

RADIO 10

Topics

Tis the season to check your investment's performance

LIMRA Record breaking quarter and year for retail annuity sales

US Housing Bubble bursting

Correlation of

How to Choose between Advisors

When to really start retirement planning?

Define (Firm) What are you doing for clients before end of year or preparing for January?

Social Security (if needed for time)

Reminder for Giving

What should we and should we NOT be looking for when it comes to "performance" of investments this year?

Not checking up on your investments' performance - Checking your IRA or 401(k) balance every day, or even every week, certainly isn't necessary. In fact, reviewing your plan balance too often could drive you to make rash decisions -- like dumping investments when they're down and locking in losses.

At the same time, it's important to look at how your retirement plan is doing every so often -- ideally, once a quarter. So if you haven't done an IRA or 401(k) checkup lately, carve out the time to do so in December.

You may decide it's time to part with certain assets that have been underperforming outside of this year's stock market decline. Or, you may decide that it's a good idea to shift some assets around based on your age.

LIMRA: Another Record-Breaking Quarter for U.S. Retail Annuity Sales

Total fixed-rate deferred annuity sales were \$29.8 billion in the third quarter, 159% higher than third quarter 2021 sales. This is the best sales quarter for fixed-rate deferred annuities ever recorded. In the first nine months of 2022, fixed-rate deferred annuities totaled \$74.4 billion, a 77% increase compared with the same period last year. LIMRA is projecting fixed-rate deferred annuity sales to near \$100 billion by the end of 2022, which will exceed the previous annual high of \$80.8 billion, set all the way back in 2002.

Third quarter fixed indexed annuity (FIA) sales were \$21.4 billion, a 25% increase from prior year. This tops the previous quarterly sales record of \$20 billion set in the second quarter 2019. Year-to-date (YTD), FIA sales were \$57.4 billion, a 22% increase from last year.



Buckle in for a brutal free-fall in home prices and US housing is in a massive bubble, experts say. Here's how bad Jeremy Siegel, Paul Krugman and 5 others think it could get.

- The US housing market is cratering, as the Fed's rapid interest rate hikes send mortgage costs soaring.
- Home sales have fallen for 8 months, and prices are dropping. But economists say worse is to come.
- Here's what Jeremy Siegel, Paul Krugman and 5 other top experts say about how painful things will get.

The alarm bell is already ringing for American homeowners, as surging mortgage rates scare away buyers — and the slump in the US housing market is only going to get worse, experts say.

The signs of stress have become blatant. Recent data showed that in September, existing home sales dropped 24% — the eighth straight monthly decline, marking the longest slide since 2007. Homebuilding starts slumped, and the number of new home listings fell 22%.

Jeremy Siegel, Wharton professor of finance

"I expect housing prices fall 10% to 15%, and the housing prices are accelerating on the downside," Siegel told CNBC in a recent interview, noting that housing prices by any indicator are going down.

How To choose between advisors?

**What to ask?

Diane in _cedar park_____

It is certainly challenging. I'm trying to decide between 2 different financial advisers. Are there things to ask them, beyond the obvious, to pick the right one?

Norman in __Garden City_____

I am 64 years old and I am planning to retire in June of 2023. I have a \$220,000 in my 401(k) and about \$2000.00 per month in real estate income. Is there anything else I should do before I sign up for retirement?

When to Start retirement planning?

It's not just for waiting until you're in your 60s. 50s??

If majority of savings is in retirement account and still working on paying off house, are there measure a financial advisor can START to help someone with??



Define (Firm), what are you doing for clients before end of year or preparing for January?

- Taxes?
- Rebalancing?
- Giving for tax purposes?
- Roth Converting?

In the course of your retirement planning, you may come across advice from well-meaning individuals hoping to lead you down the right path. But some of the advice you'll hear is not only out of touch with reality, but also downright dangerous.

Social Security is dying, so you might as well claim benefits as early as possible - You may have heard that Social Security is rapidly running out of money and that the only way to get a piece of what the program owes you is to claim benefits as soon as you can. But that's far from the truth.

Social Security is indeed facing an income shortfall. Once its trust funds run dry, which may happen in a little over a decade, it may not have enough incoming revenue to keep up with scheduled benefits. If lawmakers don't come up with a fix to that problem, benefit cuts may be in store.

But that's a very big "if." What does Allied Wealth think??

