Module 9  Tying it All Together

A Comprehensive Modular Program

Foundational Concepts

Module 1
The Transition Phase of Retirement and Your Business

Module 2
Framework for Retirement Income Planning

Module 3
Income Resources and Budgeting Basics

Major Activities and Decisions

Module 4
Tapping Into Social Security

Module 5
Expanding the Scope of Investments

Module 6
Additional Strategies for Generating Retirement Income

Advanced Strategies and Implementation

Module 7
Optimal Withdrawal Strategies for Tax-Advantaged Accounts

Module 8
Identifying Target Clients and Building a Marketing Strategy

Module 9
Tying It All Together
Module 9: Tying it All Together

Income Planning for Clients Nearing Retirement
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
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
Module 3  
Income Resources and Budgeting Basics

Foundational Concepts

• 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

Please see disclosures at end. Proprietary and confidential.
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
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
There are many creative options for generating retirement income including:

- Real estate
- 1031 exchange
- Charitable remainder trusts
- Reverse mortgage
- Life insurance
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)
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
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Where to Find Pershing Resources

Retirement Programs: retirementpowerplay.com/income

Download educational and client materials

Programs include IRA and Rollover, Retirement Income and Small Business Retirement Plans

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Where to Find Pershing Resources (Continued)

Retirement Essentials website: retirementpowerplay.com/essentials

Optimized for tablets—Allows you to compare, select and research IRAs and Employer-Sponsored Plans
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Where to Find Pershing Resources (Continued)

Visit Marketing Center in NetX360®

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

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

In the Retirement Center

- Retirement calculators that generate client-ready reports
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