10 *Steps to a* SUCCESSFUL RETIREMENT

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Kaitlyn Farr

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Insurance Agent

Part of the Cartier Financial staff since she was 15 years old, you could say Kaitlyn grew up right alongside the family business. She first began working closely with Cartier Financial clients who she'd known for decades in assisting them with preservation tactics to cover long-term care costs. She eventually became the go-to person for Assisted Living Communities in her area. Doing so allowed her to utilize her passion for making sure those eligible understood the benefits available to them and helped clients she had known for 20+ years ensure they were taken care of.

From there, Kaitlyn moved into overall retirement income planning, helping new clients and existing ones, with the accumulation phase of their lives, including Social Security optimization as they get closer to retirement. Establishing and building the client relationships is the part Kaitlyn enjoys the most about her role. She truly loves piecing together a retirement income plan puzzle for her clients and seeing the big picture come together. Kaitlyn continuously educates herself to better serve the client and is currently working toward earning her Series 65.

Kaitlyn lives by a work hard, play hard approach and takes her role as an insurance agent seriously. Goal-oriented, she's emphatic about not "selling" anything, instead helping to ensure her clients are comfortable and they know she's there to help them see their legacies through. She strives to give them confidence in their financial futures, and has the drive to see them succeed—and sometimes exceed—their goals.

When she's not assisting clients, you'll find Kaitlyn spending time with her husband Nick and their two kids, Presley and Maddon. They love camping and fishing, riding bikes on the boardwalk, and spending good quality time together.

Kaitlin offers insurance products through Cartier Financial.

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Are you approaching retirement? You've probably been planning for retirement in some way, shape or form for many years. Maybe you participate in your employer's 401(k) plan. Maybe you contribute to a traditional or Roth IRA. Maybe you're fortunate enough to work for an employer that offers a pension plan. Those are all important retirement income planning actions.

As you get closer to retirement, it's important to plan in more specific detail. How much money will you have coming in the door every month? Is that money guaranteed or could it fluctuate? How will you spend your time? How will you spend your money?

Asking yourself these questions will help you nail down the answers to more important questions: Will you have enough income to cover your expenses in retirement? And, if not, what can you do to resolve the issue?

The sooner you answer these questions, the more effectively you can plan to cover any shortfalls. An insurance agent can review your income needs and develop a plan for your future retirement income. That plan could break down in detail whether you may face a shortfall.

You can also do quite a bit of planning on your own. Ask yourself the following 10 questions. They'll help you identify areas for concern and develop action plans to resolve those issues.

1 How much guaranteed income do you have?

Problem: It's always best to start your planning with those things you are certain about. There are some forms of income that are fixed and guaranteed. You know you'll receive the income and you know generally what the amount will be. This income doesn't fluctuate based on things like stock market volatility or interest rate changes.

Knowing your base of guaranteed income will give you an idea of whether you have enough money to cover your most urgent expenses. If you're fortunate enough to have a significant amount of guaranteed income, you may have a good foundation from which to build. If not, you may need to do some extra planning.

The three most common sources of guaranteed income are pensions, Social Security and fixed annuities. Pension benefits are partially protected by the Pension Benefit Guaranty Corp., a federal government agency. Guarantees provided by annuities are the responsibility of the issuing insurance carrier.

Social Security faces some financial challenges, but it's likely to still be a reliable source of income for those who are approaching retirement. The Social Security retirement trust fund is projected to run out in 2033, but even after that point, it still should offer benefits.[1] Younger generations may face cuts, but your benefits should still be available.

Solution: Organize all of your statements from your sources of guaranteed income. Those could include your pension(s) at your current or past employers. It should also include your Social Security statements and statements for any annuities you may own.

Determine the total estimated guaranteed income from those sources. If that information isn't easy to find, contact an insurance agent. They can review your statements and help you collect this important information.

[1] *www. ssa.gov/oact/tvsum*

2 Which pension payout should you select?

Problem: When it comes time to choose your pension benefit, you'll be offered several payout options. It may be tempting to take the highest paying one, but that may not be the best choice.

In addition to the amount of the payout, you also need to consider what happens to the payout when you pass away. Most pensions offer joint-and-survivor options. Under this plan, your spouse would continue receiving a portion or even all of your pension payment after you pass away. Selecting a joint-life option over a single-life payout will likely lower your benefit amount, however, your spouse may need that income to live if you pass away first.

Pension plans may also offer "period certain" options. For example, a payout with a 10-year period certain option would mean you would receive a lower payment, but the payment would be made for a minimum of 10 years. And, even if you pass away within those 10 years, your designated beneficiary would receive any leftover payments.

Solution: Get all of your options from your employer's human resources department well in advance of your retirement. This will give you sufficient time to review your choices. You can also contact your insurance agent to review your options with you, discuss your needs and help you decide which option is right for you.

3 When will you receive your guaranteed income?

Problem: Once you've totaled up the annual amounts of guaranteed income you'll receive, you need to determine when you will actually receive the payments. This is especially true if you don't have much in savings and you're operating on a fixed budget. Not getting a payment when you expect it could send you into a cash flow crisis.

Make sure you know when you'll receive income so you can plan your income and expenses on a monthly basis. Social Security usually pays benefits monthly, and the exact day of the month depends on your date of birth. Pensions could pay quarterly, monthly or even bi-weekly. The payment frequency for an annuity could also vary.

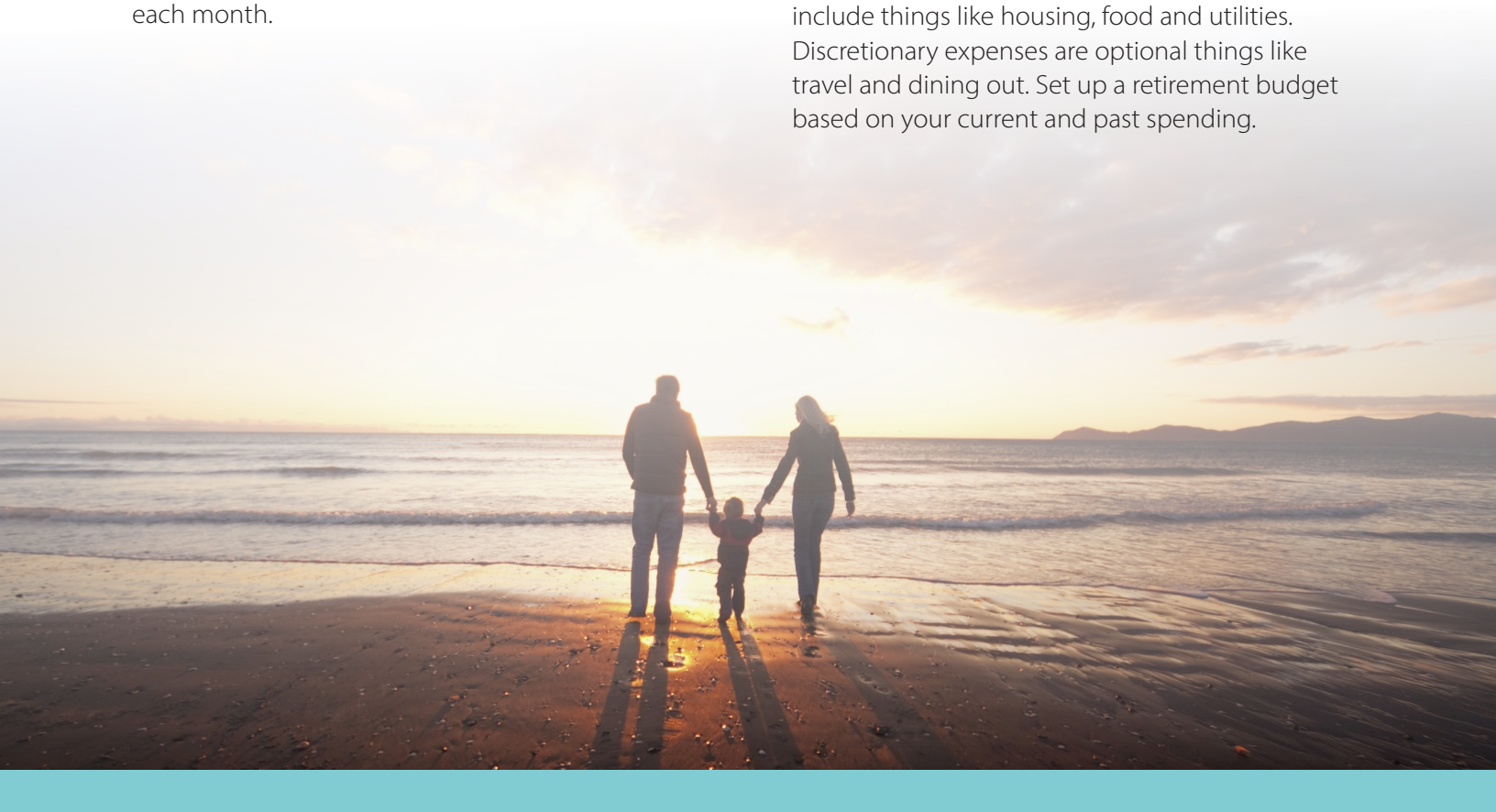
Solution: Contact Social Security, your pension provider and your annuity agent or insurer to find out when you'll receive benefits. Once you have that information, put it on a calendar to see how and when income will flow into your bank account each month.

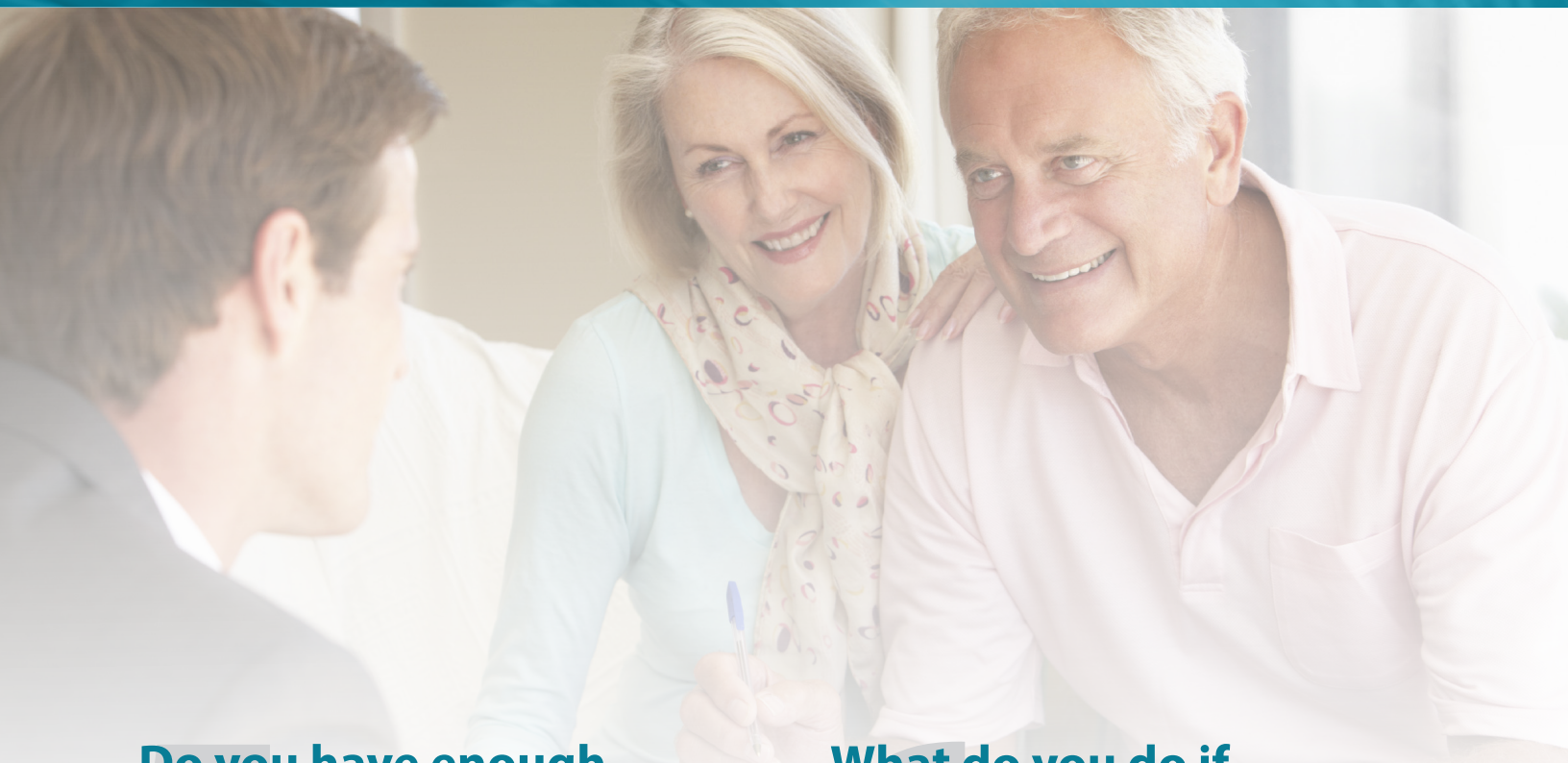
4 How much will you spend?

Problem: Many Americans underestimate how much they'll spend in retirement. They assume they can get by on a percentage of their current income, like 70 or 80 percent. However, having free time can lead to heavy spending. Once you're retired, your schedule will be free to dine out, go shopping and take up costly hobbies. For example, you may want to travel more in retirement than you did when you were working.

Many people also fail to consider medical expenses in retirement. You may feel healthy now, but you're likely to face health issues as you age. If you need in-home care or treatment in a facility, you can expect to pay a significant amount for it.

Solution: Analyze what you spend today so you can better plan for spending in retirement. Break down your spending between required and discretionary expenses. Required expenses are those that you must cover in order to live. They include things like housing, food and utilities. Discretionary expenses are optional things like travel and dining out. Set up a retirement budget based on your current and past spending.





5 Do you have enough guaranteed income to cover your required spending?

Problem: This is the big question. It will help determine how much additional planning you may need to do. If your guaranteed income exceeds your required spending every month, then you at least know that you have enough money coming in to cover basic expenses and maintain a comfortable lifestyle.

However, if your guaranteed income is less than your required expenses, you could have some difficulty maintaining your quality of life. That's especially true if you don't have a nest egg in non-guaranteed sources, like a 401(k) or IRA. You may need to implement strategies to help you cover the shortfall.

Solution: Sit down with an insurance agent and compare your guaranteed income to your required expenses. They can identify areas where you may be short or where you could face a cash crunch.

6 What do you do if you're short?

Problem: In an ideal world, your guaranteed income would exceed or at least match your required expenses. You could then tap into your nest egg for discretionary expenses and for unpredictable expenses, like medical expenses.

However, if your guaranteed income doesn't exceed your required expenses, you do have options. You need to either find a way to reduce your required expenses or increase your guaranteed income.

Many people reduce their expenses by downsizing their home. They get out from underneath their mortgage payment and cut down on household maintenance expenses. You could also look at going down to one car or trying to cut your utility and cable expenses. Consider refinancing or paying off high-interest debt.

Solution: Talk over your options with your CPA. He or she can also help you identify costs you can cut to bring down your required expenses.

7 What if cutting expenses doesn't do the trick?

Problem: It would be great if you could cut your expenses enough to get under your guaranteed income level. That's not always reality, though. There are some minimum expenses you just have to pay. So, what do you do if you can't cut your expenses enough?

You could get a part-time job to bring in more money, but that may not be conducive to your schedule, desires or health. Another option is to increase your guaranteed income.

There are a variety of investment and insurance vehicles that can generate guaranteed income.* They come with their own benefits, costs and risks, so it's important to consider your options carefully before committing to anything.

Solution: Meet with an insurance agent to discuss insurance strategies for increasing your income. They may recommend a fixed indexed annuity, which can help you grow your nest egg in a tax-deferred, low-risk way until you reach retirement. At retirement, you can then turn that annuity into lifetime guaranteed income.*

8 What do you do with the rest of your nest egg?

Problem: Once you've balanced your guaranteed income and required expenses, you can start planning on how best to use and invest the rest of your nest egg.

However, you also need to keep saving for the future. You could be retired for several decades, and you'll likely see prices go up during that time due to inflation. You also may need to tap into additional savings to help pay for medical expenses in the future.

Retiring doesn't mean you stop saving and investing. On the contrary, it may be more important than ever to have a well-thought-out investment strategy. You have to strike a careful balance between funding today's discretionary expenses and saving for unplanned expenses down the road.

Solution: Talk to an experienced and knowledgeable securities licensed financial professional. They can help you determine your appropriate risk level and then design an allocation that meets that risk tolerance. They can also set up a distribution schedule to help you tap into your nest egg in a responsible and disciplined manner.

**Guarantees, including optional benefits, are backed by the claims-paying ability of the issuer, and may contain limitations, including surrender charges, which may affect policy values.*

9 What happens when you pass away?

Problem: When you're planning for retirement, you're usually not just planning for yourself. You may have a spouse who will need financial support after you're gone. You may wish to leave money to children or grandchildren. What's the most effective way to do that?

Leaving a financial legacy starts with early planning. You need to prioritize your wishes. If supporting your spouse is your primary concern and all other goals are secondary, you need to put that on paper. It's easier to make estate planning decisions when all goals are clearly stated.

The problem is many people don't address this because they don't like thinking about their own demise. That's normal, but you have to get past it to accomplish your goals.

"Leaving a *financial legacy* starts with **early planning.**

Solution: Schedule a time to talk with an insurance agent about your legacy goals. They can recommend solutions to make those goals a reality and to take care of your loved ones long after you're gone.

10 What happens if you can't make decisions for yourself?

Problem: This scenario may also not be pleasant to think about, but it's a reality for many people. Dementia, Alzheimer's and other diseases can rob you of your ability to make and communicate your decisions late in life. Although you may not be able to stop the disease, you can take steps to protect your assets, income and legacy.

Problems often arise when there are no clear goals or wishes stated in writing. Various family members may try to make decisions, often with good intentions, but that may go against your wishes.

The best steps you can take are to put as much information as possible in writing. Various powers of attorney documents can designate who can act on your behalf if you're unable to make decisions for yourself.

Solution: Talk to your attorney to make sure you have the appropriate documents in place. Your attorney can also recommend financial strategies to provide additional protection and limit the number of people who can access them.

Your take-away.

A happy and successful retirement starts with sufficient planning. By planning early, you give yourself the opportunity to take action and correct potential issues before they become reality.

You can start the planning process by sitting down for a consultation with an insurance agent. A licensed insurance agent can review your insurance and retirement income needs and show you where more planning may be necessary, as well as refer you to CPAs, financial professionals and attorneys for assistance.

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