



PIES ARE FOR DESSERT

What retirees really need is a PLAN!

After age 50, you need more than just a pie chart - you need a REAL retirement PLAN!

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“We’ve been working with a retirement planning firm for years!” is one of the most common phrases we hear from retirees and pre-retirees yet, when we dig into what they actually have, there is often not much more than a pie chart of stocks, bonds and mutual funds.

What’s astonishing is that many of the big Wall Street firms, who are considered by most to be a trusted name in finance, have been hanging their shingle out as “a retirement planning firm.” However, we find that very few retirement planning firms have done much to provide advice for their customers on massive issues like maximizing their Social Security benefits or how to efficiently coordinate withdrawal strategies that will help their clients to minimize the impact of taxes on their retirement income streams.

Let’s be honest, in the face of lackluster advice and the inability of the vast majority of money managers to beat their benchmarks over time, wouldn’t you agree that an investor nearing retirement **should question whether they really are receiving valuable advice** and whether or not they really need to pay someone to help them? This thinking is the reason why we’ve seen such a dramatic migration away from the traditional

advisor/client relationships to the passive, low-cost indexing platforms like Vanguard and many 401k platforms made available.

There are completely **different needs for someone who is in the accumulation or savings phase compared to someone who is entering the distribution or spending phase.** In retirement, the rules change. Paychecks stop coming in and many become dependent on funding their quality of life through various savings accounts and defined benefits programs such as Social Security.

Many folks now need to focus on the preservation and distribution of their assets, as opposed to just the accumulation of them, and how they have performed over the last twelve months. What you will come to understand is that there are many things that we cannot control, **however there are plenty of things that we can do through strategic coordination** that will help us to identify efficiencies and inefficiencies in funding quality of life, potentially making a considerable difference in your retirement.

SO WHAT'S OUR POINT?

Many retirees today are finding out that the number one expense they will have in retirement is taxes. Most people have saved in large 401k and IRA accounts and have very little Roth or after-tax dollars. The majority of families who are looking to retire on income between \$50,000 to \$100,000, are typically unaware of the significant things that they can do to improve their ability to fund their quality of life. The single easiest improvement that an advisor can help make is by **evaluating and creating a distribution strategy designed to maximize their Social Security benefits over an expected lifetime**. The difference between the best and worst possible decisions could be substantial when choosing to start receiving Social Security. Over all, the tax savings could be a large portion of the funding for your quality of life. You see, the revelation of Social Security is not **when** you file, but rather **how** you file in order to create the largest net income after taxes.

Financial advisors can add all sorts of non-monetary value, including the potential to lessen the risk of poor financial decisions caused by declining cognitive ability, protecting and supporting family members who are not as financially savvy but may be left in charge, and helping to coordinate Estate matters, Medicare and other healthcare decisions.

At Sound Planning Group, we strive to empower our clients to make great financial decisions by providing educational services and a comprehensive planning process. Each plan we construct is custom-built for our client's specific goals, needs, and desires through the lens of providing optimal after-tax income streams over a lifetime.

As you may be aware, there is no such thing as a perfect investment and therefore we are financially agnostic as to how we approach and build these plans. Our solutions are based on who our clients are individually, risk factors and evaluation, where we are today in history, and other variables important to the planning process.

When it comes to retirement, we firmly believe that those in or nearing retirement need more than just a pie chart - they need to be producing, evaluating, and adjusting a real plan!

Questions about your planning decisions? Contact us today for your personal complimentary evaluation!



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