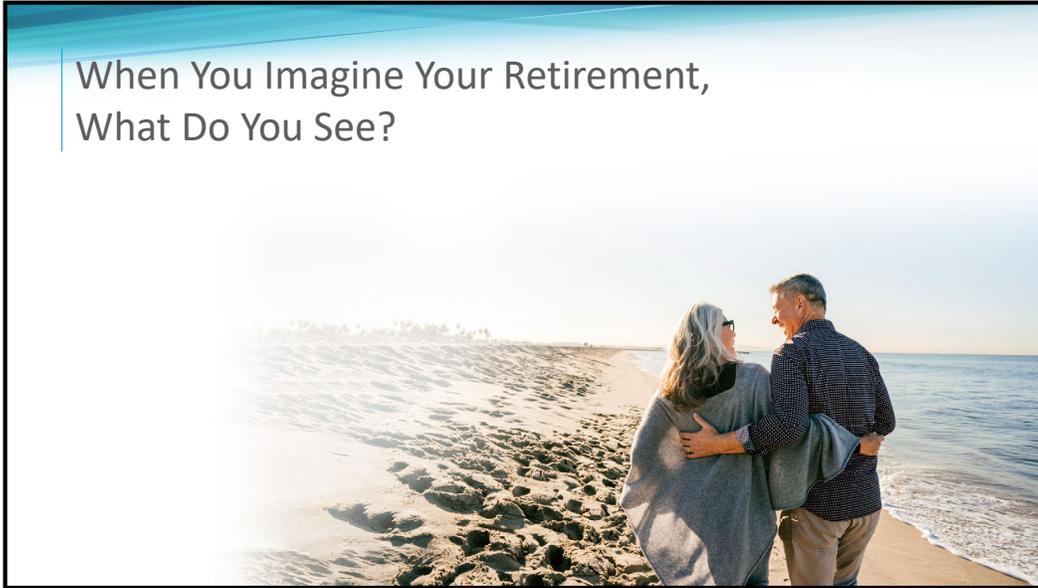


Welcome to our retirement seminar on building a comfortable lifestyle for tomorrow. We're glad that you could join us here today.

Before we get started, I'd like to introduce myself and my company.

*[Note to presenter: Give a brief personal background, then talk about your organization and give its location. If appropriate, introduce other members of your organization who are in the room and discuss any housekeeping issues.]*

## When You Imagine Your Retirement, What Do You See?



When you close your eyes and imagine your own retirement, what do you see? Most people imagine retirement as a happy time, a reward for a lifetime of hard work, full of possibility and potential.

Many of us look forward to pursuing hobbies and traveling, while others might envision an opportunity to go back to school, start a new career or business, or simply spend more time with friends and family.

We have good reasons to see retirement in a positive light. After all, Americans are living longer, healthier lives than ever before. In fact, retirement could make up a full third of our lives. Of course, this means that our retirement assets will have to do more for us over a longer period of time.

## With So Many Financial Challenges, How Do You Make Retirement a Priority?



When you open your eyes from your retirement daydream, the reality may seem a bit daunting.

With so many financial challenges — bills, housing expenses, college savings (if you have children), and just the basic costs of everyday life — how do you make saving for retirement a high priority when you might not retire for decades?

The key is to understand why you need to plan so far ahead and then learn more about how to balance today's challenges with tomorrow's goal.

Your presence here today is an important first step in the pursuit of a comfortable retirement. Together, we will explore the “whys” and the “hows” and look at actions you can take both today and in the future.

## Three Keys to Funding a Comfortable Retirement

- 1. Evaluate Your Needs and Set a Goal**
2. Develop a Strategy
3. Protect Your Nest Egg

There are three keys to funding a comfortable retirement.

First, you need to evaluate your retirement income needs. This involves understanding those all-important “whys” — the factors that will influence your personal situation — as well as taking a quick look at some of the income resources that may be available to you in retirement, such as Social Security. Then we’ll put pen to paper and describe how to calculate a total retirement savings goal, breaking it down into an annual amount.

Next, we’ll look at the “hows,” which represent the bulk of our conversation today. How do you develop a strategy to pursue your retirement savings goal? We’ll walk through several retirement savings tools and then explore the process of building a retirement investment portfolio.

Finally, we’ll spend a few brief moments covering how to help protect your nest egg from some of life’s most serious financial risks — both before and during retirement.

Let’s discuss these key steps in greater detail.

## Factors That Influence Your Retirement Income Needs: The “Whys”

- Retirement age
- Length of retirement
- Health-care needs
- Inflation
- Lifestyle



Many factors will significantly influence how much income you will need in retirement. These “whys” are some of the most important reasons why you need to make retirement planning a key financial goal throughout your lifetime.

The reasons are: the age when you plan to retire, the length of your retirement, your health-care needs and expenses, the effects of inflation, and the type of retirement lifestyle you envision.

## Retirement Age

- The earlier you retire, the shorter the period of time you have to accumulate funds, and the longer those dollars will need to last
- Social Security isn't available until age 62\*
- Medicare eligibility begins at age 65

\*Claiming Social Security at age 62 results in a permanently reduced benefit amount.

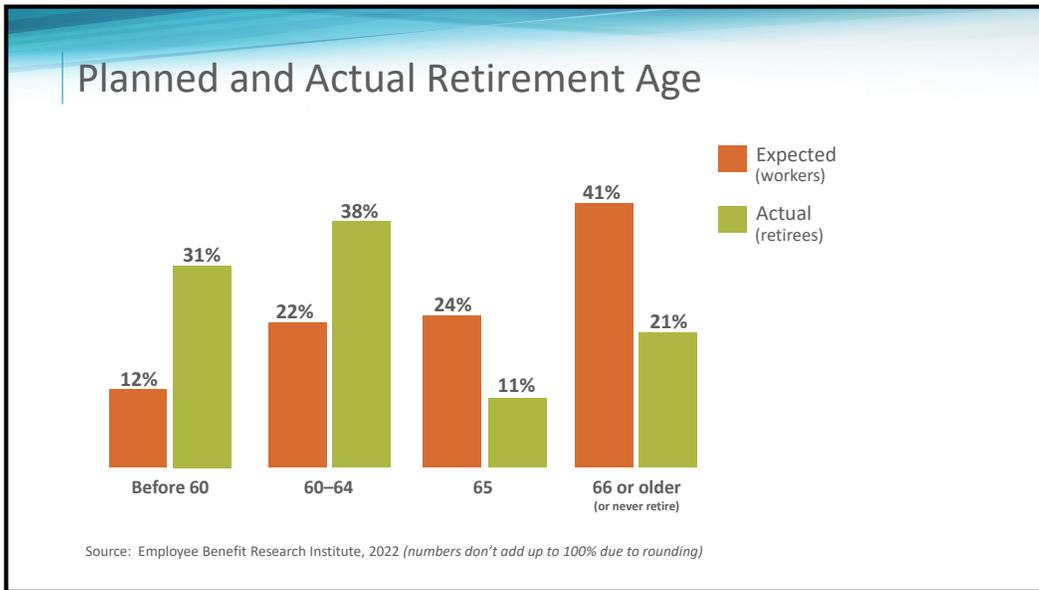


Have you thought about the age when you'd like to retire?

This is important, because the earlier you retire, the shorter the period of time you have to accumulate funds, and the longer the period of time those dollars will need to last.

Although you can retire at any time, many people target the age when they're eligible for Social Security retirement benefits. You can claim Social Security as early as age 62, but keep in mind that the longer you wait (up to age 70), the more you'll receive each month. We'll take a more detailed look at Social Security in a little while.

Also, you're not eligible for Medicare health coverage until age 65, so if you want to retire before then, you'll want to plan for private health insurance.



Keep in mind that you can't always control your retirement age.

A recent survey found that the ages when workers *expect* to retire were later than the *actual* ages when retirees left the workforce. In fact, the vast majority of retirees said they retired prior to age 65 — some for reasons beyond their control.

Consider the possibility that you might be unable to continue working because of poor health or changes at your company, such as downsizing or workplace closure. This is a major reason why it's important to save for retirement throughout your life — you can never be sure what the future may bring, despite your best-laid plans.

Source: Employee Benefit Research Institute, 2022 (numbers don't add up to 100% due to rounding)

## Length of Retirement

At **age 65**, a healthy individual may expect to spend **20 years** or longer in retirement.



Source: Society of Actuaries, 2023

We alluded to the second factor a moment ago: the length of your retirement.

With recent advances in technology and medicine, life expectancies are stretching considerably. As you can see, chances are good that you'll be spending a large portion of your life in retirement. In fact, a 65-year-old in average health is likely to live another 20 to 25 years. Are you prepared, financially speaking, to live this long?

*[Note to presenter: Discuss chances that a 65-year-old man and woman will live to age 85 or 90.]*

Source: Society of Actuaries, 2023