

A Comprehensive Modular Program

Foundational Concepts

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The Transition Phase of Retirement and Your Business

Module 2

Framework for Retirement Income Planning

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Tying It All Together



Module 9: Tying it All Together

Income Planning for Clients Nearing Retirement

Pershing[®]


BNY MELLON

Foundational Concepts

Foundational Concepts

Module 1

The Transition Phase of Retirement and Your Business

Why focus on retirement income planning?

- Opportunity to consolidate assets and deepen relationships
- Clients are confused and stifled by inertia
- Clients lack awareness of new or heightened risks
- Individuals intuitively understand the value of, and seek to create, integrated retirement income plans

Foundational Concepts

Foundational Concepts

Module 2

Framework for Retirement Income Planning

- There are multiple planning strategies
- Familiarize yourself with prevailing strategies—understand the unique benefits and potential shortcomings of each strategy
- Help clients choose the strategy or combination of strategies appropriate for their goals and objectives

Foundational Concepts

Foundational Concepts

Module 3

Income Resources and Budgeting Basics

- Take inventory, analyze assets to:
 - Understand potential income streams
 - Uncover asset repositioning opportunities
- Help clients build a budget, consider:
 - Legacy objectives
 - Discretionary versus nondiscretionary expenses
 - Impact of inflation
 - Impact of health care costs
- Restructure debt:
 - Aim to reduce or eliminate by retirement

Major Activities and Decisions

Major Activities and Decisions

Module 4

Tapping into Social Security

- Social Security is a cornerstone of retirement income for most Americans
- Familiarize yourself with basic Social Security rules—understand how you can present a more holistic, client-focused view of retirement income planning
- To optimize Social Security benefits, clients should consider:
 - Implications of various benefit start dates
 - Possible reduction of benefits due to working while receiving benefits
 - Advanced claiming strategies, if married

Major Activities and Decisions

Major Activities and Decisions

Module 5

Expanding the Scope of Investments

- Consider expanding the scope of investments for retirement income planning purposes:
 - Traditional equity and fixed income
 - Annuities
 - Alternative investments
- Consider securities lending to generate additional income
- Review asset allocations—depending on withdrawal strategy, it may need adjustment for:
 - Continued growth
 - Liquidity needs

Major Activities and Decisions

Major Activities and Decisions

Module 6

Additional Strategies for Generating Retirement Income

- There are many creative options for generating retirement income including:
 - Real estate
 - 1031 exchange
 - Charitable remainder trusts
 - Reverse mortgage
 - Life insurance

Advanced Strategies and Implementation

Advanced Strategies and Implementation

Module 7

Optimal Withdrawal Strategies for Tax-Advantaged Accounts

- To optimize tax-qualified retirement savings, clients should generally:
 - Diversify tax risk
 - Avoid penalties
 - Leverage special tax options
 - Maximize tax advantages
- Common strategies include:
 - Roth IRA conversion
 - Substantially equal periodic payments (72t)
 - Taking advantage of net unrealized appreciation (NUA)
 - Stretch IRA strategy
 - Qualified Longevity Annuity Contracts (QLACs)

Advanced Strategies and Implementation

Advanced Strategies and Implementation

Module 8

Identifying Target Clients and Building a Marketing Strategy

Consider the following when you are ready to take action:

- Examine your current client base
- Develop communications and outreach campaigns for target clients
- Create prospecting campaigns for new client lead generation

Where to Find Pershing Resources

Retirement Programs: retirementpowerplay.com/income

The screenshot shows the Pershing website interface. At the top, it says "Pershing" and "A BNY MELLON COMPANY". Below that, a main heading asks "Who's Helping You Grow Your Retirement Business?" and mentions that Pershing helps accelerate retirement opportunities with marketing programs. There are three main navigation buttons: "IRAs", "Retirement Income", and "Small Business Retirement Plans". A central graphic features a tree and the text "turn learning into opportunity." Below this, there are sections for "Continuing Education Credits" and a grid of educational modules. A text box at the bottom of the screenshot states: "Programs include IRA and Rollover, Retirement Income and Small Business Retirement Plans".

Download educational and client materials

This collage displays several educational and client materials. On the left is a brochure titled "Retirement Planning for Every Stage of Life". In the center is a chart titled "Tax-Advantaged Accumulation Tools" which compares the growth of tax-deferred and taxable accounts over 30 years. On the right is a document titled "A Financial Professional's Guide to a Successful Retirement Planning Seminar". At the bottom right is a table titled "Individual Retirement Account (IRA) Contribution and Deduction Limits 2014-2015" which compares contribution and deduction limits for 2014 and 2015 across different income levels and filing statuses.

Where to Find Pershing Resources (Continued)

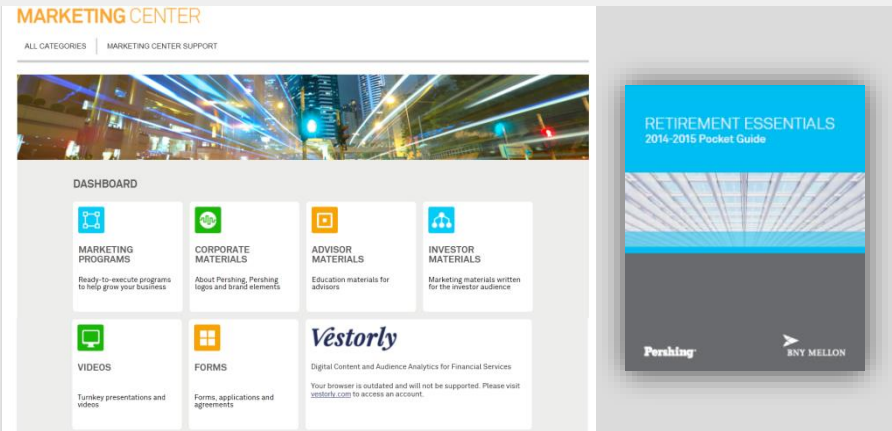
Retirement Essentials website: retirementpowerplay.com/essentials

The screenshot displays the Retirement Essentials 2015 website. The top navigation bar includes links for Home, Individual Retirement Accounts, Employer-Sponsored Plans, and Contact. A 'Go to 2014' button is located in the top right corner. The main content area is divided into two sections: Individual Retirement Accounts and Employer-Sponsored Plans. The IRA Comparison Tool is highlighted with a red arrow. The tool interface shows a 'Step 1' section for selecting IRAs to compare, with options for Traditional IRA, Roth IRA, Rollover IRA, Stretch IRA Strategy, Guardian IRA, and Spousal IRA. The 'Step 2' section allows users to choose at least one feature to compare, with checkboxes for Who is eligible?, May benefits clients who..., Contributions, Important deadlines, Contribution deductibility, Distributions, Withdrawal rules, and Rollovers, conversions and transfer. A 'Reset' button and a 'Compare Now' button are located at the bottom of the tool interface.

Optimized for tablets—Allows you to compare, select and research IRAs and Employer-Sponsored Plans

Where to Find Pershing Resources (Continued)

Visit Marketing Center in NetX360®



Under Resources in NetX360

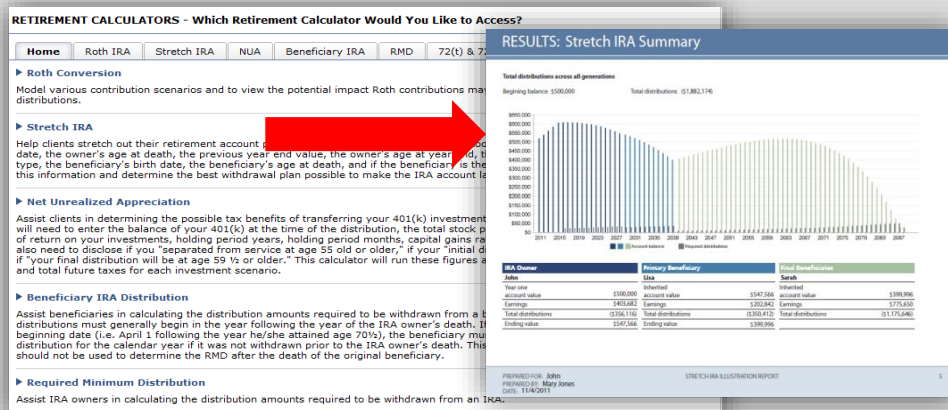
In the Marketing Center

- View and order printed materials
- Sort by keyword “Retirement” or “IRA-Marketing”
- Customize fact sheets for client use

Under Financial Solutions and Retirement

- Information about Pershing’s offering
- Quick links to webcasts and materials
- Regulatory and product updates

Go to the Retirement Center in Tools



In the Retirement Center

- Retirement calculators that generate client-ready reports

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