

Who Said It's Not Possible to Retire with Absolute Peace of Mind These Days?

By Samuel N. Asare
MBA, CRPC, CMFC

The retirement landscape today is undoubtedly more challenging than ever: guaranteed corporate pensions now belong to the dinosaur years, and the stock market has been nothing short of chaotic. Meanwhile, we're living much longer, creating the perfect storm for many of us to run out of savings midstream. Truly, this is the foremost threat facing retiring boomers.

Julie and Craig experienced precisely that threat in no uncertain terms. The 60-year-old business-owner duo had been fairly aggressive investors prior to the 2008 stock market tsunami, after which their nest egg shrank by almost 50 percent. Among other things, the couple is looking to retiring in the next 10 years with an annual income of \$85,000. Social

Security is only scheduled to bring in about \$35,000 a year, so their goal is to somehow turn their once-upon-a-time million dollar nest egg – now worth approximately \$600,000 – into a yearly income of \$50,000 for the rest of both their lives. Given that they're both from families with pretty long life expectancies they're rightfully concerned about the longevity of their income.

Here's the even trickier part. Every advisor they've met has told them it *might* be possible to achieve their desired \$50,000/year income, but offers no guarantees.

Good news is, there are products available today that can easily solve Julie and Craig's problem. They can make sure their money grows at a certain guaranteed rate for the purposes of their income, while guaranteeing a specific income for their joint life spans, however long that



may be, regardless of what the stock market does. In their specific case their contract guarantees a 6.5 percent annual compound rollup rate. So in 10 years, their \$600,000 is *guaranteed* to be worth exactly \$1,216,385.08 in their "income account." That works out to a guaranteed yearly income of \$60,819.25 for as long as they both live. It's as simple as that.

These figures do not depend on what the stock market does. And when one spouse dies, the survivor will keep receiving the same \$60,819.25 for the rest of his/her life. Should they both die before depleting their "contract value," any money left goes to their named beneficiary. However, if they follow their families' trend and outlive their contract value, their guaranteed \$60,819.25 a year will not stop. Of course, should they decide to retire sooner than scheduled, their income account value, and therefore, guaranteed yearly income would be smaller.

The interesting question here is how come none of the previous advisors they met with discussed this option with the couple? We can only speculate, but perhaps they're not even aware that programs like this even exist. Or maybe they are captive advisors working for companies that offer a certain limited number of choices. In the end, Julie and Craig found the peace of mind they were seeking by securing their future.

If you'd like more information about how these contracts work in general, as well as some important caveats, please call 877.656.9111 or visit LaserFG.com to schedule a complimentary, no-strings-attached consultation with one of our experienced professionals. You may also download a complimentary copy of our special report at SetForLifeReport.com.

About the Author

Samuel N. Asare, MBA, CRPC, CMFC, CLU, CTP, CBM, is a noted retirement planner, principal and senior strategist at Laser Financial Group. His firm trains financial professionals on a variety of retirement-related subjects. Samuel has authored several personal finance publications, designed instructional videos, training workshops, and is featured regularly in various media outlets. You can read his acclaimed blog at LaserFG.blogspot.com, follow him on twitter@LaserFG, get practical retirement insights at LaserFG.com, or call 877.656.9111 to schedule a complimentary, no-obligation consultation.



Don't Gamble Your Nest Egg



- Retain every cent of your hard-earned savings, even when the stock market plummets!
- Guarantee that you'll never run out of income, irrespective of how long you live!

Schedule your *Private Consultation* at one of our offices.

It's **COMPLIMENTARY**,
with absolutely **NO strings attached**



301.949.4449 or LaserFG.com