

The Right – *and Wrong* – Approach to Planning Your Retirement

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Have you ever wondered why only a select few seem to achieve a financially successful retirement, although almost everyone plans for it? The plain and simple answer is that the vast majority follow the wrong advice and approach.

Simply “planning for retirement” by making contributions into some sort of account that accumulates savings is not enough. In fact, it is the entirely wrong approach. With the proper approach, the goal of every accumulation plan is to provide income which does not end – but rather begins – on Day One of retirement and lasts as long as retirement lasts. It therefore behooves you to plan for “retirement income,” rather than simply planning for retirement.

Think about it. Should you be focusing on how large the balance of your nest egg is, or how much of that amount you’ll actually get to spend, dollar for dollar? At the end of the day, what matters most is how much of that nest egg actually belongs to you for spending during your retirement or how much your heirs actually end up receiving. So when was the last time you and your financial advisor discussed your spendable income? Has it ever come up? If not, it’s time!

Let Us Illustrate This Critical Concept

Say you were presented with a choice: Investment A, which has the potential to accumulate \$1,000,000 and Investment B, which could accumulate \$900,000. Which would you *and* your advisor choose – and why? Most people would be more inclined to go for Investment A with the \$1,000,000 balance. But what if we told you that the literal balance for Investment A is **before tax**: Assuming a combined (federal and state) rate of just 25 percent, you’ll end up with spendable income of \$750,000. Additionally, say that the \$900,000 balance is tax-free. Which would you prefer now?

As retirement planners, a major issue we witness causing enormous obstacles for retirees – one that winds up squashing their dreams of financial comfort – is the lure to focus on literal wealth (planning for retirement), rather than spendable income (planning for retirement income).

Furthermore, in the example above, the \$1-million-not-turned-\$750,000 is completely vulnerable to stock market risk, but Investment B is protected, meaning that when the market plunges, Investment B will not lose any of its value, yet you stand to gain, up to a predetermined cap, when the market improves. Would such information significantly affect your choice? Of course it would!



By focusing only on accumulation, many retirees and their advisors completely ignore the most critical and compelling benchmarks of *tax efficiency* and *vulnerability to market risk*. To truly enjoy financially comfortable golden years, you must make income planning the focal point of your plan. That way, you’ll be able to ask all the tough, necessary questions today and gain a better understanding for tomorrow. The alternative is realizing, usually when it’s too late, that you have a significant shortfall and you’ve really spent all those years saving to benefit the IRS.

Learn More – and Get YOUR Questions Answered

Please join Laser Financial Group, L.C., on Saturday, September 25, 2010, for a *no-obligation, educational workshop* to learn:

- How you can protect and grow your nest-egg.
- How you can enjoy tax-free retirement income.
- How you can transfer the remainder of your savings to your heirs, income-tax free within the confines of IRS rules.

The workshop will be held at 11:30 a.m. at the Holiday Inn in College Park, Md., next to Ikea, off exit 25A. Admission is free, but seating is limited, so you must reserve your spot by calling (301) 949-4449 or visiting www.LaserFG.com now!

All workshop attendees will receive complimentary copies of the acclaimed book, *Five Mistakes Your Financial Advisor Is Making*. Whether you are already retired or retirement is still down the road, the powerful information

you’ll glean from this workshop will change your retirement and asset transfer strategies for the better. 



A senior financial strategist with Laser Financial Group, Samuel N. Asare is an accomplished personal finance expert, a Chartered Retirement Planning Counselor, a Chartered Mutual Fund Counselor, and author with years of experience in retirement income

planning. He regularly contributes to and is featured by various media outlets, including TV and radio. For your complimentary consultation, to sign up to receive Samuel’s weekly columns, or simply for great retirement insights, call (301) 949-4449 or visit www.LaserFG.com.

You’ll have plenty to do during retirement.

Worrying about income *shouldn’t* be on the list!

To Do

- SHARPEL NEW GUTTERS
- START COOKING BLOG
- CLEAN UP HARD DRIVE
- LEARN TO BLEW GLASS
- PLANT BUTTERFLY GARDEN
- WORRY ABOUT INCOME

We don’t know about you, but every other investor we talk with is sick of losing their hard-earned savings.

Attend our **no-obligation, educational** workshop and discover how to:

- Protect your principal dollars
- Make money when the market gains *and keep it* during downturns
- Lock-in your gains
- Legally access your income, tax free
- Transfer any remaining funds to your heirs, income-tax free!

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Proven, time-tested strategies that work!

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Individual complimentary consultations are available upon request