6	118	2.5
80	20.2	93	10.1	106	4.3	119	2.3
81	19.4	94	9.5	107	4.1	120+	2.0
82	18.5	95	8.9	108	3.9		
83	17.7	96	8.4	109	3.7		
84	16.8	97	7.8	110	3.5		



This is an overview of the IRS' Uniform Lifetime Table. This table is for owners of IRAs and other qualified accounts (with RMDs).

This table was revised by the IRS and became effective for 2022 and years following.

Your RMD is the most recent year-end value of your IRA or Qualified retirement account divided by the factor from this table. You use the factor for the age you will be on your birthday that year.

For example, your 2026 RMD is your 2025 year-end value divided by 26.5, assuming you are turning age 73 on your birthday this year.

## How Much Extra Tax Liability Would My RMD Create?

Tax Rate	For Single Filers	For Married Individuals Filing Joint
10%	\$0 to \$12,400	\$0 to \$24,800
12%	\$12,401 to \$50,400	\$24,801 to \$100,800
22%	\$50,401 to \$105,700	\$100,801 to \$211,400
24%	\$105,701 to \$201,775	\$211,401 to \$403,550
32%	\$201,776 to \$256,225	\$403,551 to \$512,450
35%	\$256,226 to \$640,600	\$512,451 to \$768,700
37%	\$640,601 or more	\$768,701 or more

### 2026 Tax Brackets

This is your marginal tax bracket, which is based on Adjusted Gross Income as a single or joint filer.

Earlier I mentioned that you'd want to avoid having to pay two RMDs in the same tax bill, and this is why. These are tax rates for 2026.

Is it possible that getting a few thousand dollars would bump up your income tax bracket?

Absolutely, especially if you're retired and are now in a lower tax bracket, because you have not started taking RMDs yet.

# Common RMD Mistakes

- **AGGREGATING** RMDs between different types of retirement accounts, for examples IRAs and 401(k)s
- **AGGREGATING** RMDs between spouses
- **FORGETTING** to take an RMD and not doing anything about it
- **FORGETTING** about RMDs in the year of death and the next year (on Inherited IRAs)



These are the more common mistakes we see when it comes to RMD's. These mistakes always feel expensive, regardless.

The penalty for missing your RMD is 25% of required distribution. If you are not sure how to handle these distributions, call us.

Making sure IRA RMDs are understood and there is a distribution strategy is part of our process.

## What To Do With RMD Money

You have 4 choices:

1. Spend it on (vacation, family trip, etc.)
2. Save it again, as non-qualified
3. Use it to provide a legacy for your loved ones or to cover a potential long-term care stay!
4. Gift it to family or charity



So you take your RMD out, and you don't really need the income. In that case, you have four options:

1. Spend it anyway. Go on a vacation, a family trip, buy something you've always wanted, etc.
2. Reinvest it
3. Use the RMD to buy life insurance. A lot of people do this as a way provide a legacy for your children so you can spend more of your money during retirement. Your money is your money, and we believe in you spending what you have created. Appropriately, of course. Leave the kids tax-free life insurance instead and just use that RMD as the yearly premium.

And finally:

1. Gift it to a charity

# ARE YOU RMD EFFICIENT?

What impacts the longevity of your IRA?

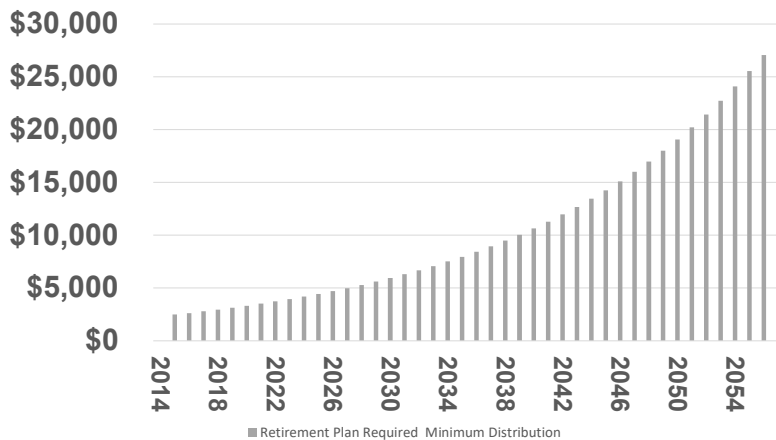
- Fees
- Market Risk
- Distributions
- Taxes



You want your retirement accounts to last as long as both you and your spouse are alive. It is important to be RMD efficient. It is important to not allow these 4 things: fees, market risk, distributions, and taxes erode your retirement accounts. There are ways to be RMD efficient. A review of all of your retirement accounts can help identify if your retirement accounts are RMD efficient.

# Top Income Tax Rates Throughout History

## Stretch Distribution



- Cumulative Distributions Received = \$456,868.61

- \*Note: This illustration is hypothetical and assumes the inheritance occurred at age 40. It also assumes a 6% rate of return on an initial value of \$100,000. This does not represent the performance of any investment product, and your results will vary.



Here's an example, so you can see exactly what I mean. Suppose you have named your daughter as your IRA beneficiary directly on your IRA beneficiary form. When she inherits your IRA account, she's 40 years old and the account is worth \$100,000. This slide shows how much money your daughter could expect to get from the inherited IRA if she stretched distributions. Note that we're assuming a hypothetical 6% rate of return here and that the actual rate of return your beneficiaries receive may be different. Although spread out over many years, in this example your daughter would receive over \$450,000 from the inherited IRA.

Now suppose that, instead of naming your daughter directly on your IRA beneficiary form, you named your estate as your IRA beneficiary and your will names your 40 year old daughter as the beneficiary of your estate. Would she get the inherited IRA?

# MAJOR CHANGE!

If a Trust is the beneficiary of your IRA,  
you may have a ticking tax time bomb.

Trusts remain lousy IRA beneficiaries,  
says Ed Slott. [IR](#)

There has been a major change as part of the secure act that you must be aware of. If your current advisor has not discussed this with you, you may be missing something. Let's discuss what has changed.

Source: "Good news: IRS improved the IRA trust rules. Bad news: they still don't work" Ed Slott, September 10, 2024, InvestmentNews

# Goodbye Stretch IRA!

- Before SECURE: Stretch IRA Concept

- RMDs were generally paid by beneficiaries at the end of the year, after the owner's death
- LESS TAXES AND MORE MONEY!

- After SECURE:

- Most non-spouse beneficiaries will have a new ten-year rule....

*The SECURE Act 1.0 effectively ends the “Stretch IRA” strategy for most inheriting beneficiaries other than spouses. All tax-qualified retirement accounts, such as IRAs, 401(k)s, TSPs, 403(b)s, etc. enjoy tax deferral until the age the government forces you to take Required Minimum Distributions (“RMDs”) on those accounts. The SECURE Act increased the RMD age from 70½. The RMD beginning age is now to age 73.*

*When account owners passed away before, non-spouse beneficiaries could stretch the distribution of these accounts over their Life Expectancy. This is the “Stretch IRA.” After death, RMDs began to be withdrawn by your beneficiaries beginning in the year after your death. Taking only the RMD would allow a beneficiary to minimize their income tax and*

*maximize the tax deferral of the inherited account. This ultimately meant less taxes and more money to them. For deaths prior to January 1, 2020, the Stretch IRA concept could be utilized; however, beneficiaries of account owners who passed after 2020, will have a new Ten Year Rule.*



## Hello Ten-Year Rule!

- Beginning for deaths after December 31, 2019, the Inherited IRA, aka “Stretch IRA” now has a Ten-Year Rule:
- This applies to most non-spouse beneficiaries
- 100% of the account must be distributed by the end of the 10<sup>th</sup> calendar year after the date of death.
- IF the deceased, had reached their RMD beginning age, the beneficiary must take RMDs during years 1 thru 9.
- Often recommended are 10% withdrawals, regardless, to spread out more the taxable income and reduce the last last distribution in the 10<sup>th</sup> year.



The SECURE Act 1.0 effectively ends the “stretch IRA” tax planning concept and will probably affect everyone in this room.

Previously, when account owners passed away and these accounts were inherited by non-spouse beneficiaries, the new owner was permitted to “stretch” the taxes on these accounts over the course of his or her Life Expectancy. This is commonly referred to as the “Stretch IRA.”

It was a great tax-planning concept for beneficiaries of these qualified accounts.

Spouse beneficiaries can do a spousal continuation of

the account, which simply makes it their account, without “Stretching.”

A few exception beneficiaries can stretch the inherited IRA distribution over their Life Expectancy (e.g. similar age or older beneficiaries).

Most other individuals must distribute 100% of the Inherited / Beneficiary IRA by the end of the 10th calendar year after the year of death, called the Ten-Year Rule.

If the deceased had reached their RMD beginning age before they died, the inheriting beneficiary must take RMDs in years 1 through 9 of their 10 years, taking all remainder in year 10. If the deceased had not reached RMD age at death, the inheriting beneficiary does not have the annual RMD requirement in years 1 to 9.

Generally, it is better to spread the Inherited IRA distributions over the 10 years. That will often result in distributions being taxed in a lower tax bracket.

Spreading out distributions will reduce the percentage of income taxes paid on the total distributions.

# Who would you rather leave your IRA to?

Your Spouse?

Your Children?

Or the IRS?

The answer to this question is obvious right? But are your IRA's set up properly in terms of beneficiary distribution? Part of our process is to run a beneficiary audit to ensure you are not leaving money to the IRS, but to your loved ones.

# Roth IRAs have no RMDs

No Required Minimum  
Distributions during your Lifetime

- **YOU DECIDE** when you want to make distributions
- **YOUR ACCOUNT GROWS** income tax free for life
- **DISTRIBUTIONS** are also income tax free.
- **CAN PROVIDE** a tax-free inheritance to heirs (even under the 10-Year Rule)



Another big benefit of the Roth IRA, and one that many retirees find attractive, is that Roth IRAs have no required minimum distributions during your lifetime. Remember all those RMD calculations and potential mistakes we talked about earlier? They're not an issue if you have a Roth IRA. During your lifetime, you can take as much, or as little, as you want. You're not forced to take anything at 73 if you don't want to. That means your Roth IRA can continue to grow and compound tax-free for your heirs, which also makes it a very intriguing vehicle from an estate planning perspective.

# Roth IRA Conversions

- NO LIMIT!
- TAXABLE AMOUNT CONVERTED is added to your income at today's low brackets
- IF YOU WANT TO SAVE HUNDREDS OF THOUSANDS OF DOLLARS IN TAXES, YOU HAVE 5 YEARS TO DO IT!
- CONSULT YOUR TAX PROFESSIONAL

More time for "Fill-the-Bracket" Partial Conversions at lower rates after O3B.



Now let's talk about some possible strategies you may want to utilize moving forward with your IRAs in your retirement planning. The first one is a Roth IRA conversion, and it is a special transaction where you move money from your pre-tax retirement account, like an IRA, 401(k) or 403(b), to a Roth IRA. When you make a Roth conversion, the amount of money you convert is added to your tax return for the year and is taxable at whatever income tax bracket you happen to be in.

For example, let's say Jill has \$100,000 in a traditional IRA and would like to convert it to a Roth IRA – we'll talk more about why she might want to do that in a moment, but if Jill moves forward with her \$100,000 Roth IRA conversion, she'll have to add \$100,000 of income to her tax return for the year, which will be taxable at whatever rate Jill happens to be at.

Because this is a big decision and can have a significant impact on your taxes, it's always best to figure out this option with your tax and financial advisors beforehand.



## Who can do a ROTH IRA Conversion?

- Anyone can convert their IRA (or other eligible retirement account) to a Roth IRA:
  - No age limits (high or low)
  - No income limits (high or low)
  - No requirement to be working



Something else to keep in mind is that unlike Roth IRA *contributions*, there are no restrictions on who can make Roth IRA *conversions*. You can't be too old. You can't be too young. You can be working or you can be retired. There's no minimum amount of income you need or a maximum amount of income you can have. I think you see what I mean. If you want to convert you IRA to a Roth IRA, there's nothing in the tax rules that will stop you from doing so.

## Review

- You want to be RMD efficient, with good timing and distributions.
- Don't disinherit beneficiaries by mistake. Verify.
- Avoid the potential for a 30% to 50% loss to income taxes when you die.
- Lower annual fees and costs can also help make your money last longer.
- Evaluate the potential benefits of converting some amount to a ROTH?
- Can you develop Tax-Free Income using a Roth IRA strategy?
- Comprehensive analysis of your retirement income can be valuable.

We've covered lots of information today. These are some of the high points, and one or more of these things may affect you. And honestly, if any of my clients were in here today, I'd feel just a little bit embarrassed. That is because I feel it's important for advisors to spend time with their clients explaining how these things work. Perhaps you haven't met with an advisor before, or maybe you haven't seen your advisor in several years.

When I meet with people, I make sure they understand everything we've talked about today. It's essential for everyone to know these things as they navigate their retirement years.

# 2026

## Maintaining in the New Normal

Nothing feels normal in our New Normal. We are seeing a convergence of trends we cannot ignore.

Stock markets are at record highs AND are very volatile. And interest rates remain higher (4% and better).

Inflation is low but still with us, about 3% annually. When will it go to 2%. Could it possibly go back up?

Income taxes will remain low for a few more years at least but will we ever see a balanced Federal budget again?

Will we see an entitlement or healthcare reform? When something can't continue, it will stop, and that is probably bad.

2026 is another election year and I expect more volatility, financially, politically, internationally, and whatever else.



## What Lies Ahead!

### Have any of us experienced anything like the past 5 years?

- Will there be a Recession in 2026 or 2027?
- How much noise will be caused by the 2026 Election campaigns?
- Will our stock market gain or lose 20% annually, again?
- Inflation is down but not done. What happens next?
- Will the US housing market ever return to normal?
- Do Interest Rates increase or decrease from here?
- What about Wars and conflicts around the world?
- When will Social Security solvency reform happen?
- Will we see a reform of the US healthcare system?



The US Stock market hit continues to reach all-time high in January 2026.

The US bond markets and interest rates remain much higher than any time in the past 15 years (since the Great Financial Crisis)

We think inflation is being managed, so will interest rates decline further? But what if inflation increases?

Recession was predicted for 2022, and 2023, and 2024. Is 2026 now the year?

Government spending out of control with \$2 Trillion

annual budget deficits. How long can that go on?

Government shutdowns seem to be a major risk and a couple of times per year. Will this ever end?

What will be the longer-term economic impact of Trump Administration changes, like tax reform, tariffs, interest rates, the Federal Reserve, and international and military action in a number of places.



# NOTHING!

Folks, the worst thing you can do is nothing. Even if you are not sure what to do, the something you can do get an opinion on if you are doing things right when it comes to your retirement.

# What's Next?



1st Appointment Questionnaire

Name: \_\_\_\_\_

Gender:  Male  Female  Other \_\_\_\_\_

Age: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Insurance: \_\_\_\_\_

Pain: \_\_\_\_\_

Goals/Expectations: \_\_\_\_\_

Primary Diagnosis: \_\_\_\_\_

Office Use: \_\_\_\_\_

Next Appointment: \_\_\_\_\_



So where do we go from here?

# Our Process

Listening & Understanding

Researching & Mathematics

Implementation & Monitoring



This is our process. We listen to understand your goals and dream. We use research and mathematics, not conjecture and opinion to determine a course of action. Finally, we implement that course of action and monitor it along the way to ensure you are driving across the right bridge.

## What does this look like for YOU?

My promise to you!

YOU  
CAN SEE  
CLEARLY NOW



You will have *tremendous clarity* about your  
Money, Retirement and Future!



- I do something special for people who attend my informational seminar .
- I've put together a report that I will customize for you when you come in to meet with me privately. When we meet, I can:
  - help assess your current financial approach
  - help you estimate how much spendable money you might have in retirement based on your current savings level - this could be eye-opening, if you've never seen an estimate of your spendable income in retirement, based on today's strategy
  - show you this tool and how I might help you get on a path to greater financial confidence in retirement

# You will once & for all LEARN



- What income you can COUNT ON in retirement
- How you can minimize taxes to make your money last longer
- What rate of return you must average to make your investments last for the rest of your life
- How to have a report card on your money to tell you each year if you are behind, ahead or RIGHT ON TRACK for your financial goals

Our goal for you is to come away learning these things:

- How to efficiently withdraw income from your IRA accounts
- How to minimize taxes on your retirement account distributions
- What rate of return you must average to make your investments last for the rest of your life
- How to have a report card on your money to tell you each year if you are behind, ahead or RIGHT ON TRACK for your financial goals

# Retirement Navigation Analysis



Account	Balance	Asset Class
401(k) Plan	\$100,000	Equity
IRA	\$50,000	Equity
403(b) Plan	\$25,000	Equity
529 Plan	\$10,000	Equity
Health Savings Account	\$5,000	Equity
Total Retirement Accounts	\$190,000	
Total Assets	\$200,000	
Total Liabilities	\$10,000	
Total Net Worth	\$190,000	

Thank you all for taking the time to with us and educate yourselves on these important topics.

It's a complicated subject and you know its one that most financial advisors tend to avoid when working with their clients. I think the reason why is because they don't understand it very well. If you haven't been discussing this material with your financial advisor, you have to wonder why?

If you have an advisor that you work with currently who has given you a plan or opinion in this realm, like with any medical diagnosis, it's always a good idea to get a second or even third opinion.

Out of sight, out of mind will not solve this, we cannot institute the Ostrich method- sticking our heads in the ground and hoping it will go away. It will not. We are going to have to face the retirement risks we discussed.

Unfortunately, we cannot eliminate them, but we can plan for them, we can prepare properly so that these risks do not wreak havoc on our overall retirement plan.

The question is how? What to do next? We have diagnosed a problem; how do we treat it?

Well, the first step is understanding your specific situation. My firm can help you do that.

That is the first step in understanding how to deal with the issues we discussed here today.

Everyone in the room tonight is welcome to schedule a consultation with me to do this.

Here is what to expect:

A cup of your favorite beverage and a conversation.

We are going to talk about your situation, your concerns, and your goals. everything we discuss is confidential. During that consultation, nothing is sold! Leave your checkbooks at home.

There is no charge or obligation for the meeting with us or our creating personalized health care cost analysis for you.

We are a full-service retirement planning firm, so once I have your analysis, we can review it together and make any necessary suggestions or recommendations.

Please fill out the evaluation form in your folder and indicate the date and time that is most convenient for you. If you could turn them in at the back of the room where you signed in, we will get you set up with all of the information you need. Thank you all again for taking the time to listen and educate yourselves with me. I look forward to our getting together.

# Not Sure?



- Interesting, I will have to think about it
- I'm too busy right now
- Not sure I can do anything now
- I think we have a good broker
- I had a bad experience with someone I trusted
- I do not want a second opinion
- Potential price of inaction

EXCESSIVE FEES, OVERPAYING TAXES,  
POTENTIAL LOSS OF MONEY!

*We do not provide legal or tax advice. Please consult qualified tax and/or legal professionals prior to making a decision for your individual situation.*



Not sure? People say, "It's interesting. I've got to think about it." I don't buy that. I think if I raise an issue in your mind tonight about what you're doing from an income standpoint, or if you're just concerned that we may be 60 points from the all-time high and think we might have another crash sometime soon, I think it's worthwhile to get together and see what other alternatives are available.

Second one, "I think I'm too busy right now." Hey I can appreciate that. I'm a busy guy myself. I've got my appointment book over there. It goes through the end of January, so if we can't see you in October or November, we'll see you in December. January. If we can't see you now, you tell us when it's convenient and we'll follow up with you and see when you want to see us.

Third one here, "I'm not sure I can do anything now." I don't know if you can either. I am confident we can help you. No situation is foreign to us. We have seen it all and look forward to helping you if we can. I think it would be worthwhile to get together. It's very rare we can't give you some recommendation.

The next one here, "I think we have a good broker." Well if you do, that's a good thing and I'll be the first one to tell you. I see about 800 new people a year and I can count on one hand the number of people I couldn't give a recommendation to. It's few and far between,

but if you're one of them I will say, "Hey, you've got your Is dotted in your Ts crossed. I wouldn't change a thing. That will give you much more confidence in what you're doing.

The next one here, "I'm not sure I want to align." What does that mean? "Well, they come in and I ask them what their number one investment priority is and they said they want their money protected and then they spread all the statements on the table, where do you think the bulk of their money is? It's in the stock market." "So they're telling me one thing, but they're doing the polar opposite and they wonder why every seven years, they lose half their money. They're out of alignment." My job is to get you closer to the alignment that you think that you're in.

Next one here, "I had a bad experience with someone I trust." We can all say that about some walk of life, can we not? Am I the only guy that ever had a bad experience with a car mechanic? And he's my brother. How about a home contractor. They'll say they'll be there Tuesday. They just don't tell us what year. We've all had bad experiences with someone. It's a fact of life. There's bad people in my industry.

I've been in the business since \_\_\_\_\_. Talk to your neighbors, talk to your friends. They may have been to one of my programs. You'd be surprised. They may even be one of my clients.

Last but not least, the potential price of inaction. Somebody sat in your seat back in 2008 right before the meltdown and you know what they said? "It's interesting. I got to think about it. I'm too busy right now. I'm not sure you can help me. My question to you is what did it cost them to not come see me? They went down 60%. It took them six years to get back to even. They may have cost them 30 or 40% to not come see me when it wouldn't have cost anything just to come in and get a second opinion. I encourage you tonight if I raised an issue in your mind about what you're doing, when we come around to collect your evaluation forms, we'll have our appointment book and we would love to see you.

Please don't forget to turn in your workshop evaluation form!

IRA Workshop Worksheet

- I/we would like to leave as much money to the IRS as possible: Yes/No/Not Sure
- I/we understand how the new secure act law of 2019 impacts my retirement: Yes/No/Not Sure
- I/we understand the fee structures of my retirement accounts: Yes/No/Not Sure
- I/we are comfortable with market risk and potentially losing money: Yes/No/Not Sure
- I/we would prefer tax free income over taxable income: Yes/No/Not Sure
- I/we have a plan to ensure a long- term care event does not greatly reduce our retirement accounts: Yes/No/Not Sure
- I/we understand when we need to take withdrawals from an IRA, and how to calculate the proper withdrawal: Yes/No/Not Sure
- I/we understand how my IRA withdrawals taxed: Yes/No/Not Sure
- I/we understands how my IRA fit into my overall plan: Yes/No/Not Sure
- I/we understand What happens to my IRA when I die: Yes/No/Not Sure
- I/we would like to learn about how a Roth IRA conversion can eliminate taxes: Yes/No/Not Sure
- Is your trust the beneficiary of your qualified money? Yes/No/not sure
- I/we would like to understand how to pass on money to your grandchildren without burdening them with a large tax bill: Yes/No/Not Sure
- I/we understand the correct RMD age and when/how to pay an RMD: Yes/No/Not Sure
- I/we have had our IRA's analyzed by a specialist to ensure they are set up in the most efficient manner to minimize fee's, taxes, and market risk: Yes/No/Not Sure
- I/we have a retirement income plan in place and are confident that we will not outlive our money: Yes/No/Not Sure
- The presenter has taught me/us at least 2 concepts that I did not know: T/F
- I/we have likely made decisions based on myths, misconceptions, or incorrect facts: T/F
- I/we do not have a written process for making financial decisions: T/F
- If we could help you and your family with only one thing, what would it be?  
\_\_\_\_\_



Again, thank you for the time you spent with me today. Please fill out your workshop evaluation form and turn them in to us. God Bless you all.

