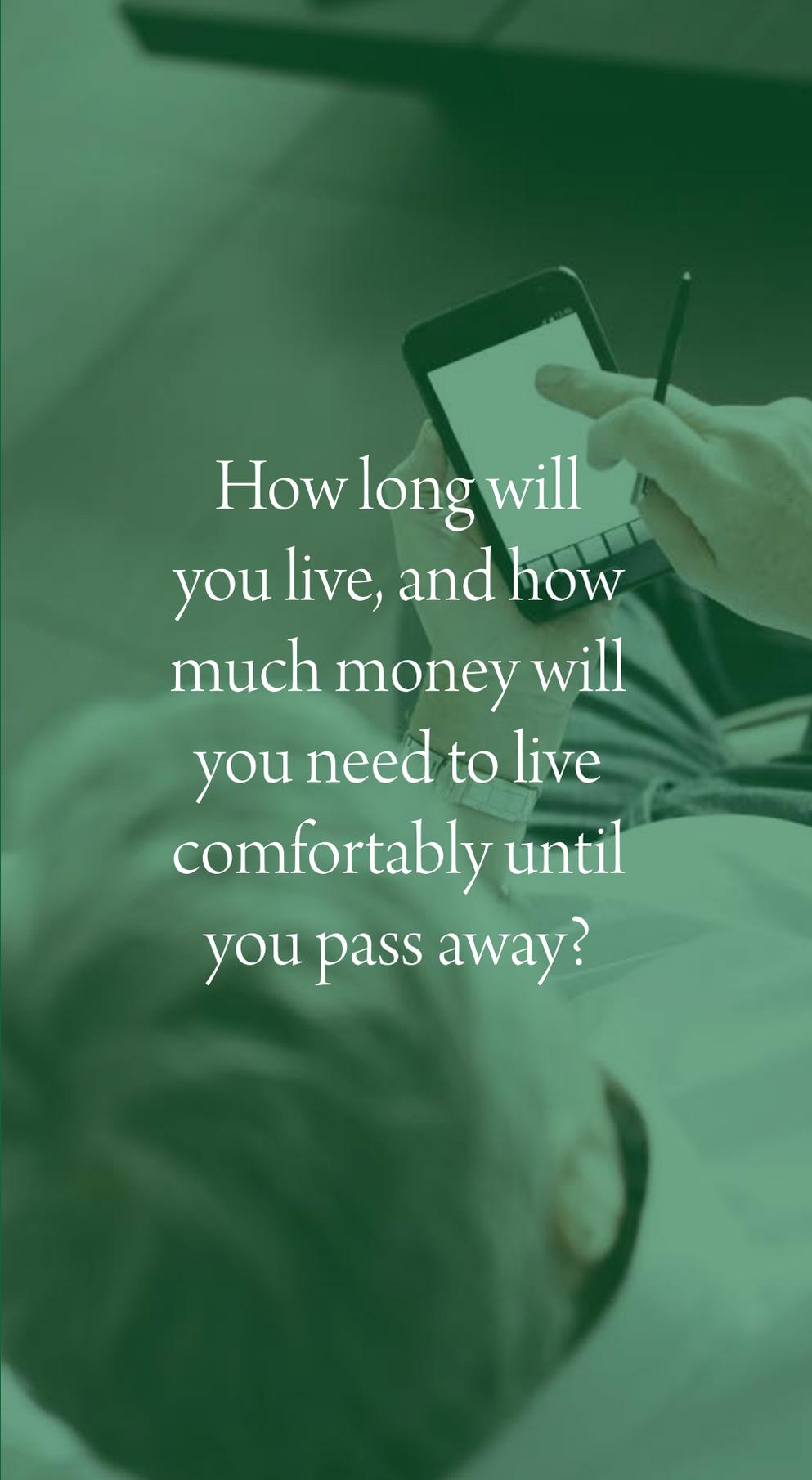


THE VALUE OF AN  
**OBJECTIVE  
OPINION**

Why objective financial  
advice is important.



How long will you live, and how much money will you need to live comfortably until you pass away?

**These are two primary questions to address when planning for retirement income. If we each had the answer, we'd have a better chance of meeting the goal of not outliving our money. However, these also are two of the most difficult questions to answer accurately.**

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## **The Importance of Timing**

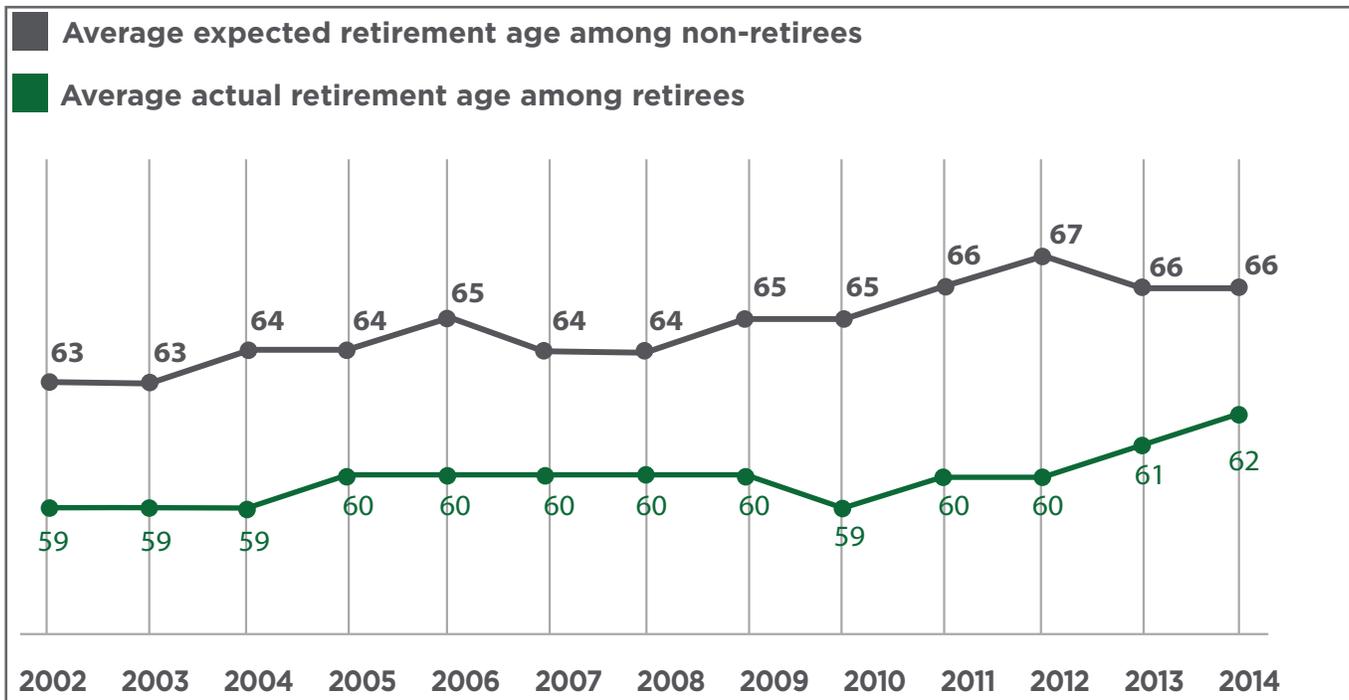
Although genetics can play into one's life expectancy, a survey by the Society of Actuaries showed that there is a disconnection between how long people expect to live and the age their oldest family members reached. Despite more than half of retirees and pre-retirees reporting that they had a family member who lived longer than 90 years, 37 percent of pre-retirees and 28 percent of retirees expected to live at least 10 years less than their oldest-living family members.<sup>1</sup>

Another challenge to planning your retirement income is estimating when you'll retire. Plan as you may, this can be a variable you can't control — largely due to employer changes, like closures or downsizing, or potential health issues you or your loved ones may experience. In fact, the age people expect to retire is often higher than the actual age at which most people retire. In recent years, 38 percent of workers have indicated they expect to retire at age 70 or older. At the same time, studies show that only 4 percent of Americans actually retire at age 70 or older. Presently, the median retirement age is 62, and about 39 percent of retirees retired before age 60.<sup>2</sup>

<sup>1</sup> Greenwald & Associates. Society of Actuaries. January 2016. "2015 Risks and Process of Retirement Survey." <https://www.soa.org/Files/Research/Projects/research-2015-full-risk-report-final.pdf>. Accessed Aug. 31, 2017.

<sup>2</sup> Lisa Greenwald, Craig Copeland, Ph.D., and Jack VanDerhei, Ph.D. Employee Benefit Research Institute. March 21, 2017. "The 2017 Retirement Confidence Survey." <https://www.ebri.org/pdf/surveys/rcs/2017/1B.431.Mar17.RCS17.21Mar17.pdf>. Accessed Aug. 31, 2017.

## Americans' Actual vs. Expected Age of Retirement<sup>3</sup>



## The Importance of Income Planning

A 2016 poll revealed that just 24 percent of baby boomers believe they will have enough savings to last through retirement. Further, 26 percent of boomers expect to retire at age 70 or later.<sup>4</sup> However, as we've established with regard to life expectancy and retirement age, our beliefs do not always reflect our reality.

Unfortunately, today's statistics show that Americans on average are ill-prepared for retirement. In a 2017 survey that asked what

amount of savings people think they will need for retirement, 64 percent of respondents said half a million dollars or more. However, the survey found that 47 percent of respondents had less than \$25,000 in savings, and 24 percent said they had less than \$1,000 in savings.<sup>5</sup>

Are Americans concerned about not having enough retirement income? Absolutely. Among the biggest worries for a majority of Americans is not having enough money for retirement, followed by not being able to pay for medical bills should they experience a serious illness or accident.<sup>6</sup>

<sup>3</sup> Rebecca Riffkin. Gallup. April 28, 2014. "Average U.S. Retirement Age Rises to 62." <http://news.gallup.com/poll/168707/average-retirement-age-rises.aspx>. Accessed Sept. 29, 2017.

<sup>4</sup> Insured Retirement Institute. April 2016. "Boomer Expectations for Retirement 2016." <https://www.myirionline.org/docs/default-source/research/boomer-expectations-for-retirement-2016.pdf>. Accessed Aug. 31, 2017.

<sup>5</sup> Lisa Greenwald, Craig Copeland, Ph.D., and Jack VanDerhei, Ph.D. Employee Benefit Research Institute. March 21, 2017. "The 2017 Retirement Confidence Survey." <https://www.ebri.org/pdf/surveys/rcs/2017/IB.431.Mar17.RCS17..21Mar17.pdf>. Accessed Aug. 31, 2017.

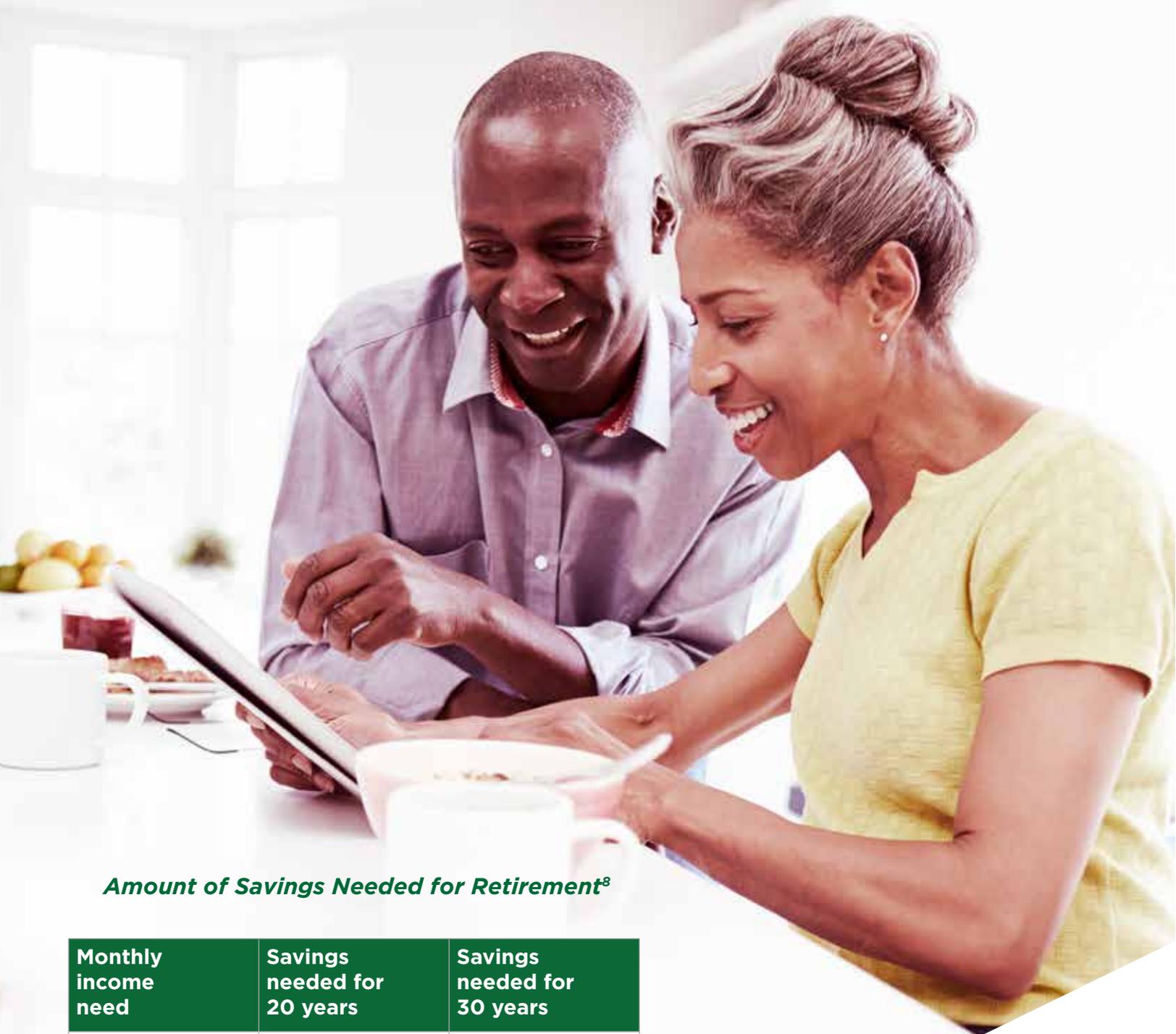
<sup>6</sup> Justin McCarthy. Gallup. May 19, 2017. "Americans' Financial Anxieties Ease in 2017." <http://www.gallup.com/poll/210890/americans-financial-anxieties-ease-2017.aspx>. Accessed Aug. 31, 2017.

### *Today's Retirees<sup>7</sup>*

Retirement Statistics (research date: April 8, 2015)	Data
Average retirement age	<b>63</b>
Average length of retirement	<b>18 years</b>
Average savings of a 50-year-old	<b>\$42,797</b>
Total cost for a couple over 65 to pay for medical treatment over a 20-year span	<b>\$218,000</b>
Percentage of people ages 30-54 who believe they will not have enough money put away for retirement	<b>80%</b>
Percentage of Americans over 65 who rely completely on Social Security	<b>36%</b>
Percentage of Americans who don't save anything for retirement	<b>38%</b>
Americans older than 50 account for:	
Percentage of all financial assets	<b>77%</b>
Percentage of total consumer demand	<b>54%</b>
Prescription drug purchases	<b>77%</b>
All over-the-counter drugs	<b>61%</b>
Auto sales	<b>47%</b>
All luxury travel purchases	<b>80%</b>

<sup>7</sup> Statistic Brain. Jan. 3, 2016. "Retirement Statistics." <http://www.statisticbrain.com/retirement-statistics/>. Accessed Aug. 31, 2017.

<sup>8</sup> Ibid.



***Amount of Savings Needed for Retirement<sup>8</sup>***

Monthly income need	Savings needed for 20 years	Savings needed for 30 years
\$1,000	\$166,696	\$212,150
\$2,000	\$333,392	\$424,300
\$3,000	\$500,087	\$636,450
\$4,000	\$666,783	\$848,601
\$5,000	\$833,479	\$1,060,751
\$6,000	\$1,000,175	\$1,272,901
\$7,000	\$1,166,871	\$1,485,051
\$8,000	\$1,333,567	\$1,697,201
\$9,000	\$1,500,262	\$1,909,351
\$10,000	\$1,666,958	\$2,121,501

The sums on the left assume your portfolio will earn a 6 percent annualized return during the course of your retirement and endure 2 percent annual inflation erosion.

This chart is for illustrative purposes only, is not a representation of past or future results, and is no guarantee of return or future performance. It is a hypothetical example and does not represent any specific product or service.



## The Value of an Objective Opinion

In a longer lifespan, you're more likely to encounter periods of both good and bad market performance. For that reason, when planning for retirement, it's increasingly important to seek guidance from a financial advisor who can help you structure an income strategy that reflects your financial situation, risk tolerance and investment objectives. You don't want just any financial advice, but objective financial advice.

With so much at stake, it's important that you feel you can trust a financial advisor to consider a wide variety of possible solutions, including both investment and insurance products, before making any recommendations. You also want to have confidence that the advice being provided by your financial advisor is in your best interests — not his or hers.

Within the financial services industry, there are independent financial professionals who operate as self-employed business owners and sell the products of multiple financial institutions.

This contrasts with financial professionals who represent a financial institution and are employees of that institution. These employees are generally referred to as “captive” financial professionals.

While captive financial professionals are typically required to sell only the propriety products of the financial institution that employs them, independent financial professionals are able to work with many financial institutions, providing their clients with a wider array of products from which to choose, potentially increasing the likelihood of being able to provide the best product or products for their clients’ particular situations. Many independent financial advisors can help individuals create retirement strategies using a variety of investment and insurance products to custom suit their needs and objectives.

As small business owners, independent financial advisors are likely to have smaller clienteles than larger companies that employ multiple financial advisors. If “the personal touch” is important to you, you may have more luck finding it with an independent financial advisor. There’s also something to be said for working directly with the business owner, who understands and has a greater appreciation for the impact each client has on his or her business.

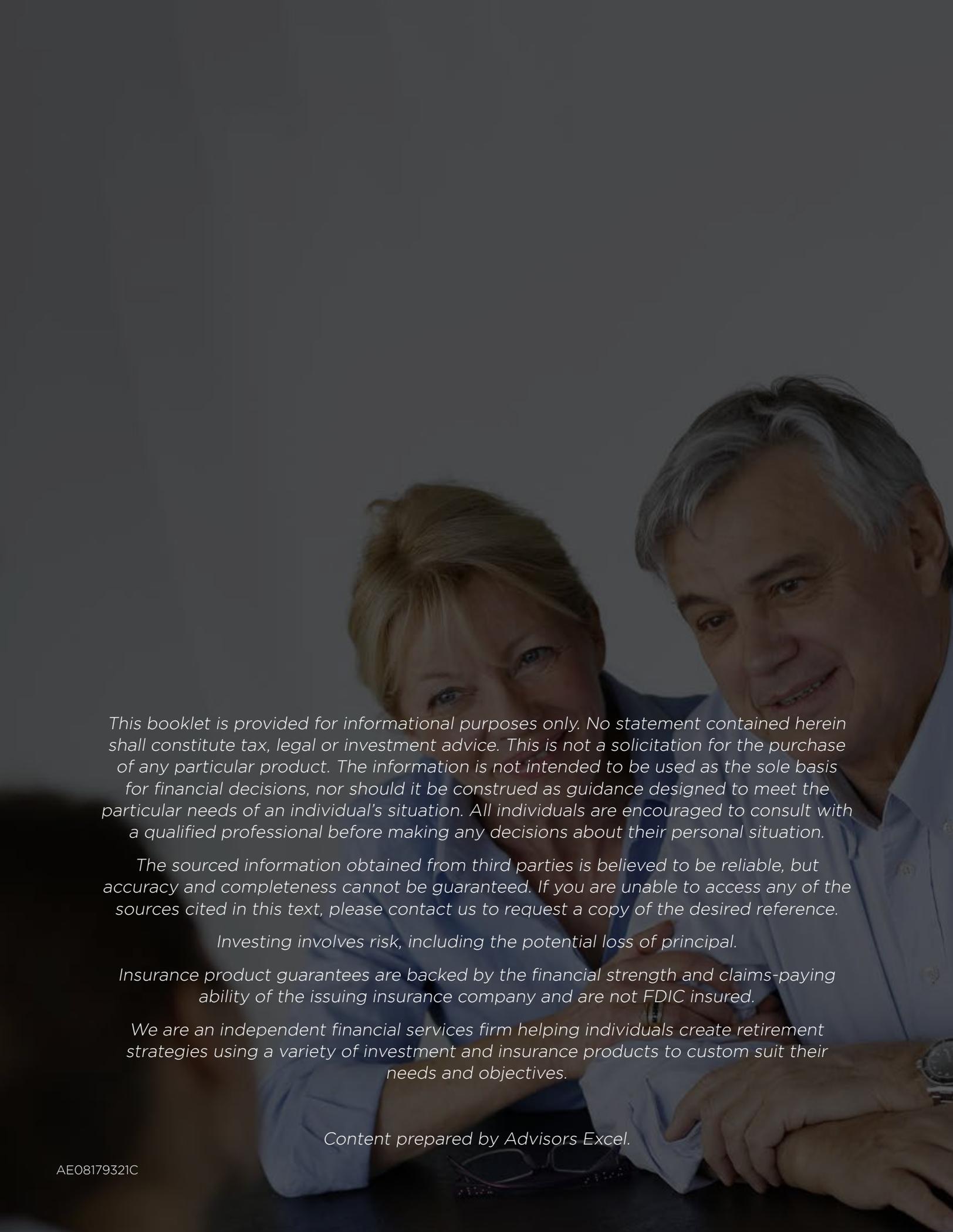
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## The Benefits of Independence

As the demand for objective advice grows, it stands to reason more people may choose to work with independent professionals. Independent financial advisors are not forced to sell only the proprietary products of a single financial institution; rather, they generally have access to a larger selection of possible solutions from a wide range of financial institutions to help clients work toward their financial goals.

Planning for retirement income today can be challenging. For this reason, you may want to consider securing objective financial advice to help you meet this challenge, and take steps to help keep you on the path toward your desired financial future.

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*Content prepared by Advisors Excel.*