

Modern Retirement Planning

WHAT IS IT?

Modern Retirement Planning™ (MRP) is a six-hour educational course covering the latest concepts and strategies for structuring a successful retirement plan. In today's financial world, having an understanding of what it takes to plan for a retirement that could easily span 20 to 30 years, is essential.

Topics including Estate Planning, Long-Term Care, RMDs and recent changes to Social Security will be explained in an unbiased, educational classroom environment.

Your instructor is a local industry professional who is up to date with the current regulations and retirement strategies available today.

MRP is solely an educational workshop and no specific products or services will be discussed.

WHO SHOULD ATTEND?

Individuals who have already retired, are nearing retirement, or are developing a retirement strategy can benefit from this course. 21st century retirees face many new challenges. You will discover ways to insulate yourself from the risk of rising taxes, how to enhance your Social Security benefits and strategies to protect against unexpected health related expenses.

Attend this course and learn to:

- Define what your retirement will look like
- Be better informed when making investment decisions and selecting retirement strategies
- Identify & maximize retirement income sources
- Use tax laws and Social Security regulations to your advantage
- Protect your retirement from uncontrolled events

COURSE GOAL:

To enable you to make effective retirement decisions and to prepare you to more confidently take control of your retirement planning process.

Objective, unbiased, and up-to-date instruction delivered by an industry professional.



Day 1

SECTION 1

SETTING GOALS

Every successful retirement plan has a successful beginning...the game plan. The amount you need to plan for starts with determining what your lifestyle will be. Will you travel? Will you stay home with the grandchildren? Will you start a new career or serious hobby? It's hard to hit a target if you don't have one! Some will be debt free. What is the best way to manage out-of-control debt? We are living much longer and retiring much earlier than our parents and grandparents. Our money will need to last longer, how do we plan accordingly?

SECTION 2

CONSIDERING THE COSTS

What retirement lifestyle are you anticipating? What will this lifestyle cost? Are you prepared to retire or is a second career in your future? Addressing the effect of taxes and inflation as well as the increasing cost of healthcare and medical expenses is vital when planning your retirement. Many people think they might have enough to retire, but only 48% of individuals still working report that they or their spouse have tried to calculate how much they will need to save for retirement¹.

SECTION 3

NEST EGG SOURCES

Your Retirement Nest Egg is the combination of all of the sources you will rely upon to provide income throughout your retirement years. This section will expose options available with each source like when to apply for Social Security, how to collect your pension, managing RMDs and investment strategies that may ensure a lifetime of income.

SECTION 4

ESTATE PLANNING

Wills, trusts, inheritance taxes, gift taxes, income taxes, capital gains taxes, probate, conservatorship, powers of attorney...what about all this? Estate planning is concerned with the living estate as well as how to pass your estate to the heirs as tax efficiently as possible. Can you control the estate for your heirs after your death? There are many strategies for control and efficiency concerning the estate. Will your estate be private or public when you pass? Should you hold assets jointly or as tenants-in-common? What is community property? Which trusts do you need and which do you want to avoid? Every situation is different based on your needs.

Course Curriculum

SETTING GOALS

- Retirement in the new millennium
- Where to begin
- Recognizing retirement challenges
- Anticipating your expenses

CONSIDERING THE COSTS

- Can you retire now?
- How long will you be retired?
- Effects of taxes and inflation
- Will your nest egg last?

NEST EGG SOURCES

- Social Security concerns
- IRAs & 401ks
- Pensions
- Additional income sources

ESTATE PLANNING

- Wills and trusts
- Ways to reduce probate
- Addressing incapacity
- Gift and inheritance taxes

TRADITIONAL INVESTMENTS

- Stocks and bonds
- Mutual funds
- Unit Investment Trusts
- Exchange Traded Funds
- Professionally Managed Accounts
- Fixed vs. Variable Annuities

NON-TRADITIONAL INVESTMENTS

- Commodities
- Real Estate
- Business Development Company
- Foreign Exchange
- Hedge Funds

PROTECTING YOUR ASSETS

- Identifying your risk exposure
- Life Insurance
- Health insurance and Medicare
- Long-term care options
- Do you need life insurance?

STRATEGIES

- Retirement Portfolio Construction
- Pension maximization
- Required Minimum Distributions (RMDs)
- Roth conversions
- Net Unrealized Appreciation
- Unlocking hidden wealth

SECTION 5

TRADITIONAL INVESTMENTS

One of the most critical decisions you make during retirement is your choice of investments. While stocks and bonds are the building blocks of traditional investments, there are many ways to arrange them. Mutual funds, exchange traded funds (ETF), unit investment trusts (UIT), and variable annuities (VA) are just a few. Know the difference between a professionally managed account and a brokerage account. Learn the difference between fixed and variable growth. Which investments have the best opportunity to reduce taxation, manage risk and meet retirement goals?

SECTION 7

PROTECTING YOUR ASSETS

The unexpected peril is the greatest enemy of a good retirement plan. How do you protect your assets during retirement? Too much protection is expensive, but not enough can be a disaster. How do we calculate the right amount? Alternative Long-Term Care programs can be less expensive and easier to control than traditional insurance programs. Do you still need life insurance or are you already self-insured? What does Medicare cover?

SECTION 6

NON-TRADITIONAL INVESTMENTS

This section will discuss investments that have a "low-market correlation" to traditional stocks and/or bonds. If used properly, non-traded, low-correlated investments may reduce your effective tax rate while providing additional diversification to your retirement portfolio. These investments are less liquid than traditional stocks and bonds, but may reduce the overall volatility of your portfolio.

SECTION 8

STRATEGIES

When taking income at retirement, it is important to maintain control of your nest egg and stay flexible in a constantly changing environment. Learn alternative strategies designed to maintain control of your money and maximize your efforts. You will benefit from the unique cost-saving ideas discussed in this section.

What to Expect

COURSE OBJECTIVE

Modern Retirement Planning™ is a course designed to help individuals comprehend the principles for successful retirement. You will learn how to set reasonable goals based on your personal means. A primary objective will be to become familiar with the current concepts, terminology, and regulations that are so frustrating to understand and follow.

REGISTRATION INCLUDES:

- **Modern Retirement Planning™ Workbook**
- a 225+ page workbook written in an easy to understand format. The text will follow and clarify the concepts being discussed in class. It includes exercises, questionnaires, worksheets, and other helpful tools. It is yours to keep and will be a valuable resource for years to come.
- **Your spouse or guest may attend at no additional cost.**
- **Optional one-on-one strategy session**
- If you have personal concerns or questions, and desire individual consultation you may arrange to meet privately with the instructor. This opportunity is included in your tuition and guests of students may also schedule a consultation. This session is optional and is meant to provide attendees with additional value.

INSTRUCTION

The course is taught by qualified financial professionals who bring years of experience and real-life stories to the classroom. The interactive lecture style encourages students to ask questions and benefit from group discussions.

ABOUT YOUR INSTRUCTOR

Your instructor is John C. Starke, who provides Securities through Centaurus Financial, Inc., member FINRA and SIPC and is a Registered Principal.

**Education is knowledge
and knowledge cultivates
confidence.**