

#### PLANNING VS INVESTING



specific product or companies are being solicited. It is recommended that you consult the advice of certified professionals regarding your specific situation. Please understand that laws and regulations are subject to local variations and may have different interpretations. Therefore, should legal advice be required, it is recommended that you seek the advice of a qualified attorney in your state of residence. No specific investment advice is ever intended. Financial products can vary, therefore, always examine the detail of the product structure, provisions and features. Any discussions regarding interest rates, rates of return, and tax rates are purely hypothetical and not intended to represent assurances or guarantees. The presenters of this information are not related to, endorsed by, nor connected with and not approved by any Government Agency or organization. Before investing or using any strategy, individuals should consult with their tax, legal, or financial advisor. All information contained in this presentation has been derived from sources deemed to be reliable but cannot be guaranteed.

#### **CASE STUDY**

#### **Risk Tolerance**

You completed a risk questionnaire using advanced quantitative risk technology on March 28, 2019. The results were as follows.

On a scale of 1 to 99, with higher numbers indicating higher risk tolerance, your answers to the risk questionnaire resulted in a score of 62.



This means that over the next six months, you are comfortable risking a loss of -13% or -\$64,290, in exchange for the chance of making a gain of +20% or +\$98,890.

This range describes the "comfort zone" for your investments. Over the next six months, it represents a hypothetical target that you would prefer to keep your investments within. There is no guarantee any investments would perform within the range.

#### **Investment Goals**

When completing your risk questionnaire on March 28, 2019, you selected the following goals for your investments:

Wealth accumulation

✓ Retirement

✓ Income

#### **Age and Retirement Horizon**

When completing your risk questionnaire on March 28, 2019, you provided the following data about your age and retirement horizon:

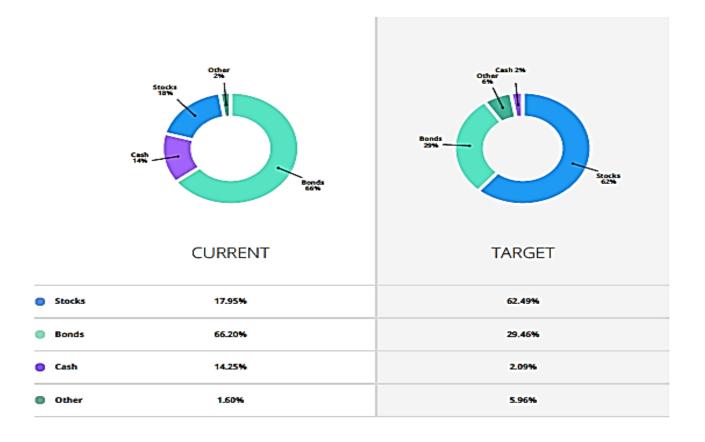
You were born in 1965. You intend to retire at age 60.

#### **ASSET ALLOCATION**

Asset classification is depicted below for the portfolio(s) in this report. The ratios depicted for Stocks, Bonds, Cash, and Other, are reflective of current value for the portfolio(s) shown, and are subject to change along with changes to the portfolio value.

Portfolio asset allocations are defined as follows:

- Stocks: Individual equities, along with equity portions of mutual funds and ETFs.
- Bonds: Individual bonds, along with fixed income portions of mutual funds and ETFs.
- Cash: Cash, Money Market funds, along with portions of mutual funds and ETFs allocated to cash.
- Other: Non-Traded REITs/DPPs, Variable Annuities and any other custom allocation or any security unrecognized by Riskalyze.



#### **ASSET ALLOCATION**

Stocks	Bonds
84%	16%
64%	36%
20%	80%

#### **SEQUENCE OF RETURNS RISK**



Year	BOY Balance	Return	Withdrawal	EOY Balance
1973	\$1,000,000	-14.67%	\$79,713	\$785,281
1974	\$785,281	-26.31%	\$79,713	\$519,934
1975	\$519,934	37.14%	\$79,713	\$603,719
1976	\$603,719	23.81%	\$79,713	\$648,772
1977	\$648,772	- 7.19%	\$79,713	\$528,144
1978	\$528,144	6.52%	\$79,713	\$477,670
1979	\$477,670	18.45%	\$79,713	\$471,380
1980	\$471,380	32.45%	\$79,713	\$518,764
1981	\$518,764	- 4.88%	\$79,713	\$417,625
1982	\$417,625	21.50%	\$79,713	\$410,564

Year	BOY Balance	Return	Withdrawal	EOY Balance
1983	\$410,564	22.46%	\$79,713	\$405,161
1984	\$405,161	6.22%	\$79,713	\$345,691
1985	\$345,691	31.64%	\$79,713	\$350,134
1986	\$350,134	18.62%	\$79,713	\$320,774
1987	\$320,774	5.18%	\$79,713	\$253,548
1988	\$253,548	16.61%	\$79,713	\$202,710
1989	\$202,710	31.69%	\$79,713	\$161,975
1990	\$161,975	-3.10%	\$79,713	\$79,713
1991	\$79,713	30.47%	\$79,713	\$ 0
19 Yrs.	Average ROR	12.98%	\$1,514,547	DEPLETED

COMPARE

1973 - 1991

1991 - 1973

Figure 2: Forward running return sequence of \$1,000,000 – S&P 500 portfolio with annual withdrawals of \$79,713 Other starting years, rate of return sequences, market indexes, and life horizons will produce different results.

## **AVERAGE VS ACTUAL**

#### Average Return vs. Actual Return

Initial Balance \$100,000

	Year	Annual Return	Annual Gain/(Loss)	End of Year Account Balance
T	1	50.00%	\$50,000	\$150,000
T	2	-50.00%	\$-75,000	\$75,000
F	3	150.00%	\$112,500	\$187,500
T	4	-50.00%	\$-93,750	\$93,750
B				

Average Return: 25.00 % Actual Return: -6.25 %

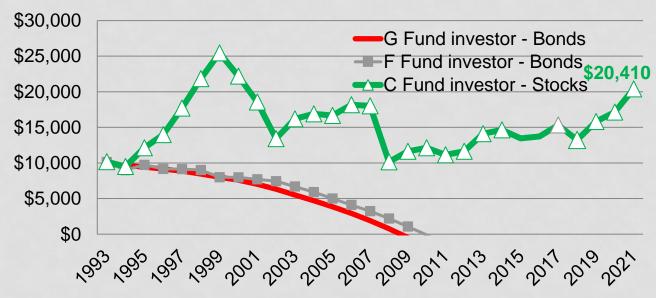
#### **HAVE YOU HEARD....**

# The CLOSER you get to retirement

# The MORE conservative you get

## LOSS OF PURCHASING POWER: WHAT HAPPENS WHEN YOU START SPENDING?

Example: At the beginning of 1993, retirees Bill, Jack and Mary each have \$10,000 in the TSP. They each invest in one fund: Bill in G, Jack in F and Mary in C. They annually withdraw enough to buy 2000 first class stamps (after paying taxes of 30%).



Note: This is for illustration purposes only. Past performance is no guarantee of future performance. All investments involve the risk of loss. The data assumes reinvestment of all income.



#### The Problem

Most people make financial decisions:

- One at a time
- At different times
- With different people
- Under different economic circumstances

This creates what we call the Financial Junk Drawer

## Junk Drawer

Having a "financial junk drawer" undermines our chances for financial success.

The Junk Drawer characteristics:

→ Disorganized

→ Inefficient

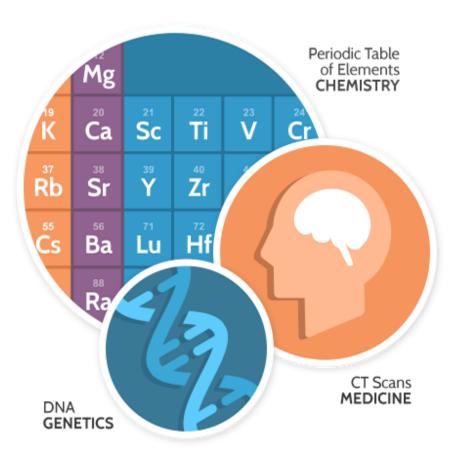
→ Uncoordinated

→ Ineffective

→ Non-integrated

→ Hard to manage



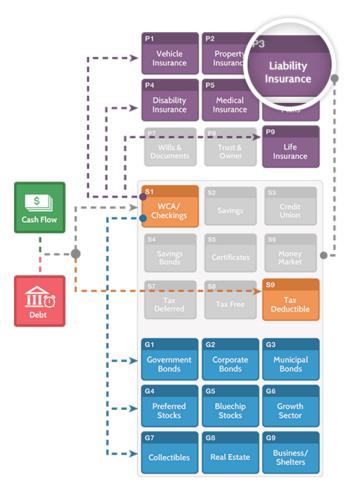


#### The Solution: Starts With a Structural Model

This approach uses principles, laws and strategies to align and position elements in a more "scientific" manner. In our financial life, this means overcoming Financial Junk Drawer and benefiting from being:

- Organized
- → Rules-based
- Optimized

- → Efficient
- → Measurable
- Coordinated

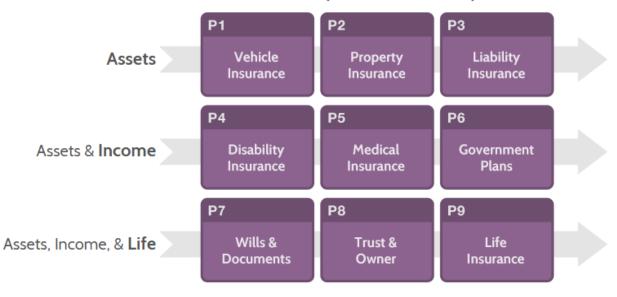


#### The Coordination Review

This review is intended to uncover and reallocate unused dollars to create additional money supply and superior benefits for you and your family. This is done by identifying how certain elements integrate for more efficient and effective results.

#### **Protection**

Full protection is critical for guarding against unforeseen events that can strike at any time and affect your financial future.



#### **ASSET ALLOCATION**

Stocks	Bonds
84%	16%
64%	36%
20%	80%

## UNDERSTANDING THE 4% WITHDRAWAL RULE

The Trinity University study (one of the most widely-cited papers in retirement planning) aims to cut through all of that complexity and boil down drawdown strategies down to a single number. If an investor withdraws a fixed percentage of their assets annually for retirement expenses, what is the likelihood that they will outlive their savings?

The 4% withdrawal rate and a 50/50 or 75/25 portfolio gives excellent portfolio success rates:

Withdrawal Rate	100/0	75/25	50/50	25/75	0/100
3%	100%	100%	100%	100%	84%
4%	98%	100%	96%	80%	35%
5%	80%	82%	67%	31%	22%
6%	62%	60%	51%	22%	11%
7%	55%	45%	22%	7%	2%
8%	44%	35%	9%	0%	0%

#### You need to have significant stock exposure during retirement

Most investors assume that in retirement, you need to become extra conservative in your investments to avoid big market losses. It turns out that the opposite is true. According to the results of this study, a 50/50 portfolio would be the minimum stock allocation to maintain a high portfolio success rate using a 4% withdrawal rate. A 75/25 portfolio could potentially have a higher portfolio success rate and end of retirement portfolio value. A 100% bond portfolio fails more than half the time using the 4% withdrawal rule.

#### **Target Retirement Income**

Show/Hide Target Retirement

Gross Income - Sue \$107,000

Gross Income - Bill \$0

\$0

Total Gross Income \$107,000

Less

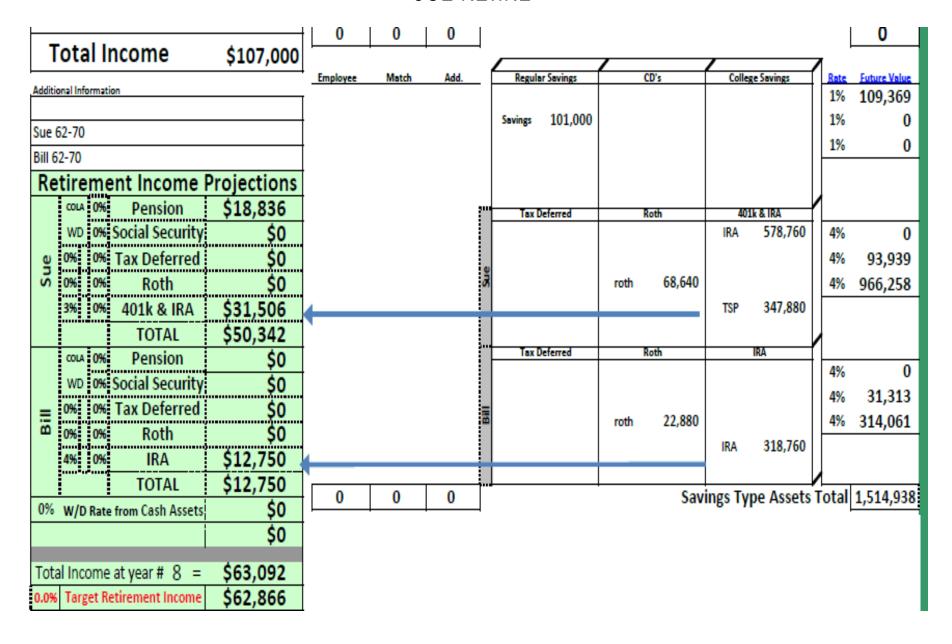
TSP/401(k)	\$24,500
13F/40I(K)	\$24,500
IRA	\$6,500
Social Security	\$6,634
IRA	\$6,500
Mortgage	\$0
College	\$0
Credit Cards	\$0
Debts	\$0
Tax Equivalent	\$0
Non/Qualfied IRA	\$0
Roth	\$0

Total Payments \$44,134

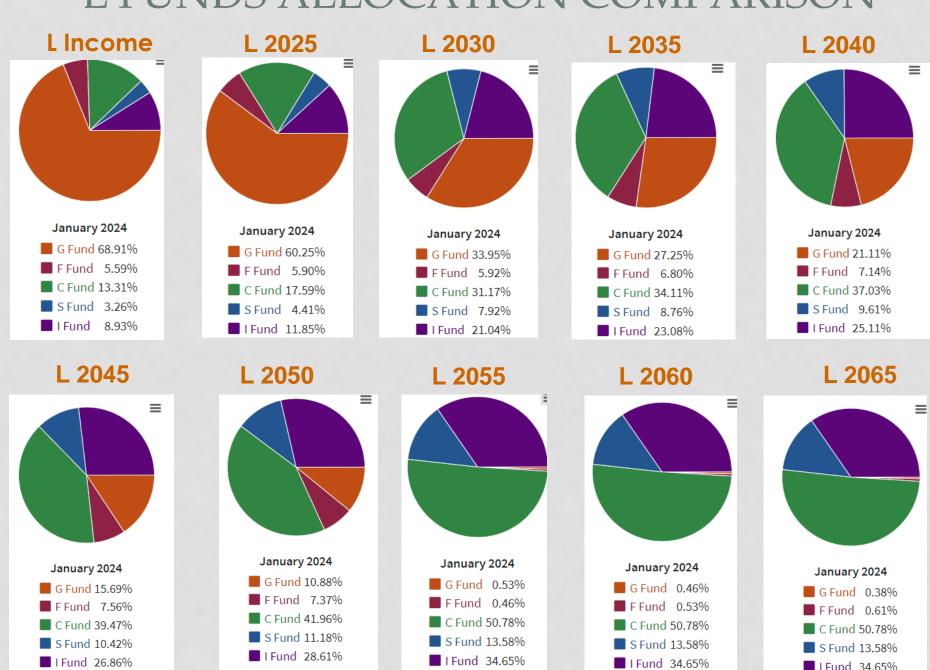
#### **PRESENT**

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Total Income \$10	7,000	,			,	,	, —
Additional Information	Em	ployee Match	Add.	Regular Savings	CD's	College Savings	1% 101.000
				Savings 100,000			1% 101,000 1% 0
Sue 61-62;				Savings 100,000			1% 0
Bill 61-62							1/0 0
Retirement Income Project	tions						
ωμ 0% Pension	\$0		1	Tax Deferred	Roth	401k & IRA	
wo 0% Social Security	\$0		6,500			→IRA 550,000	4% 0
	<b>Ş</b> 0			4			4% 68,640
∽ 0% 0% Roth	ŞO		•	35	roth 66,000		4% 926,640
0% 0% 401k & IRA	<b>Ş</b> 0		24,500			TSP 310,000	
TOTAL	\$0		ļ		-		4 I
cou 0% Pension	\$0			Tax Deferred	Roth	IRA	4% 0
wp 0% Social Security = 0% 0% Tax Deferred	\$0						4% 22,880
	<b>\$0</b>			5	roth 22,000		4% 318,760
	\$0		6,500			IRA 300,000	320,100
0% 0% IRA	<u>\$0</u>		-,				
TOTAL	\$0	0 0	37,500			L/	1,437,920
W/D Rate from Cash Assets	Ş0 <u> </u>	0 0	31,300				2,101,020
	\$0						
Total Income at year # 1 =	\$0						
0.0% Target Retirement Income \$62,							
1				-	-		

#### SUE RETIRE



#### L FUNDS ALLOCATION COMPARISON



## UNDERSTANDING THE 4% WITHDRAWAL RULE

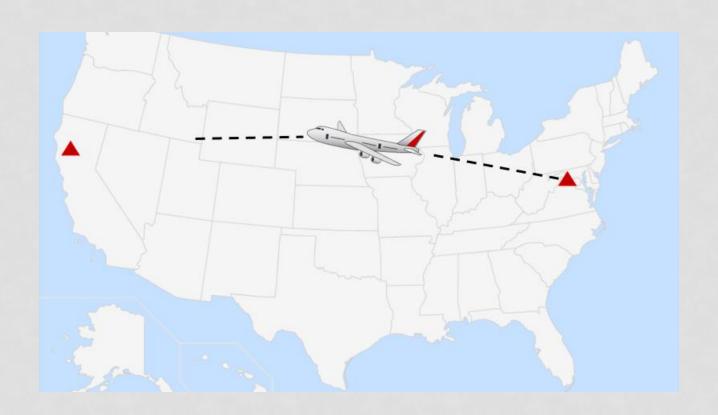
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#### You need to have significant stock exposure during retirement

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#### 3 SIMPLE RULES

- 1. Never sell low
- 2. Buy into your philosophy
- 3. Safety money

## Sequence of Returns Risk

**PROBLEM** 

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1973 - 199

1991 - 1973

Year	BOY Balance	Return	Withdrawal	EOY Balance
1973	\$1,000,000	-14.67%	\$79,713	\$785,281
1974	\$785,281	-26.31%	\$79,713	\$519,934
1975	\$519,934	37.14%	\$79,713	\$603,719
1976	\$603,719	23.81%	\$79,713	\$648,772
1977	\$648,772	- 7.19%	\$79,713	\$528,144
1978	\$528,144	6.52%	\$79,713	\$477,670
1979	\$477,670	18.45%	\$79,713	\$471,380
1980	\$471,380	32.45%	\$79,713	\$518,764
1981	\$518,764	- 4.88%	\$79,713	\$417,625
1982	\$417,625	21.50%	\$79,713	\$410,564

Year	BOY Balance	Return	Withdrawal	EOY Balance
1983	\$410,564	22.46%	\$79,713	\$405,161
1984	\$405,161	6.22%	\$79,713	\$345,691
1985	\$345,691	31.64%	\$79,713	\$350,134
1986	\$350,134	18.62%	\$79,713	\$320,774
1987	\$320,774	5.18%	\$79,713	\$253,548
1988	\$253,548	16.61%	\$79,713	\$202,710
1989	\$202,710	31.69%	\$79,713	\$161,975
1990	\$161,975	-3.10%	\$79,713	\$79,713
1991	\$79,713	30.47%	\$79,713	\$ 0
19 Yrs.	Average ROR	12.98%	\$1,514,547	DEPLETED

Figure 2: Forward running return sequence of \$1,000,000 – S&P 500 portfolio with annual withdrawals of \$79,713 Other starting years, rate of return sequences, market indexes, and life horizons will produce different results.

## Sequence of Returns Risk

PROBLEM

Year	BOY Balance	Return	Withdrawal	EOY Balance
1991	\$1,000,000	30.47%	\$79,713	\$1,200,698
1990	\$1,200,698	-3.10%	\$79,713	\$1,086,235
1989	\$1,086,235	31.69%	\$79,713	\$1,325,489
1988	\$1,325,489	16.61%	\$79,713	\$1,452,699
1987	\$1,452,699	5.18%	\$79,713	\$1,444,107
1986	\$1,444,107	18.62%	\$79,713	\$1,618,444
1985	\$1,618,444	31.84%	\$79,713	\$2,028,663
1984	\$2,028,663	6.22%	\$79,713	\$2,070,174
1983	\$2,070,174	22.46%	\$79,713	\$2,437,519
1982	\$2,437,519	21.50%	\$79,713	\$2,864,734

Year	BOY Balance	Return	Withdrawal	EOY Balance
1981	\$2,864,734	-4.88%	\$79,713	\$2,649,112
1980	\$2,649,112	32.45%	\$79,713	\$3,403,169
1979	\$3,403,169	18.45%	\$79,713	\$3,939,634
1978	\$3,939,634	6.52%	\$79,713	\$4,108,392
1977	\$4,108,392	-7.19%	\$79,713	\$3,739,017
1976	\$3,739,017	23.81%	\$79,713	\$4,530,585
1975	\$4,530,585	37.14%	\$79,713	\$6,103,925
1974	\$6,103,925	-26.31%	\$79,713	\$4,439,925
1973	\$4,439,925	-14.67%	\$79,713	\$3,719,986
19 Yrs.	Average ROR	12.98%	\$1,514,547	\$3,719,986

COMPARE

19/3 - 199

1991 - 1973

Figure 3: Backward running return sequence of \$1,000,000 - S&P 500 portfolio with annual withdrawals of \$79,713 Other starting years, rate of return sequences, market indexes, and life horizons will produce different results.

## **Sequence Defense**



Year	BOY Balance	Return	Withdrawal	EOY Balance	Y
1973	\$1,000,000	-14.67%	\$79,713	\$ 785,281	19
1974	\$ 785,281	-26.31%	\$ 0	\$ 578,673	19
1975	\$ 578,673	37.14%	\$ 0	\$ 793,593	19
1976	\$ 793,593	23.81%	\$79,713	\$ 883,855	19
1977	\$ 883,855	-7.19%	\$79,713	\$ 746,324	19
1978	\$ 746,324	6.52%	\$ 0	\$ 794,984	19
1979	\$ 794,984	18.45%	\$79,713	\$ 847,239	19
1980	\$ 847,239	32.45%	\$79,713	\$1,016,588	19
1981	\$1,016,588	-4.88%	\$79,713	\$ 891,155	19
1982	\$ 891,155	21.50%	\$ 0	\$1,082,754	19

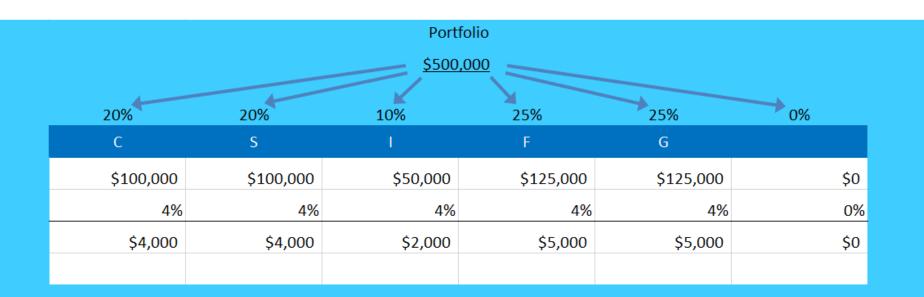
Year	BOY Balance	Return	Withdrawal	EOY Balance
1983	\$1,082,754	22.46%	\$79,713	\$1,228,324
1984	\$1,228,324	6.22%	\$79,713	\$1,220,054
1985	\$1,220,054	31.64%	\$79,713	\$1,501,145
1986	\$1,501,145	18.62%	\$79,713	\$1,686,103
1987	\$1,686,103	5.18%	\$79,713	\$1,689,601
1988	\$1,689,601	16.61%	\$79,713	\$1,877,290
1989	\$1,877,290	31.69%	\$79,713	\$2,367,229
1990	\$2,367,229	-3,10%	\$79,713	\$2,126,603
1991	\$2,126,603	30.47%	\$ 0	\$2,892,002
19 Yrs.	Average ROR	12.98%	\$1,115,982	\$2,892,002

\$398,565 funded from Sequence Defense Resources. Total withdrawal of \$1,514,547.

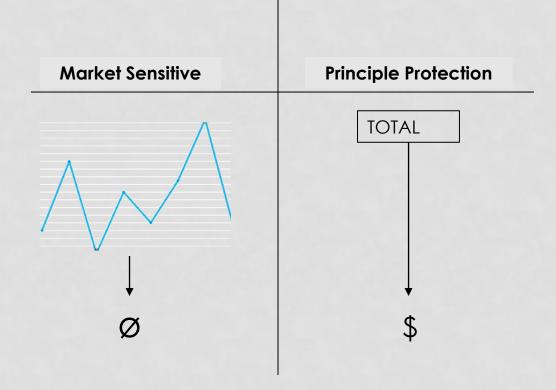
Figure 6: Same sequence with withdrawals from portfolio in green. Sequence Defense employed following down year. Other starting years, rate of return sequences, market indexes, and life horizons will produce different results.

COMPARE

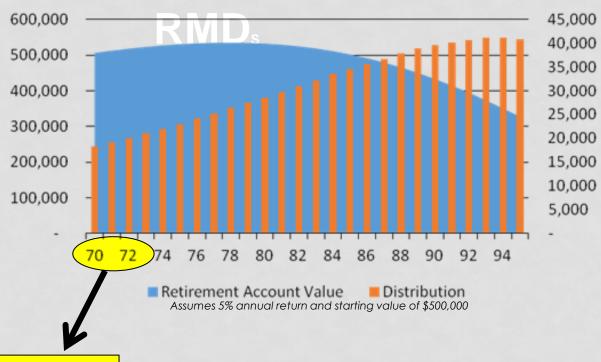
WITH DEFENSE



IRA IRA



#### Effect of RMDs

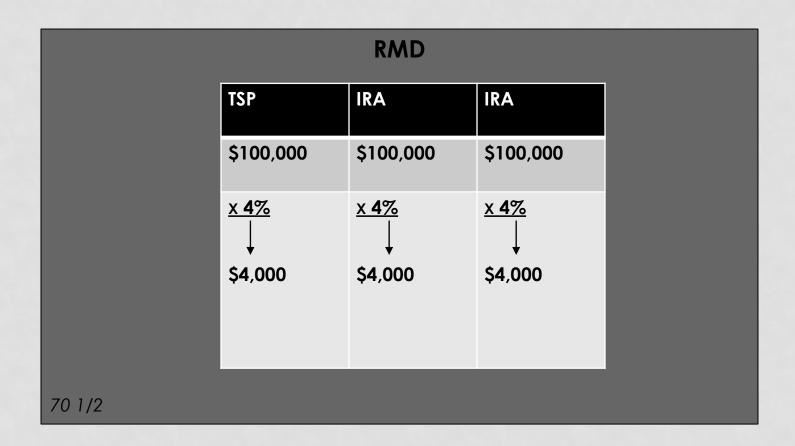


AGE 70 1/2...72...73

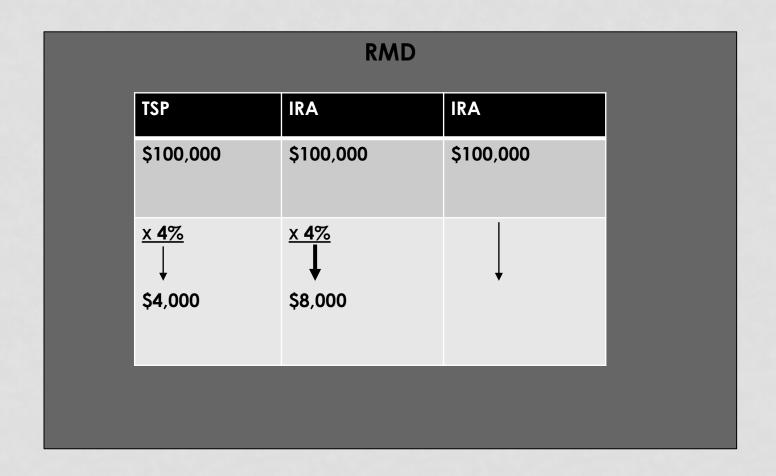
#### NOTE:

The age for withdrawing from retirement accounts was increased in 2020 to 72 from 70.5. (Note that the SECURE 2.0 Act will raise the age for RMDs to 73 for those who turn 72 in 2023.) Therefore, your first RMD must be taken by April 1 of the year after which you turn 72 (73 in 2023). After that your RMDs must be taken by December 31 of each year.

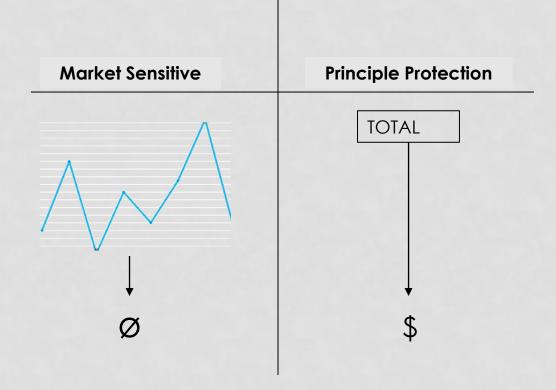
### **RMD**



## **RMD**



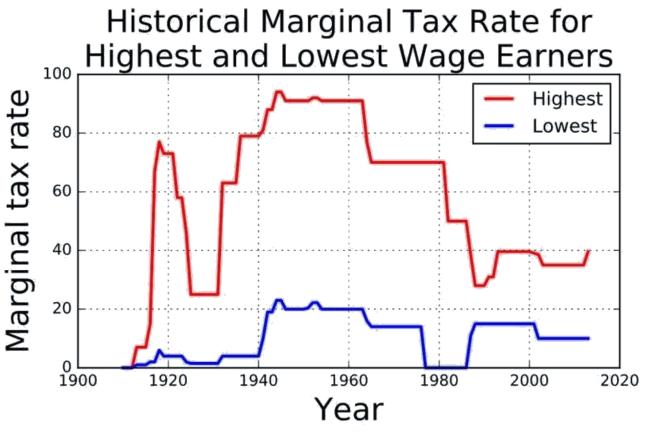
IRA IRA



## WHERE do you think taxes will be in your future? Your opinion matters



#### Income tax rates



#### **Target Retirement Income**

Show/Hide Target Retirement

Gross Income - Sue \$107,000

Gross Income - Bill \$0

\$0

Total Gross Income \$107,000

Less

LE22	
TSP/401(k)	\$24,500
IRA	\$6,500
Social Security	\$6,634
IRA	\$6,500
Mortgage	\$0
College	\$0
Credit Cards	\$0
Debts	\$0
Tax Equivalent	\$0
Non/Qualfied IRA	\$0
Roth	\$0

Total Payments \$44,134

Target Retirement Income

\$62,866

## See what marginal tax bracket you fall into: Your Line 15: \$183,000 ~ So, what marginal rate are you in now?

How many of you think you will be in a lower tax bracket when you retire?

Tax brackets 2023

Tax Rate	Single	Married filing jointly	Married filing separately	Head of household
10%	\$0 to \$11,000.	\$0 to \$22,000.	\$0 to \$11,000.	\$0 to \$15,700.
12%	\$11,001 to	\$22,001 to	\$11,001 to	\$15,701 to
	\$44,725.	\$89,450.	\$44,725.	\$59,850.
22%	\$44,726 to	\$89,451 to	\$44,726 to	\$59,851 to
	\$95,375.	\$190,750.	\$95,375.	\$95,350.
24%	\$95,376 to	\$190,751 to	\$95,376 to	\$95,351 to
	\$182,100.	\$364,200.	\$182,100.	\$182,100.
32%	\$182,101 to	\$364,201 to	\$182,101 to	\$182,101 to
	\$231,250.	\$462,500.	\$231,250.	\$231,250.
35%	\$231,251 to	\$462,501 to	\$231,251 to	\$231,251 to
	\$578,125.	\$693,750.	\$346,875.	\$578,100.
37%	\$578,126 or	\$693,751 or	\$346,876 or	\$578,101 or
	more.	more.	more.	more.

#### SUE RETIRE

١,	atal Income	4	0	0	0								0
l	otal Income	\$107,000						_				7	
Additi	onal Information		Employee	Match	Add.	-	Regular Savings		CD's	Colle	ge Savings	Rate 10/	
							. 101.000					1%	109,369
Sue	52-70						Savings 101,000					1%	0
Bill 6	2-70		•									1%	0
Re	tirement Income	Projections											
	ᠬᠬ Pension	\$18,836	•			?***	Tax Deferred		Roth	40:	lk & IRA	1	
	WD 0% Social Security	\$0	•							IRA	578,760	4%	0
О	0% 0% Tax Deferred	Š0										4%	93,939
Su	0% 0% Roth	\$0				Sue		roth	68,640			4%	
	3% 0% 401k & IRA	\$31,506	4							TSP	347,880		500,250
	TOTAL	\$50,342									,		
	COLA 0% Pension	\$30,342	•				Tax Deferred		Roth		IRA	_	
		T -										4%	0
	WD 0% Social Security	, <u>\$0</u>										4%	31,313
Bill	0% Tax Deferred	<u> </u>				Bill		roth	22,880			4%	314,061
ш		\$0								IRA	318,760		
	4% 0% IRA	\$12,750	$\leftarrow$										
	TOTAL	\$12,750	0	0	0	- <del> </del>			Sav	nge Tv	na Assats	/L Total	1,514,938
0%	W/D Rate from Cash Assets	\$ \$0		U	U	_			Javi	iiiga i y	he wasers	IVtai	1,314,330
		\$0											
Tota	al Income at year # 8 =	\$63,092											
	Target Retirement Income	<del>- :</del>	•										

#### RMD & SS

Т	otal Income	ć107.000	0	0	0									0
	otal lilcollie	\$107,000	Employee	Match	Add.	1	Regular	Savings		D's	Colle	ge Savings	Rate	Future Value
Additio	onal Information		Linployee	materi	Aug.	-  -	педана	Serings			conc	County	1%	
C 7	10 100						Savings	109,369					1%	0
	70-100		•										1%	0
	0-100	Duninations												
Ke	tirement Income	rojections												
		\$18,836					Tax De	ferred	R	oth		k & IRA	[ <del> </del>	
	WD 0% Social Security	\$32,000									IRA	603,504	4%	0
ne	% 0% Tax Deferred	Ş0				e				02.020			4%	304,680
S	0% Roth	\$0				01			roth	93,939			4%	879,550
	4% 0% 401k & IRA	\$38,650	$\blacksquare$								TSP	362,753		
	TOTAL	\$89,486				<b></b>	Tax De	la se a d		oth		IRA	/	
	сом 0% Pension	<b>\$0</b>					18X DE	ierreu	n.	otn		INA	4%	0
	WD 0% Social Security	\$32,000											4%	101,560
≣	0% 0% Tax Deferred	,				8			roth	31,313			4%	
	0% Roth	<b>\$</b> 0	4								IRA	314,061		200,010
	4% 0% IRA	\$12,562										,		
	TOTAL	\$44,562	0	0	0	<del> </del>				Savi	ings Tv	ne Assets	<b>/</b> ∟ Tota	1,719,080
0%	W/D Rate from Cash Assets		<b>└</b>		-	1				3441	63 17	pe rissets	1014	1,713,000
		\$0												
Tota	al Income at year # 30 =	\$134.049												
_	Target Retirement Income	· · · · · ·												
J.U76	raiget netirement intollie	302,000												

## See what marginal tax bracket you fall into: Your Line 15: \$183,000 ~ So, what marginal rate are you in now?

How many of you think you will be in a lower tax bracket when you retire?

Tax brackets 2023

Tax Rate	Single	Married filing jointly	Married filing separately	Head of household					
10%	\$0 to \$11,000.	\$0 to \$22,000.	\$0 to \$11,000.	\$0 to \$15,700.					
12%	\$11,001 to	\$22,001 to	\$11,001 to	\$15,701 to					
	\$44,725.	\$89,450.	\$44,725.	\$59,850.					
22%	\$44,726 to	\$89,451 to	\$44,726 to	\$59,851 to					
	\$95,375.	\$190,750.	\$95,375.	\$95,350.					
24%	\$95,376 to	\$190,751 to	\$95,376 to	\$95,351 to					
	\$182,100.	\$364,200.	\$182,100.	\$182,100.					
32%	\$182,101 to	\$364,201 to	\$182,101 to	\$182,101 to					
	\$231,250.	\$462,500.	\$231,250.	\$231,250.					
35%	\$231,251 to	\$462,501 to	\$231,251 to	\$231,251 to					
	\$578,125.	\$693,750.	\$346,875.	\$578,100.					
37%	\$578,126 or	\$693,751 or	\$346,876 or	\$578,101 or					
	more.	more.	more.	more.					

