

CLIENT TRANSITION STATEMENTS

~80% Likely to Succeed in Retirement



Clients who receive a rating of ~80% Likely to Succeed in Retirement when using the MoneyGuidePro® planning software to align their retirement goals and objectives with their current savings, investments and additional assets will benefit from the following actionable steps:

- One input we should address is the rate of return the MGP analysis is assuming. As you move into your distribution phase, you'll want to ensure you're preserving wealth by using the right parts of your portfolio to create income based on the economic environment around you. Your next step is to create a family investment policy defining how we'll manage business risk inside your portfolio, provide options for potential outperformance, and stress test your portfolio to reduce unnecessary risk.
- One concern I have yet is your asset location, in terms of your overall allocation at the household level. I fear we don't have the right investment strategies in the right buckets. This is one area we should address that's not accounted for in this analysis. Let's take a look at your investment portfolio in aggregate and identify strengths and weaknesses in your holdings to evaluate whether your plan is in line with the way an advisor would recommend utilizing your accumulated assets.
- You may be taking more risk in your portfolio than necessary. If I told you there was an 80%+ chance it was going to rain, you would pack an umbrella! I suggest we do a comprehensive investment review to build upon the outcome of this analysis. Let us help identify which asset classes you've included, which asset classes you've missed, and whether adding additional asset classes improves your risk/reward profile.
- This analysis does not account for intra-year tax planning. Accumulation takes discipline, but we need to address how to preserve what you've saved while creating distributions strategies that meet your income needs. Schwab doesn't provide in-depth tax planning, so we work with a select group of advisors who do. Wealth Enhancement Group puts together dynamic, multi-year projections that will build on this plan, and will work with you on an ongoing basis to ensure your plan stays on-track and is updated when life changes happen.
- If you're lucky enough to achieve the returns demonstrated in this analysis, you'll also incur a substantial estate tax. We want to plan for worst but hope for the best, reviewing our options to minimize this potential pitfall in your legacy plan. I'm going to connect you with a team who can help identify what steps need to be taken to reduce or even eliminate this tax, and/or help you put together a strategy to take care of it.
- Wealth Enhancement Group will build upon your financial plan and create a dynamic multi-year financial strategy that integrates your investments with other areas of your financial life, including retirement goals, tax minimization strategies and estate planning. They'll work with you on an ongoing basis to ensure your plan stays on-track and is updated when life changes happen.
