

APPROACHING RETIREMENT CHOICES

Host: Whether you're approaching retirement or just starting your retirement, what kinds of financial choices will be ahead of you?

From how to invest your nest egg, to which accounts to take monies from, to social security and medicare, there are a lot of decisions to make.

Q1. What does it mean to be a holistic retirement financial advisor?

A1. Look at everything:

- i. Savings/investing
- ii. Social Security
- iii. Protection
- iv. Income
- v. Medicare, etc

Q2. Fiduciary – who is and who isn't?

- a. Client best interest
- b. Open architecture – any investments
- c. No front end load funds
- d. Customized solutions

Q3. What questions should I ask myself to determine if I have a plan that I am confident with?

- a. No client is typical but they are serious about retiring
- b. Early savers, nearing retirement, in retirement
- c. Plans evolve over time as client lives change

Q4. What's the difference between clients in their 40's and clients in their 60's?

- a. Risk appetite
- b. Family protection
- c. Asset preservation





Q5. If a client has a 401k and other investments, is that their “plan”?

- a. Piece of puzzle
- b. Participate – don’t leave \$ on the table
- c. Life insurance, IRA/Roth, Annuities play a role

Q6. Many viewers have their largest amounts saved in these tax protected accounts. What looms ahead for them? Roth IRA – why are they unique?

- a. Tax free growth
- b. Tax rates at historic lows
- c. Roth Conversions
- d. All or nothing?
- e. How to evaluate

Q7. If I’m in my 50s or 60s, is it worth starting a Roth at work or converting at this age?

Q8. If someone watching this show calls you, or they see you at a live event, what happens from there?

- a. Educational process for both
- b. Get to know each other
- c. Assess willingness to share personal financial info
- d. Determine if DWM can provide advice

Q9. Caller Question... Rachel in TOWN NEAR YOU

My husband, Rich, is going to retire next year at 67. I’m planning to retire the following year at 65. What should we be doing differently with our investments as we get ready to retire? We have approximately 1.3 million dollars in our 401(k)’s as well as about \$200,000 in a Roth IRA.No client is typical but they are serious about retiring

- a. Need to understand:
 - i. Expenses
 - ii. Health
 - iii. Retirement plans
 - iv. Legacy plans
 - v. Risk tolerance



Q10. 10. Caller Question... Patty in TOWN NEAR YOU?

The more I watch the show and learn about the many different financial tools that exist, the more I dislike my 401(k) and the limited investment choices I have. Is there anything I can do to broaden my options, or am I just stuck with what's on their menu?

- a. Still working or old 401k?
- b. Employer match
- c. Tax deduction
- d. Higher contribution limits
- e. In-service withdrawals

Q11. How can a viewer find out more about the impact inflation may have on their retirement security?