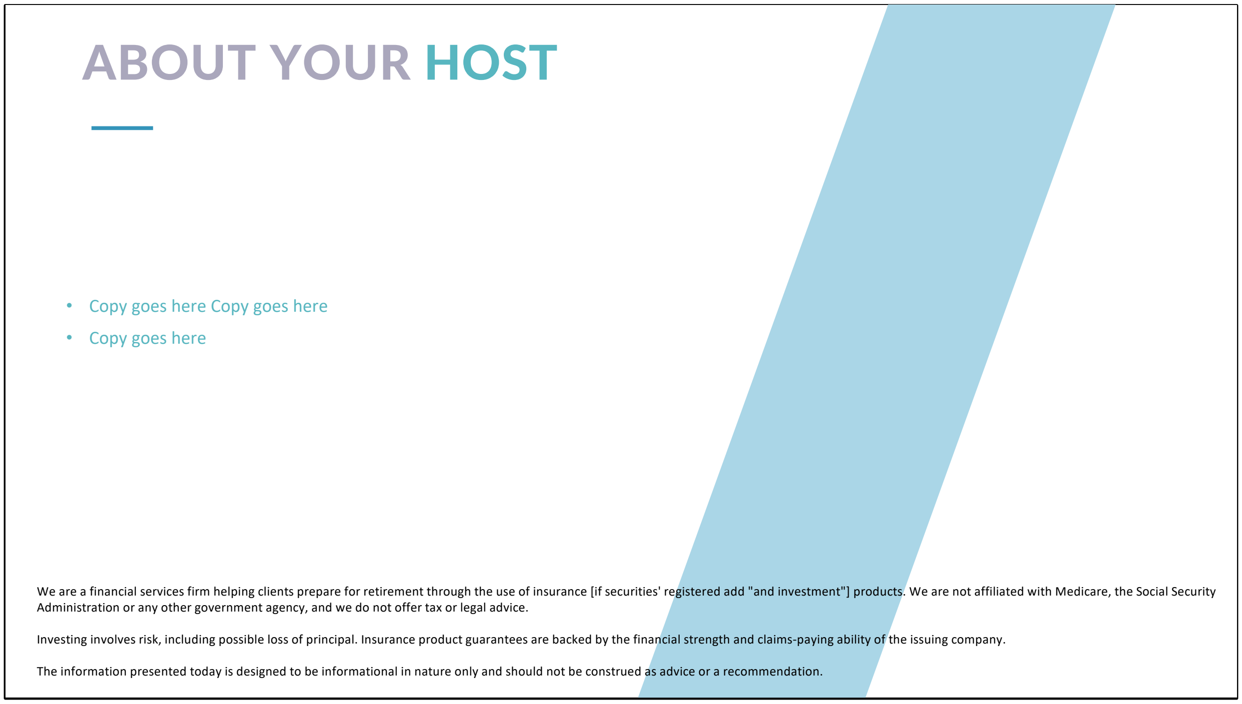
WOMEN & RETIREMENT

HOW WOMEN CAN TAKE CONTROL AND FLOURISH IN THEIR FINANCIAL FUTURE

Presented By:

Not associated with or endorsed by the Social Security Administration or any other government agency.

Thank you all for coming out today/tonight. I know there are a lot of other places you could be. So I appreciate you being here.   The person who is most appreciative of you being here is your future self. She is doing a happy dance right now. Because the financial decisions you make now might have a big impact on you and your family's future.
Just a few housekeeping items, please silence your phones. We'll be taking a 10 minute break at (time). But if you need to use the restroom or step out at any time, please feel free to do so.
Also, you'll notice you have a workbook in front of you. We'll be doing some exercises together. Also, I don't want you to kill yourself taking notes. We included the most important slides in your workbook.
Any questions before we get started?



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WHAT TO TALK ABOUT HERE IS UP TO YOU, but here are some tips:

Tip #1 - Share your story about why you want to provide financial education to women.

EXAMPLES

“I was raised by a single mother and I saw how the financial industry disrespected her. I want to make sure women are informed, educated, and treated with the respect they deserve.”

“I have two daughters and it’s important to me to raise strong financially savvy daughters. I believe women should have the education and knowledge to take control of their financial lives.”

Tip #2 – do NOT use a headshot. Have a shot of you with your family, or dog or a woman you are featuring in your story about why you want to work with women.

Tip #3 – Share two things someone would be surprised to know about you

IMPORTANT INFORMATION

This presentation is designed for informational purposes only. We are a financial services firm helping clients prepare for retirement through the use of insurance and annuity products (if in AR, TX, CA, add state insurance license #). We are not affiliated with or approved by any government agency or organization.
Throughout the presentation, we may generally discuss different financial vehicles; however, nothing I say should be construed as a recommendation to buy or sell any financial vehicle, nor should it be used to make decisions today about your financial situation.
All investments are subject to risk including the potential loss of principal. No investment strategy can guarantee a profit or protect against loss in periods of declining values. Insurance and annuity product guarantees are backed by the financial strength and claims-paying ability of the issuing insurance company.
This presentation is not intended to provide specific legal or tax advice and cannot be used to avoid tax penalties or to promote, market, or recommend any tax plan or arrangement. Please note that we do not give legal or tax advice. You are encouraged to consult your tax advisor or attorney.
At the end of the seminar, you will be provided an opportunity to visit with us one-on-one to discuss your specific circumstance in a private, comfortable setting. There is no obligation to you for this visit.

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WHAT ARE YOUR GOALS?

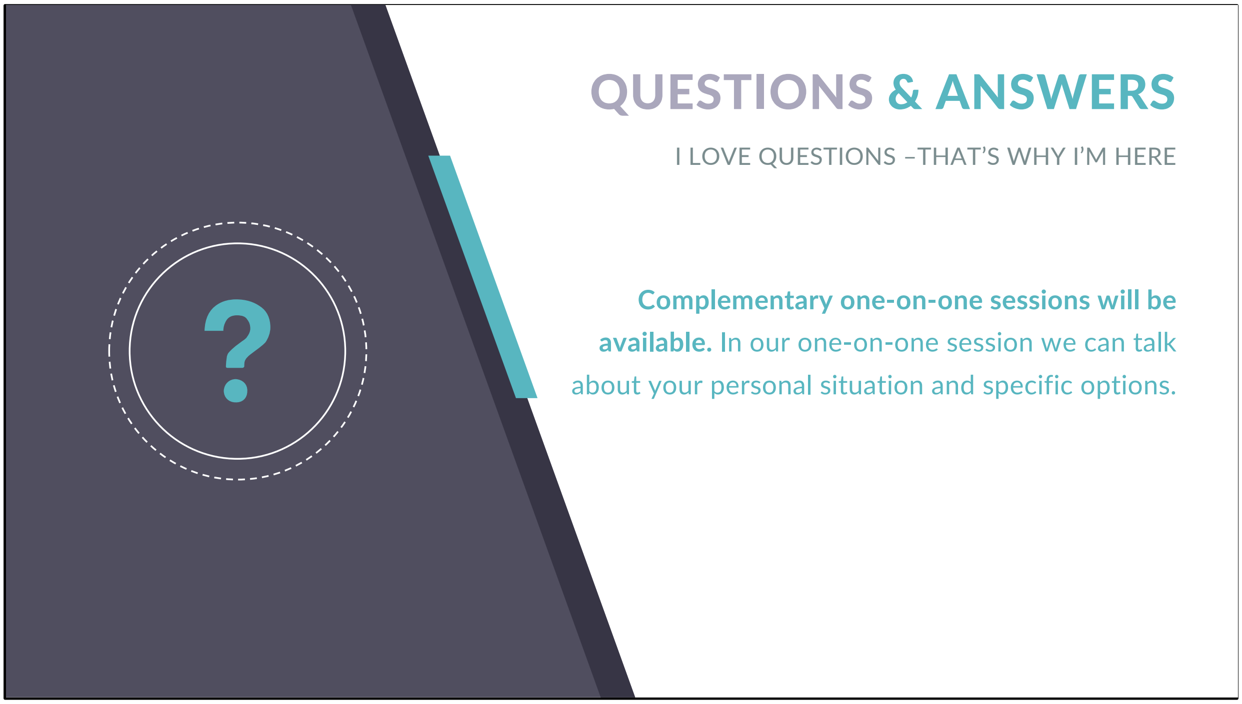
0 What brought you here?

0 What financial concerns keep you up at night?

0 Where would you like to have more financial confidence?

We have A LOT we can cover tonight. But I want to make sure we're talking about what you care about most.   I want to hear from you.
What brought you here?   What are your top concerns? And what do you want to know?   (ask the audience to volunteer their answers to these questions.   If it is a small enough group, you can go around the room and give each woman a chance to speak)

USE A WHITE BOARD to write down what the audience wants to talk about so you can refer back to it.



I love questions!   Feel free to ask away. That's why I am here.

There may be questions more specific to your personal situation. I may not be able to answer those tonight. But that's why we include a one-on-one session as a part of the course.   That's a session where we can have a more personal conversation.

OUR AGENDA

- **What women need to know**
  - Three mistakes in retirement planning
- **Creating guaranteed income for life**
  - Maximizing Social Security
  - The pros and cons of annuities
- **Making your money work harder for you – balancing risk and reward**
  - Calculating how much you'll need
  - The ABC model of investing
- **Protecting yourself against long- term health care costs**
  - What Medicare and Medicaid do and don't cover
  - Long-term care insurance options
- **Communicating with family about money**

Any comments regarding guarantees of income refer only to fixed insurance products and do not refer in any way to securities or investment advisory products. Principal guarantees, lifetime income guarantees, and guaranteed death benefits discussed are backed by the financial strength and claims-paying ability of the issuing insurance company.

Here's an outline of what we are going to cover tonight. (read through agenda quickly)

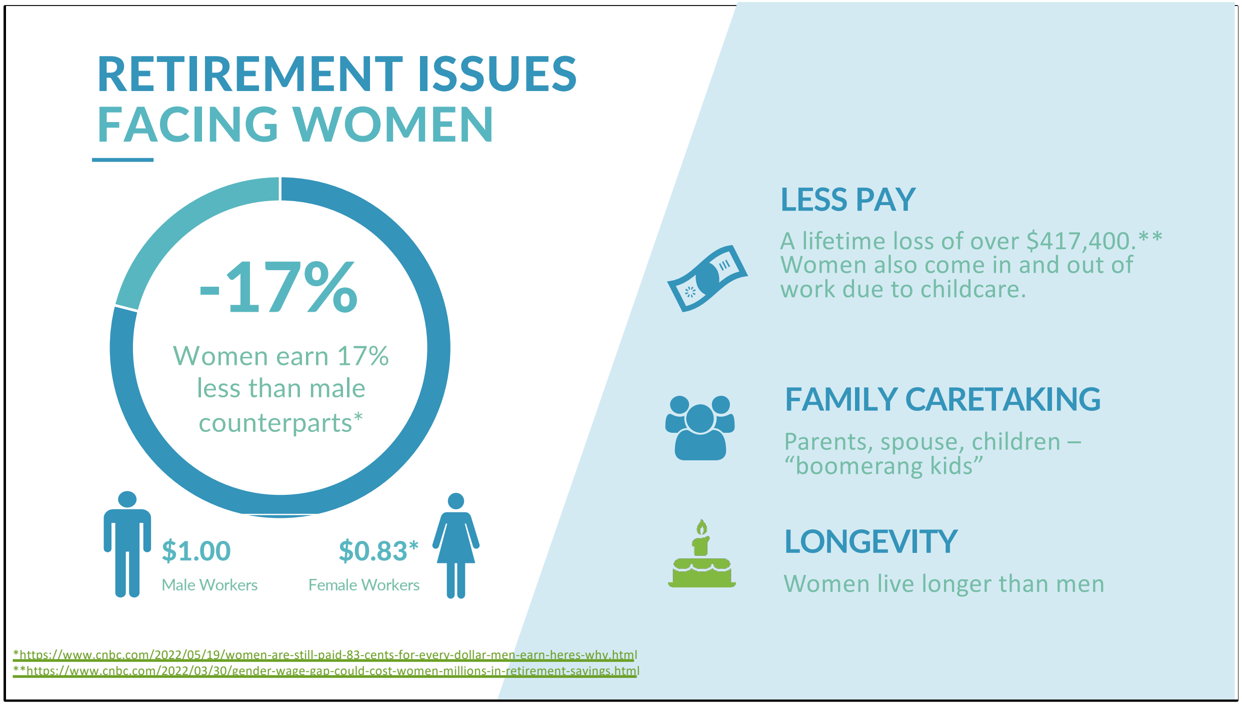
PERFECT RETIREMENT

VISION EXERCISE

- Where do you live?
- Who are you with?
- What activities are you doing?
- Are you working – if so, doing what?
- What are you doing that gives your life purpose?

Make this interactive. Ask attendees the questions and let them share their answers. Tell them this is a great exercise to do on their own or with a spouse or family members.

Research also shows women have a deep desire not to be dependent financially. They don't want to be a burden to family members. They want to have their own money. Does that resonate with you?



So here are three retirement issues that affect more women than men.

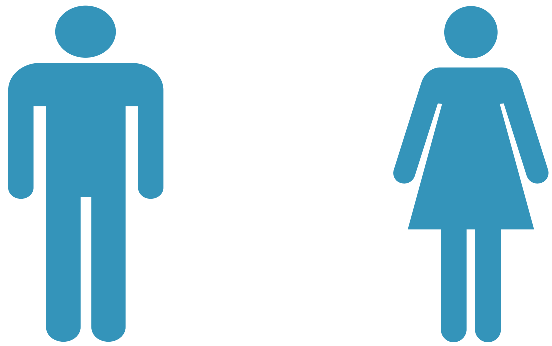
One – less pay for equal work

Two – taking time off for family caregiving

Three – longevity – women are living longer than men

WOMEN & LONGEVITY – HOW LONG ARE YOU GOING TO LIVE?

MALES | FEMALES



Life Expectancy 74.5 | Life Expectancy 80.2

https://www.worlddata.info/life-expectancy.php

How long can you expect to live?   Women are living longer than men.
How many of you have noticed that you have more female relatives living into their 90s?

WOMEN & LONGEVITY
WHAT IF YOU LIVE TO 100 OR OLDER?

67%

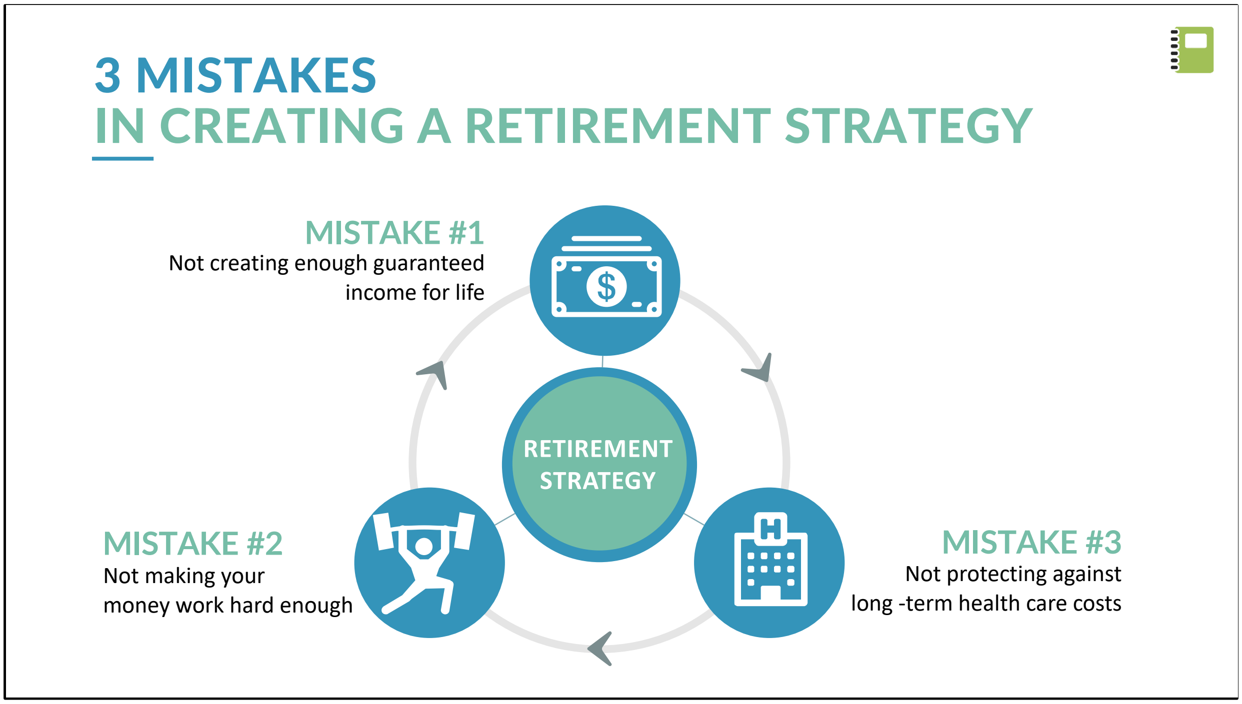
of all Americans with Alzheimer's are Women

85%

85% of centenarians were female in 2022.

https://www.bumc.bu.edu/centenarian/statistics/
https://www.alz.org/alzheimers-dementia/what-is-alzheimers/women-and-alzheimer-s

Living longer also brings up other issues. 2/3 of all Alzheimer patients are women. And 85% of people 100 and over are women. Are you financially prepared to live to 100?



All of these issues factor into three of the biggest mistakes in retirement planning for women. (Read the mistakes)

Mistake #1: Will you have enough guaranteed income in retirement to pay your bills and support your lifestyle, no matter how long you live?

Mistake #2: Is your money working hard enough for you – are you taking advantage of growth opportunities while managing risk?

Mistake #3: Do you have a plan to protect yourself against one of the biggest threats to your retirement, long-term health care costs?

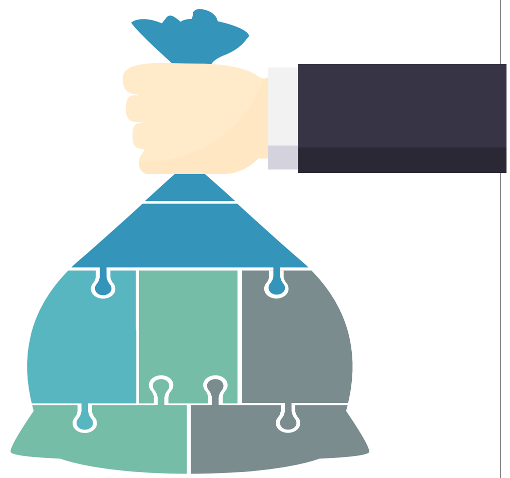
Ask each question and ask attendees if they can answer yes.

At the end of this course you should have more clarity around how to avoid these mistakes.

Now that we've looked at three common mistakes, let's look at some solutions, starting with creating guaranteed income for life so you don't outlive your money.

RETIREMENT INCOME SOURCES

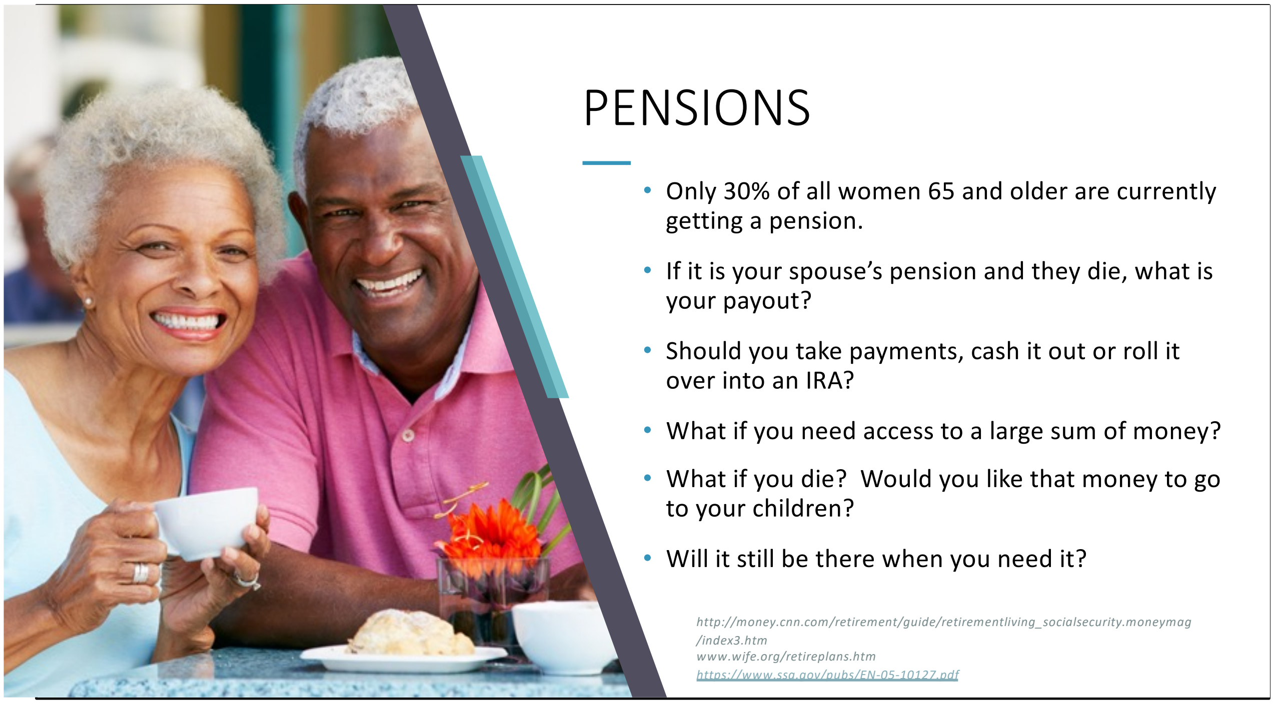
- PENSION
- SOCIAL SECURITY
- ANNUITY
- INVESTMENTS
- IRA
- PART-TIME JOB



A very important retirement-planning objective is to accumulate diverse sources of retirement income.

Ask audience, “how many of you have.....” and go through each item on the list

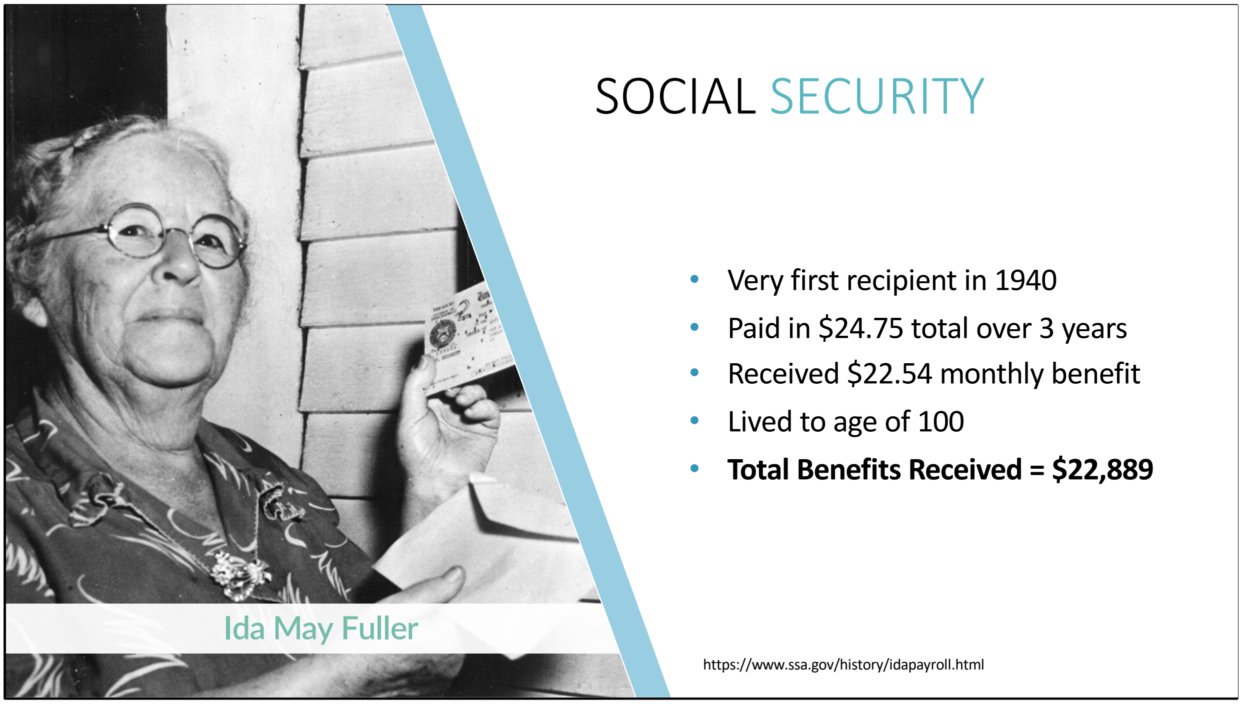
It’s going to be key to have multiple sources.



Ask if anyone has a pension, or if their spouse has a pension.

Only 30% of all women over 65 are currently getting a pension

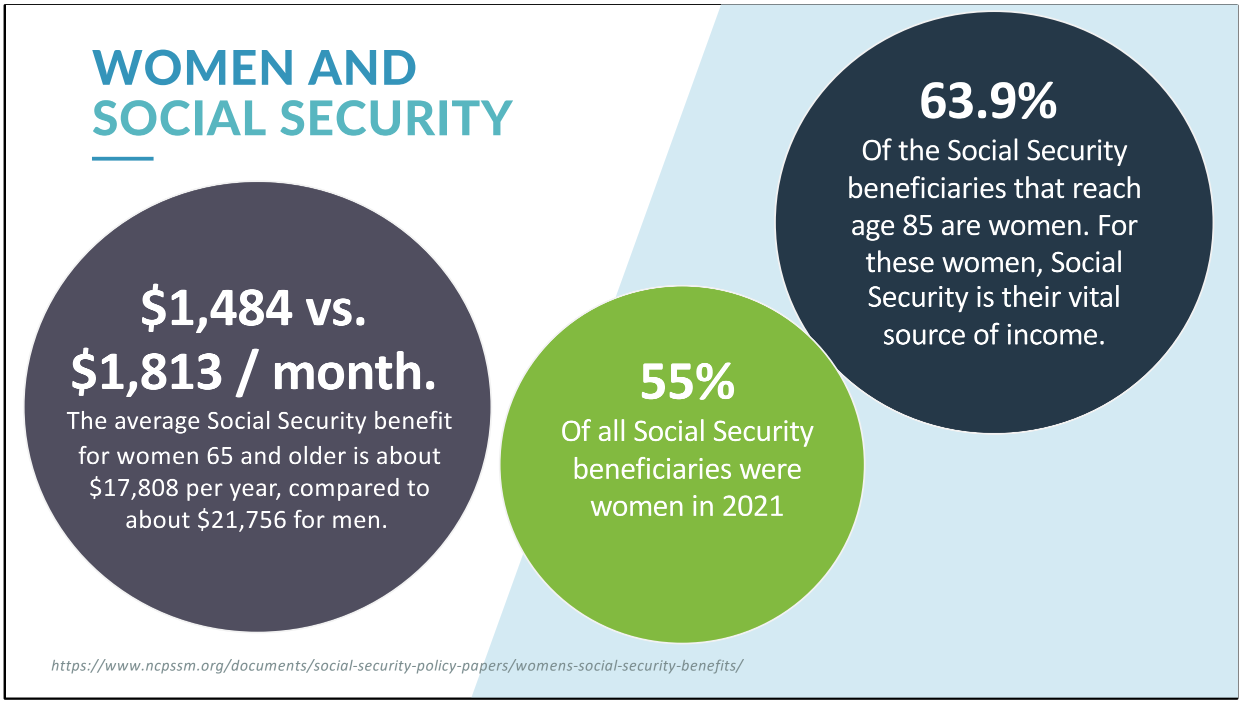
If your spouse dies, you may receive 100%, 75% or only 50% of their pension depending on the payout option. Do you know how yours is set up?
Talk about rolling it over into an IRA – pros are you have access to it if you need a large sum of money, your kids can inherit it, and you take a guaranteed sum now vs. hoping the company will keep its commitment.
If you die, it does not go to your children.



Has anyone in the room not taking SS? (instructor: to gage interest)

Who knows who this is? Ida May was the very first recipient of Social Security.

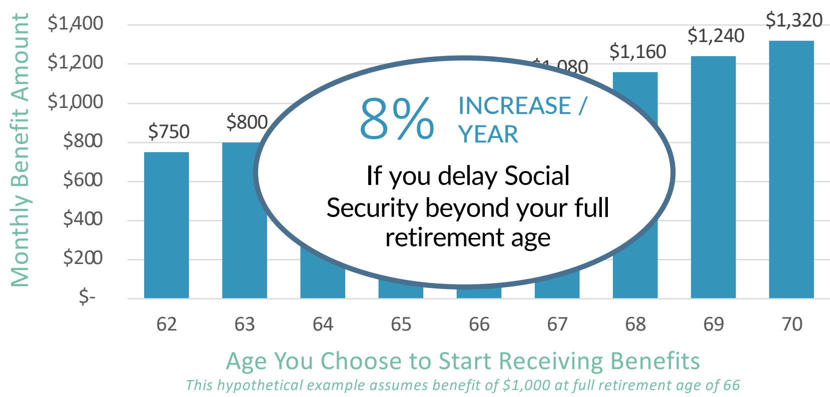
Ask how many attendees are already taking Social Security



Women earn an average of $17808 per year from Social Security vs. $21756 by men.
4 out of 5 women take Social Security early, and we'll look at just how much that impacts their benefits. And 3 in 10 women rely on Social Security as virtually their only source of income.

WHEN TO START RECEIVING BENEFITS

Monthly Benefit Amounts Differ Based on the Age You Start Receiving Benefits



If you receive a monthly benefit of 1,000 dollars with a full retirement age of 66, look at the difference in the monthly amount you receive.

You get an 8% increase for every year you delay Social Security beyond your full retirement age.

So delaying benefits from 62-70 represents a 76% increase in monthly payments…it pays to wait

COST OF A WRONG DECISION

The wrong decision
can leave up to

$182,370

of your money with
the Government.

https://www.fool.com/retirement/2022/12/30/this-social-security-mistake-could-cost-you-182370/

It's estimated that around 10% of Social Security recipients apply for benefits at age 70. But those who don't wait until age 70 to claim benefits lose a median of $182,370 in lifetime income. Delaying your Social Security filing until age 70 carries some risk. If you end up passing away at a relatively young age, then a delayed filing could leave you with a smaller amount of lifetime income than an earlier filing. But if you wind up having at least an average life span, then signing up for benefits at 70 could give you a lot more buying power throughout your retirement. And if you end up living a much longer life than average, you might end up gaining even more than $182,370 in additional buying power by delaying your Social Security claim until your 70th birthday.

SOCIAL SECURITY

EFFECTS OF DIVORCE OR WIDOWHOOD

- If you divorce, you are entitled to Social Security payments **equal to 50% of your ex-spouse's benefits**, if you were married for at least ten years.
- You'll lose that right if you remarry, though you'll be entitled to collect payments based on your new spouse's benefits.
- A widow is entitled to her late spouse's benefits as long as she doesn't remarry before age 60.

http://www.wife.org/retireplans.htm

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Let's look at just a few effects of divorce or widowhood.

Talk about other widow options available that aren't available to others instead of that one building slide.

SOCIAL SECURITY CALCULATORS

RUN THE NUMBERS

- Visit ssa.gov/myaccount to use calculators on the social security website
- OR
- We can run a detailed calculation in our one-on-one meeting

A Social Security Analysis gives estimates based on your actual Social Security earnings record. Please keep in mind that these are just estimates. We can't provide your actual benefit amount until you apply for benefits. And that amount might differ from the estimates provided because of changes in various factors including your income.

As you can see, the choice can be complicated. So run the numbers. You can use calculators on the social security website. OR we can run the numbers for your during our one-on-one meeting.

Questions on Social Security?

Let’s look at other sources to create a guaranteed income stream for life

What IS An ANNUITY?

An annuity is a long-term insurance contract sold by an insurance company designed to provide an income stream, usually after retirement.

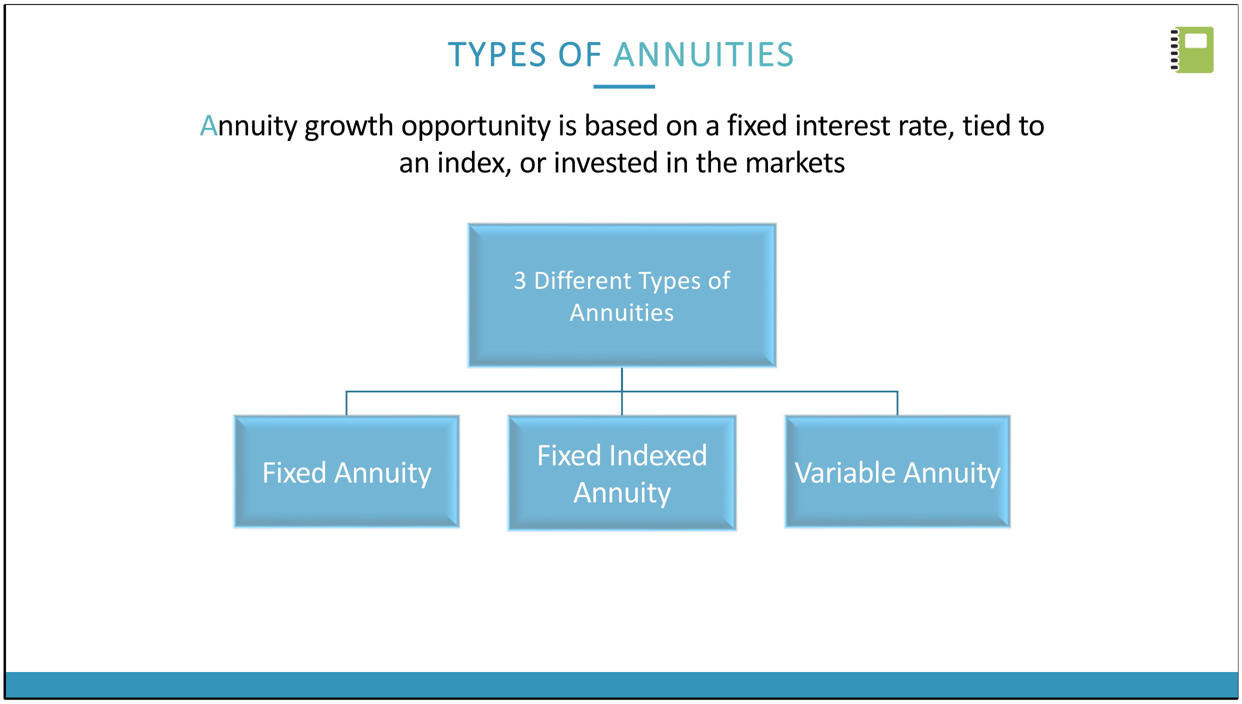
In most cases you give an insurance company a lump sum of money in return for regular income payments either for a specific amount of time or until you die.

An annuity can provide a guaranteed income stream for life for people who don't want to run out of money

Here's a brief description of what an annuity is.

HOW MUCH INCOME CAN AN ANNUITY GENERATE?

- The amount of income you receive from an annuity is based on the amount you pay the insurance company, the income option you choose, your gender, and your age at the time you purchase it.
- How much you put in depends on how much you want to get out.



Not all annuities are the same. There are several different varieties that grow in different ways. A fixed annuity earns a fixed interest rate. A variable annuity is tied to the ups and downs of the market and you can lose money. A fixed index annuity can earn interest each year tied to the performance of an external market index while never being invested in the market itself. For our discussion tonight, we'll focus on fixed index annuities.

Fixed Annuities

Often purchased with a lump sum. The insurance company invests the premium payments it receives and credits the policy a guaranteed fixed interest rate.

Pros – tax deferred growth with a guaranteed interest rate, regardless of market volatility. Often appealing to consumers wary of stock market volatility.

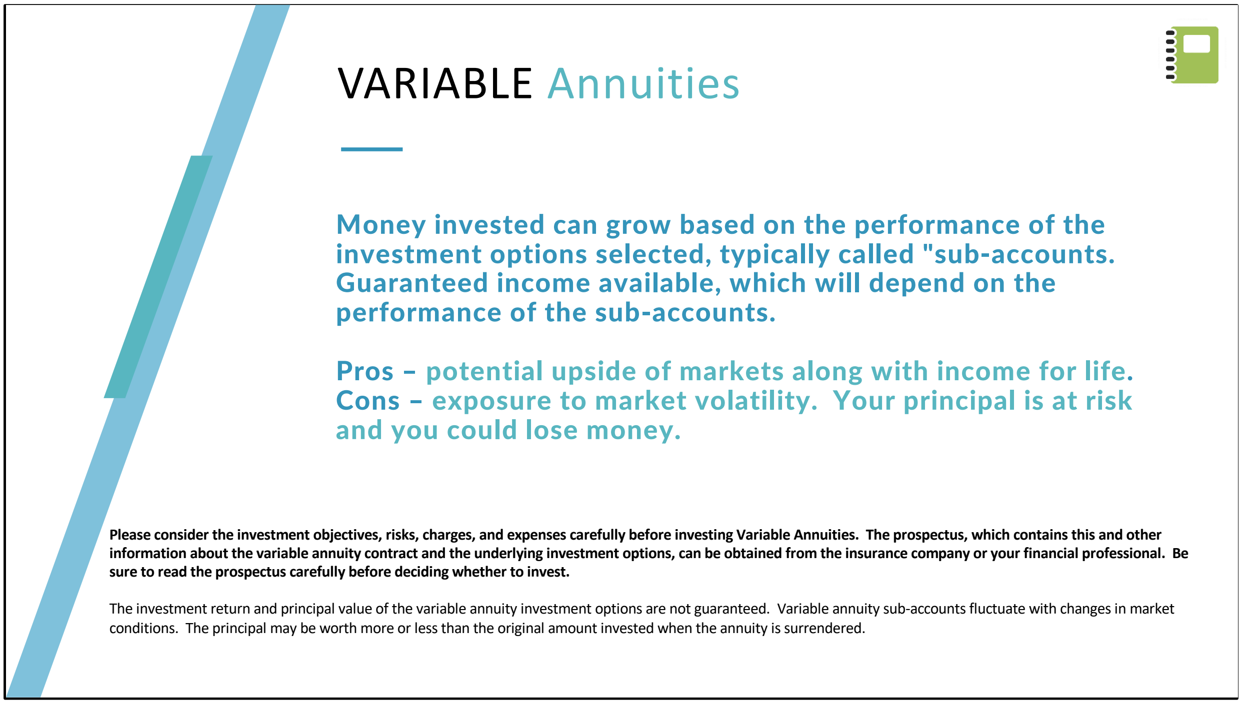
Cons – limited growth potential. Not as appealing in a low interest rate environment.

A fixed annuity is intended for retirement or other long-term needs. It is intended for a person who has sufficient cash or other liquid assets for living expenses and other unexpected emergencies, such as medical expenses. A fixed annuity is not a registered security or stock market investment and does not directly participate in any stock or equity investments or index.

Let's look at a fixed annuity. (Read pros and cons)

The pros are tax deferred growth with a guaranteed interest rate, regardless of market volatility. Often appealing to consumers wary of stock market volatility.

The cons are limited growth potential. Not as appealing in a low interest rate environment.

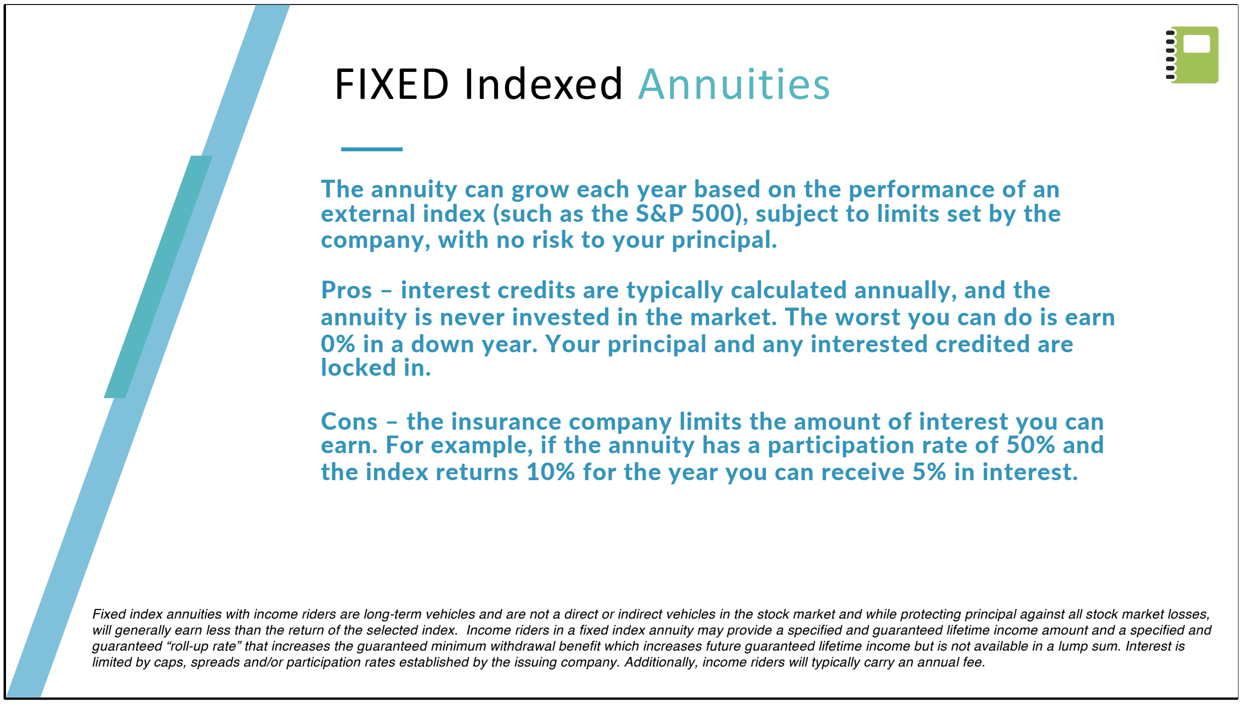


A variable annuity is a tax-deferred retirement vehicle that allows you to choose from a selection of investments,

Money invested can grow based on the performance of the investment options selected, typically called "sub-accounts. Guaranteed income available, which will depend on the performance of the sub-accounts.

PROS – Potential upside of markets along with income for life.
CONS – Exposure to market volatility. Your principal is at risk and you could lose money.

And then there are variables' fees. Aside from surrender charges that dock you for early withdrawals. Add ongoing management fees and insurance charges, which combined can run as high as 2% to 3% a year.



The annuity can grow each year based on the performance of an external index (such as the S&P 500), subject to limits set by the company, with no risk to your principal.

PROS – Interest credits are calculated annually, and the annuity is never invested in the market. The worst you can do is earn 0% in a down year. Your principal and any interested credited are locked in.

CONS – The insurance company limits the amount of interest you can earn. For example, if the annuity has a participation rate of 50% and the index returns 10% for the year you can receive 5% in interest.

Annuities disclaimer

Annuities contain fees and charges which include, but are not limited to, surrender charges, administrative fees and fees for optional contract riders and benefits. Withdrawals and death benefits are subject to income tax. If withdrawals and other distributions are received prior to age 59 ½, a 10% penalty may apply. Annuities carry surrender charges for several years that may be assessed against withdrawals. Certain annuity product features, offered by some annuity companies, such as stepped-up death benefit, a bonus credit and a guaranteed minimum income benefit, carry added fees or restrictions. Bonus annuities may include higher surrender charges, longer surrender periods, lower caps, higher spreads, or other restrictions that are not included in similar annuities that don't offer a bonus. If you are purchasing an annuity within a tax-advantaged plan such as an IRA, you will get no added tax advantage. All guarantees of an annuity are backed by the claims paying ability of the issuing insurer.

Past performance is no guarantee future results. Crediting rates including caps for FIA's can change and are determined by the insurance companies at the time of issue. Future performance cannot be predicted or guaranteed. FIA's are not registered as a security with the SEC and is not invested directly in any stock, bond, or security investment. FIA products, features, and benefits vary by state.

Annuity Contracts are products of the insurance industry and are not guaranteed by any bank or insured by the FDIC. When purchasing a fixed indexed annuity, you own an annuity contract backed by the insurance company, you are not purchasing shares of stocks or indexes. Product features such as interest rates, caps, and participation rates may vary by product and state and may be subject to change. Surrender charges may apply for early withdrawals. Be sure to review the specific product disclosure for more details. Guarantees are based on the financial strength and claims paying ability of the insurance company.

· This information is not intended to give tax, legal, or investment advice. Please seek advice from a qualified professional on these matters.

· Lifetime income benefit riders are used to calculate lifetime payments only. The income account value is not available for cash surrender or in a death benefit. Excess withdrawals may reduce lifetime income and may incur surrender charges. Fees may apply. Guarantees based on the financial strength and claims paying ability of the insurance company. See specific product disclosure for more details.

Now that we've covered guaranteed income streams to help make sure you don't outlive your money, let's look at how you create enough money in the fist place.   Is your money working hard enough for you?   Let's find out.

HOW MUCH MONEY WILL YOU NEED?

80%

Many experts say you will need at least **80%** of your pre-retirement income to live comfortably in retirement.

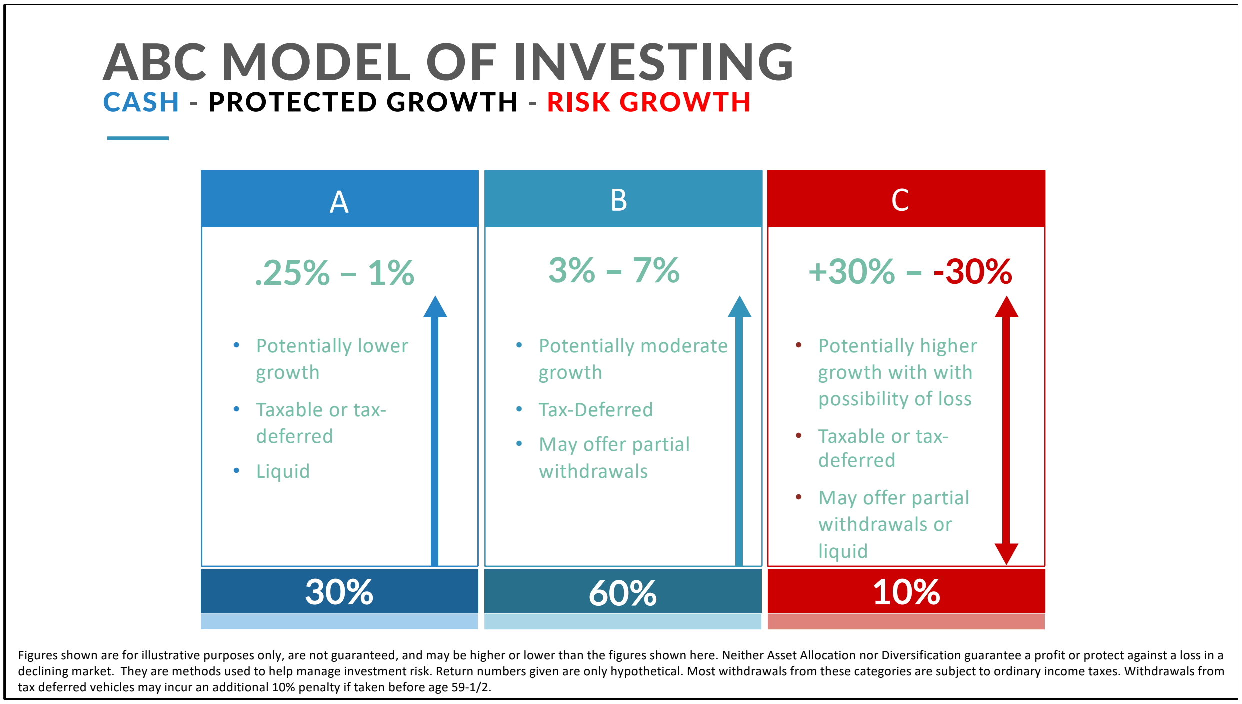
But is that realistic?

https://fortune.com/recommends/article/how-much-money-do-you-need-to-retire/

How much money will you need in retirement? Experts suggest 80 percent of your current income, but is that really realistic?

HOW CAN YOU BALANCE RISK AND REWARD?

You want to be smart with your money, but you might also want to take advantage of opportunities for growth. Is your money protected from market loss? Earning a reasonable rate? Are you adequately balancing liquidity, growth and protection? Let's take a look at some options



This model may help you decide how much risk you want in a portfolio, and not leave it up to someone else to decide for you. Because it's an individual choice; your individual choice.

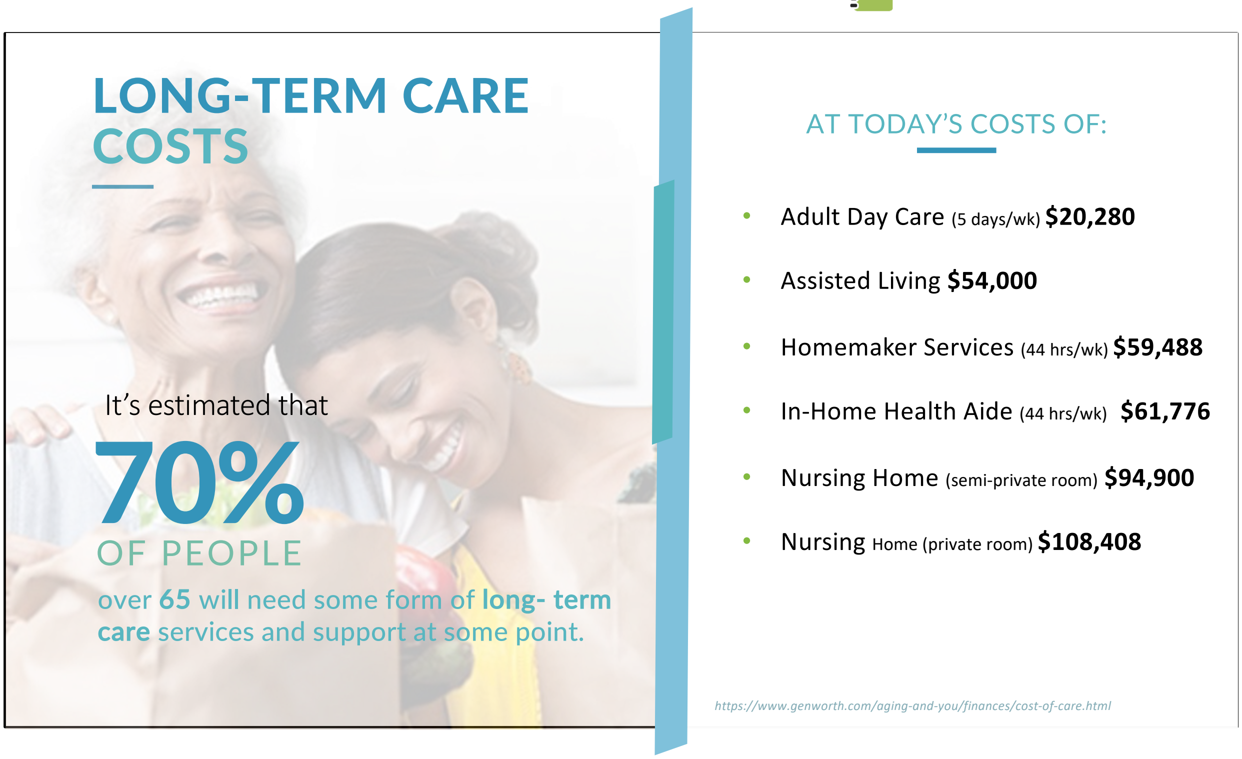
"Imagine that all your investible assets are liquid and you could set them up anyway you like, starting today. Not where they were 10 years ago or last year, but from now on. This is important because you want to have your assets set up for your needs going forward, not left in accounts that could jeopardize your future. You need to realize that not all your assets are liquid and in a position to move to your ideal situation. This will just give you a glimpse at your "ideals" in planning."
"Let's divide assets into three categories, A, B, and C. "

Talk about each category.

Conservative Model: A sample conservative allocation of assets might look like this. 30% in Column A. 60% in column B. 10% in Column C. However, there is no right or wrong allocation. It is based on your own risk tolerance and timeline.

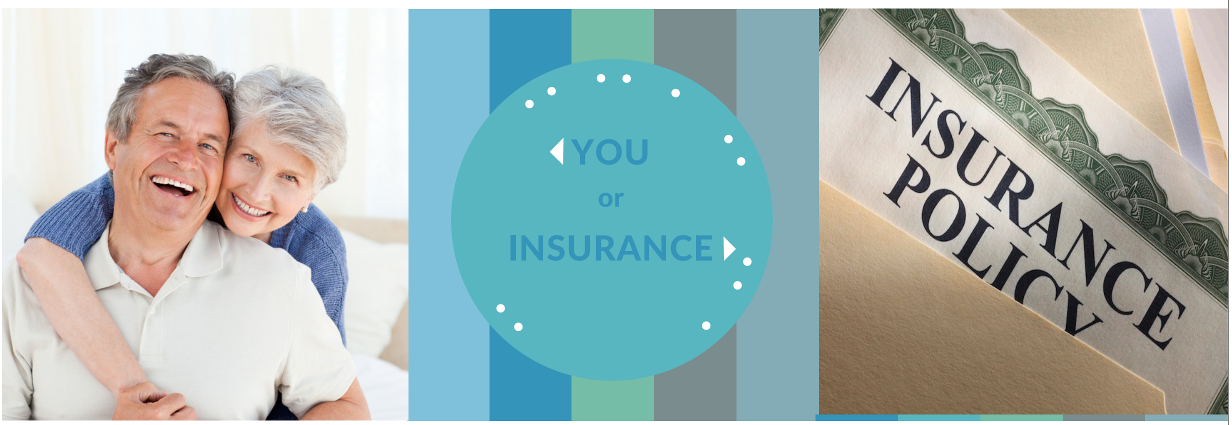
NOTE: this is your chance to talk about green money strategies if that is your specialty, or red money strategies if that is your specialty.

We’ve looked at creating guaranteed income from several streams, to help ensure you don’t outlive your money. We’ve looked at asset allocation to help ensure you are balancing risk and reward and that your money is working hard enough for you. Now let’s look at the third problem and some possible solutions – protecting yourself against long-term health care costs.



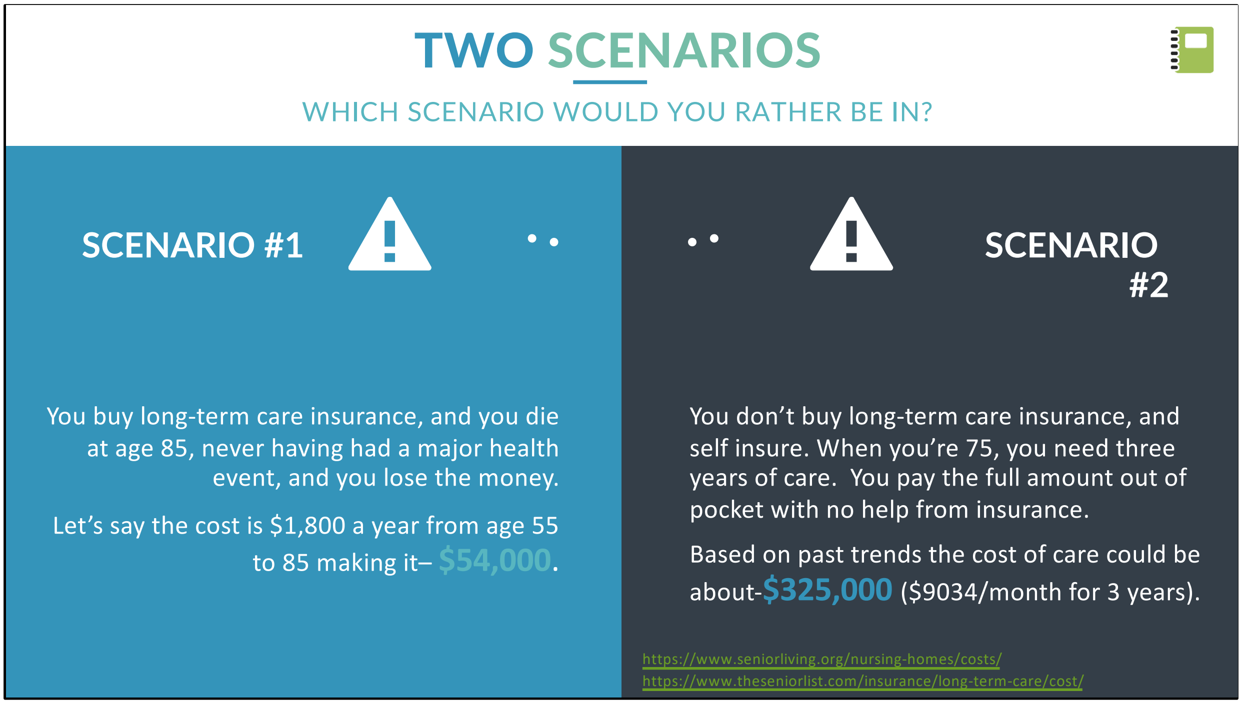
70 percent of people over 65 will need some form of long-term care at some point in their life. And it's not cheap.

WHO PAYS?



So, if Medicare only pays for a very limited portion of Long-Term Care costs and Medicaid only pays for those who are impoverished what is left?

So if Medicare and Medicaid aren't the answer, who is going to pay those bills? Is it going to be you or the insurance company? Let's look at some long-term care options.



A common objection to long-term care insurance is, "what if I pay that money and never use the insurance?". These two scenarios are possible.

ALSO – there are new products where you do not lose all the money if you don't use the insurance. Let's take a look at the different types of long-term care insurance.

TYPES OF LONG-TERM CARE INSURANCE

- **Traditional long-term care**
  - You determine length and amount of coverage
- **Combination "Linked-benefits" products**
  - Annuities with long-term care rider
  - Life insurance with long-term care rider
  - May provide less coverage but it's not "use it or lose it"

A portion of your premium may be tax-deductible

Riders are available for an additional fee – some riders may not be available in all States.

There are typically two types of long-term care insurance – traditional and combination or newer "linked benefit" products.

How Do Long Term Care Insurance Tax Deductions Work?
•Long-term care health insurance premiums may be deductible on your tax return — up to a certain limit — based on the insured person's age.
•You may be able to itemize deductions in order to deduct your premiums.
•Generally, all qualified long-term care insurance premiums plus eligible medical expenses must exceed a percentage of an individual's adjusted gross income to qualify for a deduction.

Presenters: here are the numbers for 2024 deductible limits if asked:

If attained age before close of tax year is:	2024 deduction limit is:
- 40 or less	- $470
- 41-50	- $890
- 51-60	- $1,760
- 61-70	- $4,710
- 71+	- $5,880

TRADITIONAL LONG-TERM CARE

With a traditional stand-alone policy, you elect your benefits at the outset:

- Monthly Benefit ($3,000-$15,000)
- Benefit Period (2 years, 3 years, 4 years, 5 years, 6 years, 8 years, 10 years, Unlimited) (Individual or Shared)
- Waiting Period (30 Days, 60 days, 90 days)

Pros - Your policy can be custom-tailored to suit your needs

Cons - Rates can be increased

Example shown for illustrative purposes only and does not reflect any specific policy. Your actual options and coverage will based on your own needs and the carrier/policy you select.

Here's what traditional long-term care looks like.

EFFECT ON FAMILY CAREGIVERS

It's not just about the insured, it's about the people around them.

- Approximately **75%** of family caregivers are women.
- **36%** of family caregivers suffer from depression and anxiety, which is 114% more than non-caregivers.

https://www.aplaceformom.com/caregiver-resources/articles/caregiver-statistics
https://newsroom.clevelandclinic.org/2022/11/02/survey-shows-importance-of-supporting-family-caregivers/

Long-term care insurance protects you, but also your family. Women, as caregivers, are especially prone to the sometimes debilitating effects of caring for family members. This insurance protects you and the ones you love.

COMMUNICATING WITH FAMILY ABOUT MONEY

TALK TO YOUR FAMILY

Is there a money conversation you'd like to have that you **aren't currently having**?

Finally, let's end with just a few quick ideas on talking to your family about money.
Is there is a money conversation you would like to have with a family member but are not currently having?

One of the biggest causes of conflict in families is money issues, especially when they don't have open honest conversations about those issues.

COMMUNICATING WITH FAMILY ABOUT MONEY

Ask - what does your prefect retirement look like? (Perfect retirement vision exercise)
Ask - what do you NOT want to happen financially?
Ask - if you could no longer care for yourself, would you prefer to be in an assisted living facility, or to receive care at home?
Share - your long-term care plan.
Share - any reservations you have about living with or being cared for by a family member.

See more "conversation starters" in your workbook

https://www.medicare.gov/coverage/long-term-care.html

Here are some ideas about how to talk to family about money.

WHAT NEXT? THE CHOICE IS YOURS

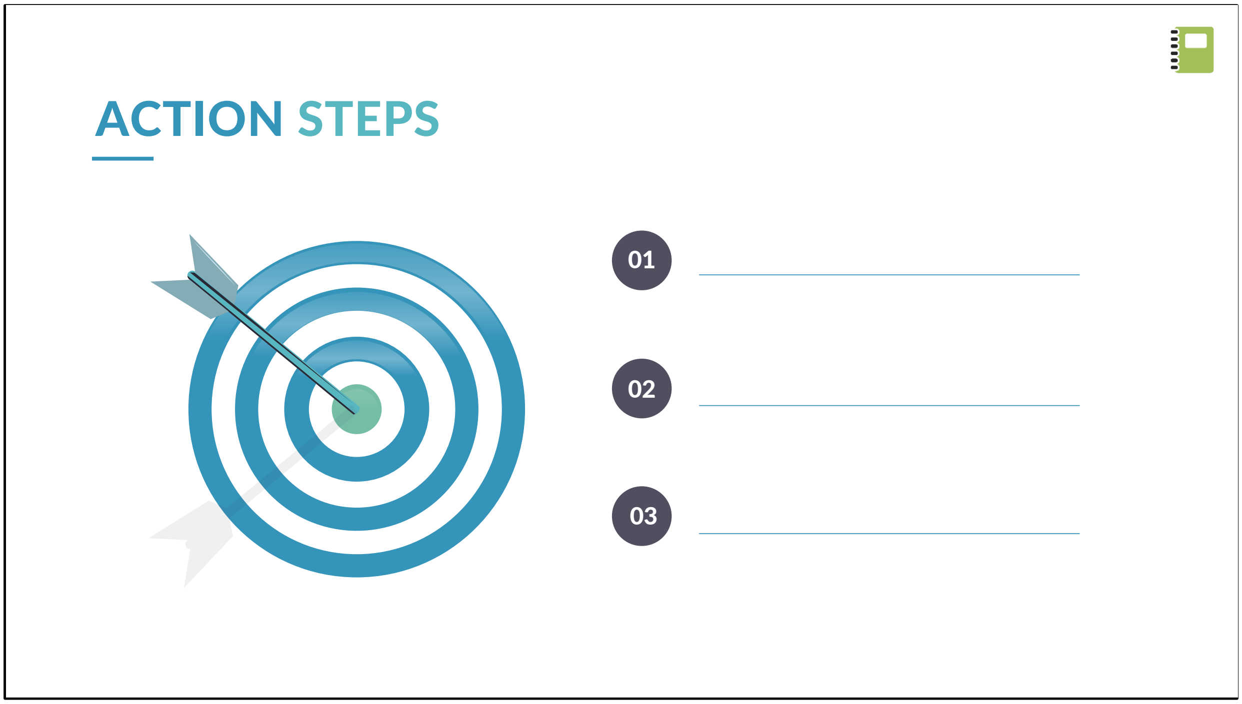
ACTION STEPS

PLANNER

AVOIDER

When you leave here tonight you have a choice….to be a planner or an avoider. A lot of other priorities are going to be competing for your attention.

If you are an avoider, nothing is going to change when it comes to your financial future. If you are a planner, you can affect positive change immediately.



Write down in your workbook the three action steps you are committed to taking.

POSSIBLE ACTION STEPS

1. Compare social security options to maximize benefits
2. Calculate how much money you'll need for retirement
3. Meet with a financial professional to create a retirement income strategy
4. Consider having a financial plan done for you with, a qualified financial planner.
5. Review your investment portfolio to see if there are opportunities to balance risk and reward
6. Make a long-term health care plan
7. Talk to your family about money and your future

REMEMBER TO SCHEDULE A MEETING

Here are some possible action steps.

Remember, the actions you take right now can have the biggest impact on your financial future. Your future self is counting on you.