

Financial Strategy Case Study

The Wealth Distribution Phase: Enjoying a Lifetime of Work

The Problem

Sam and Melba have been married 40 years. And for every one of those 40 years, Sam has worked for the local plant. "We're not rich and we've never had much," Sam and Melba will tell you. Upon retirement, Sam will get a monthly pension and several hundred thousand dollars as a "rollover" from his company's retirement plan. They also have several CD's in the bank and at a credit union. Now just a few months from retirement, Sam and Melba realize they need financial advice on several fronts:

- The biggest question of all: Can they even afford to retire?
- Sam must choose between a full monthly pension check or a reduced check in the event Sam dies before Melba. How do they make a wise choice?
- They know they will need money from Sam's retirement funds some time. What is the best way to do that?
- Should they roll over Sam's retirement money into an IRA?
- How do they make sure they won't run out of money during retirement?
- How do they guard against inflation and taxes?
- What kind of investing is right for them at this stage of their lives?

The Solution

Working with a properly trained financial advisor to develop and implement a personal retirement strategy, Sam and Melba accomplish the following:

- They learn they actually do have enough money for Sam to retire!
- Their advisor shows them how to take Sam's maximum pension and still protect Melba in the event of Sam's death.
- Together with their advisor, Sam and Melba develop a plan to access Sam's retirement funds. They roll over the funds to an IRA for greater flexibility.
- They have an investment strategy that takes into consideration their need for income now, as well as their need to grow their investments over time.
- Best of all, Sam and Melba don't think about their money much and they are too busy traveling and enjoying their retirement years!

You Can Benefit Most If . . .

- You are retired (or soon will be).
- You have at least \$250,000 and want investment advice.
- You want financial security and would rather leave the details to someone else.
- You want to enjoy your retirement years!