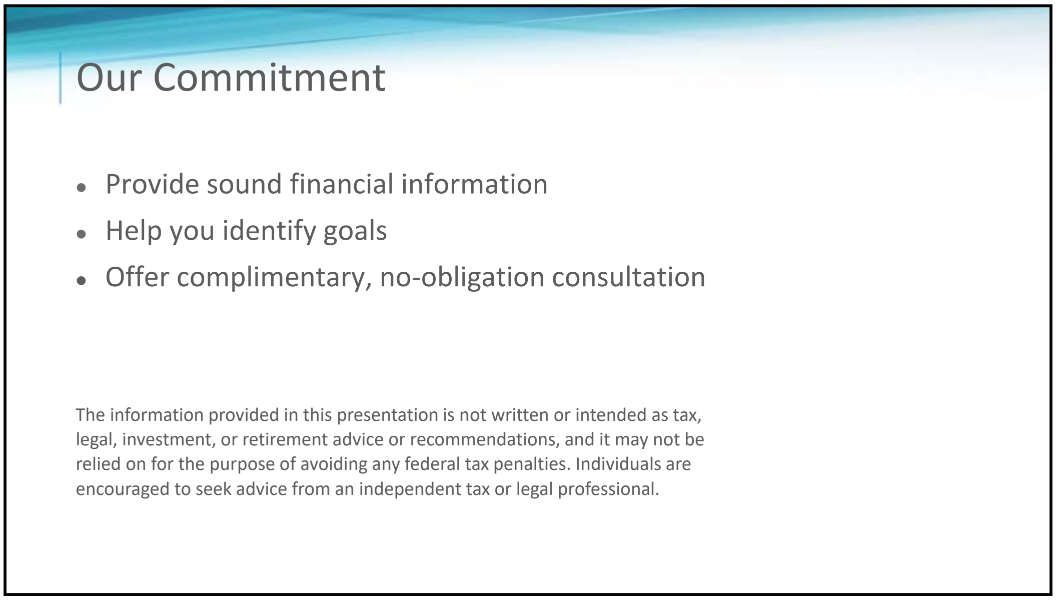
Welcome to our retirement seminar on building a comfortable lifestyle for tomorrow. We’re glad that you could join us here today.

Before we get started, I’d like to introduce myself and my company.

[Note to presenter: Give a brief personal background, then talk about your organization and give its location. If appropriate, introduce other members of your organization who are in the room and discuss any housekeeping issues.]



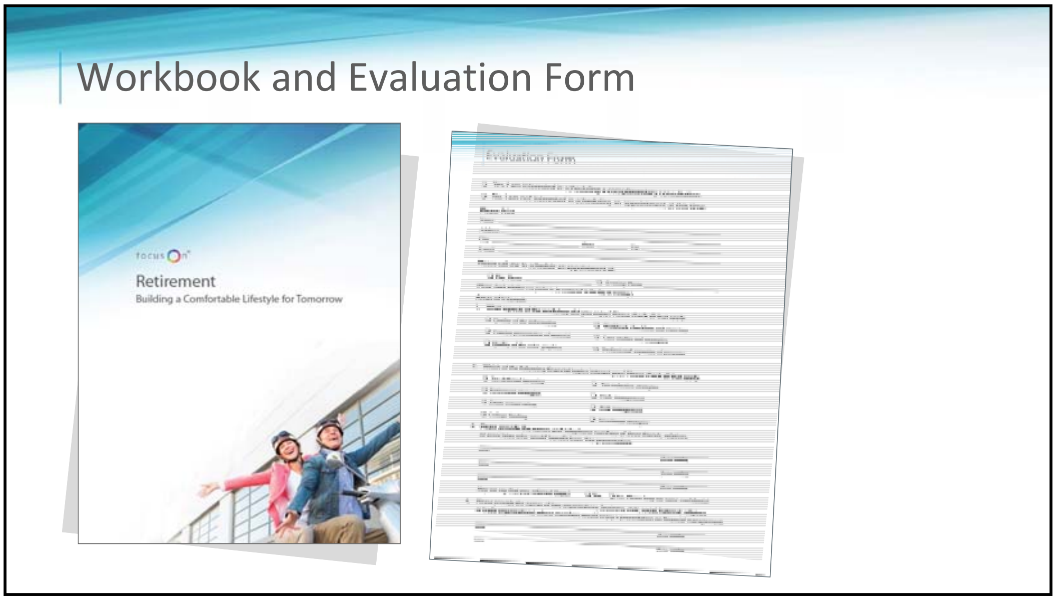
We use seminars like this one to introduce ourselves and to develop strong working relationships with members of the community like you.

Our commitment extends beyond simply offering financial services. We are committed to helping you evaluate your financial situation and giving you tools to help make informed decisions and pursue your financial goals.

We hope that after attending the seminar, you'll want to meet with us in our office. This is a complimentary, no-obligation consultation that we offer to everyone who attends our seminars. During that meeting, we can discuss any questions you have as a result of what we discuss here. If you prefer, we can use that time to examine your specific situation and begin the process of helping you formulate a financial strategy that will suit your needs.

We know that we'll establish a working relationship with you only when *you* are confident that we can be of service. We want you to understand your options and to know how you may benefit from working with us.

The information in this presentation is not written or intended as tax, legal, investment, or retirement advice or recommendations, and it may not be relied on for the purpose of avoiding any federal tax penalties. You are encouraged to seek advice from an independent tax or legal professional based on your individual circumstances.



Let’s talk about the workbook you received as you entered.

We’ve found that people are more likely to remember something they act on rather than something they only hear about. That’s why we designed this workbook so you can apply what you learn to your situation. In it you’ll find helpful materials that reinforce the seminar’s major points and will be a valuable resource for you.

Feel free to highlight, underline, or make notes in whatever way serves you best.

Inside your workbook, you’ll find an evaluation form just like this one.

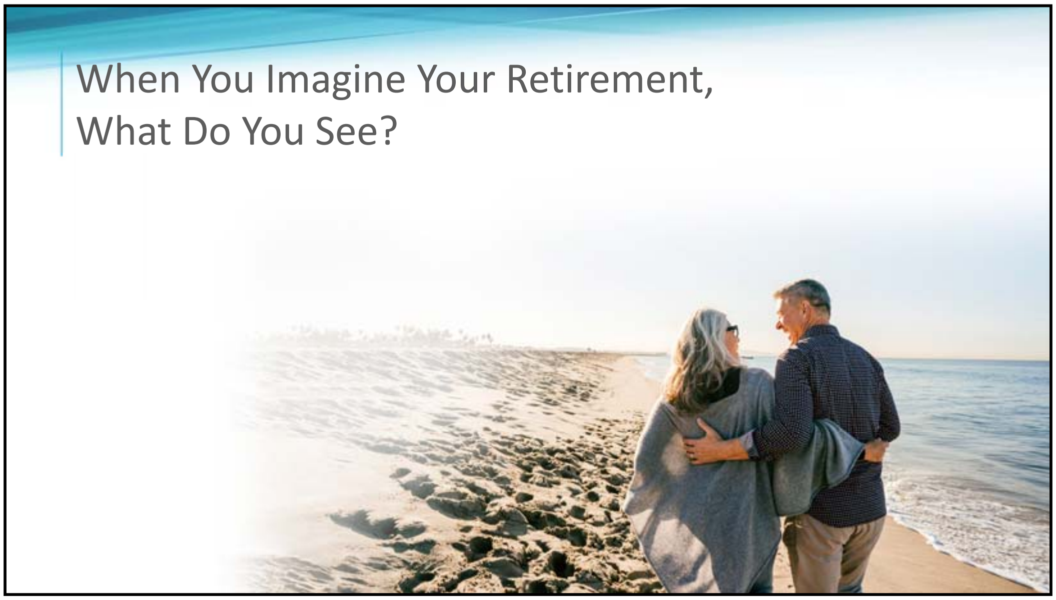
[Note to presenter: Pull out an evaluation form for your seminar participants to see.]

At the end of the presentation, please use this form to tell us whether you’re interested in taking advantage of the complimentary consultation.

We’d like to make you two promises concerning this form. First, if you check “Yes, I am interested in scheduling a complimentary consultation,” we’ll call you in the next couple of days and set up an appointment. Second, if you check “No, I am not interested in scheduling an appointment at this time,” we won’t call you directly after the seminar.

In exchange for these two promises to you, please promise that you will fill out this form. Many seminar attendees do come in for a consultation, so we’ve set aside time just to meet with you.

When you do come to our office, feel free to leave your checkbook at home. We are very interested in developing working relationships with you, but that decision is yours.



When you close your eyes and imagine your own retirement, what do you see? Most people imagine retirement as a happy time, a reward for a lifetime of hard work, full of possibility and potential.

Many of us look forward to pursuing hobbies and traveling, while others may see the opportunity to go back to school or to start a new career or business.

We have good reason to see retirement in a positive light. After all, Americans are living longer, healthier lives than ever before. In fact, retirement could make up a full third of our lives. Of course, this means that our retirement assets will have to do more for us over a longer period of time.

This makes *planning* for our retirement essential.

There are three keys to funding a comfortable retirement.

First, you need to determine your retirement income needs. This involves examining a number of factors that will influence your situation, assessing the resources that are available to you, and putting pen to paper to calculate a retirement accumulation goal.

Second, you need to develop an investment strategy to pursue your retirement savings goal. As many of us learn the hard way throughout our financial lives, the markets can be volatile and unforgiving. Investing strategically can help you reduce your exposure to market risk as you pursue portfolio gains.

Finally, it’s important to protect your nest egg while you save. This means making regular adjustments to your portfolio when necessary and considering some risk protection to help safeguard your assets from unexpected events.

Let’s discuss these key steps in greater detail.

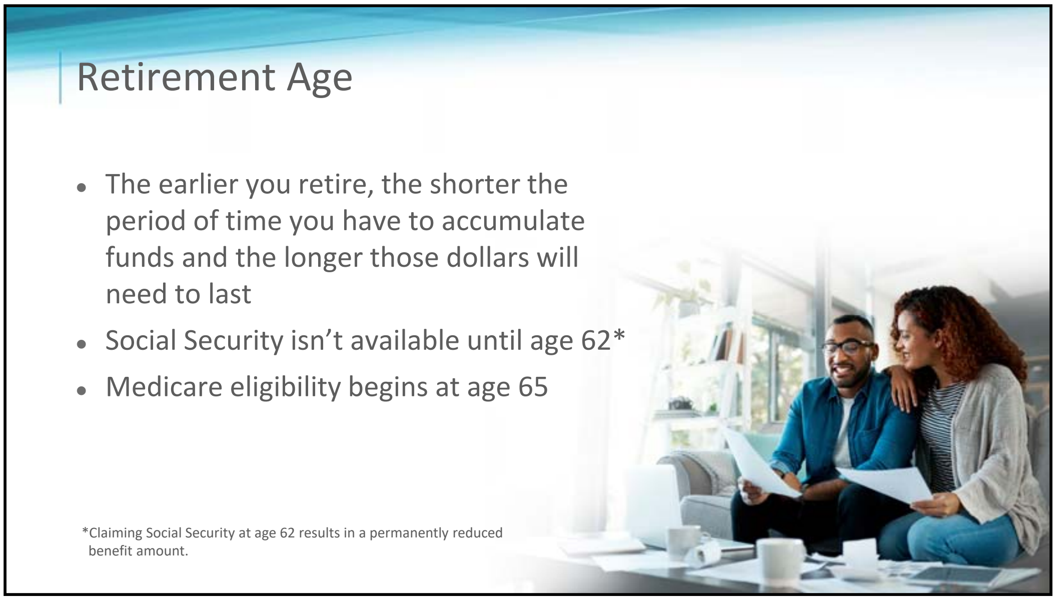
What factors will influence your retirement income needs?

What resources will be available to meet these needs?

And how much money will you need to retire comfortably?

These factors will influence your income needs: the age when you plan to retire, the length of your retirement, your health-care needs and expenses, the effects of inflation, and the type of retirement lifestyle you envision.

Let’s focus on each of these issues.

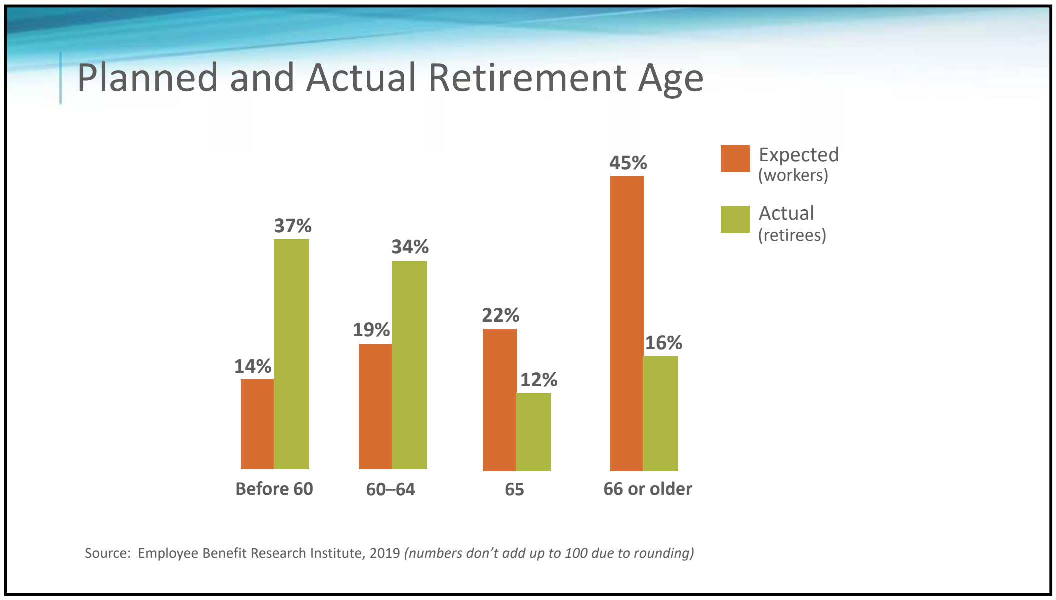


Have you thought about the age when you'd like to retire?

This is important, because the earlier you retire, the shorter the period of time you have to accumulate funds, and the longer the period of time those dollars will need to last.

Although you can retire at any time, most people wait until they're eligible for Social Security retirement benefits. You can claim Social Security as early as age 62, but keep in mind that the longer you wait (up to age 70), the more you'll receive each month. We'll take a more detailed look at Social Security in a little while.

Also, you're not eligible for Medicare health coverage until age 65, so if you want to retire before then, you'll want to plan for private health insurance.

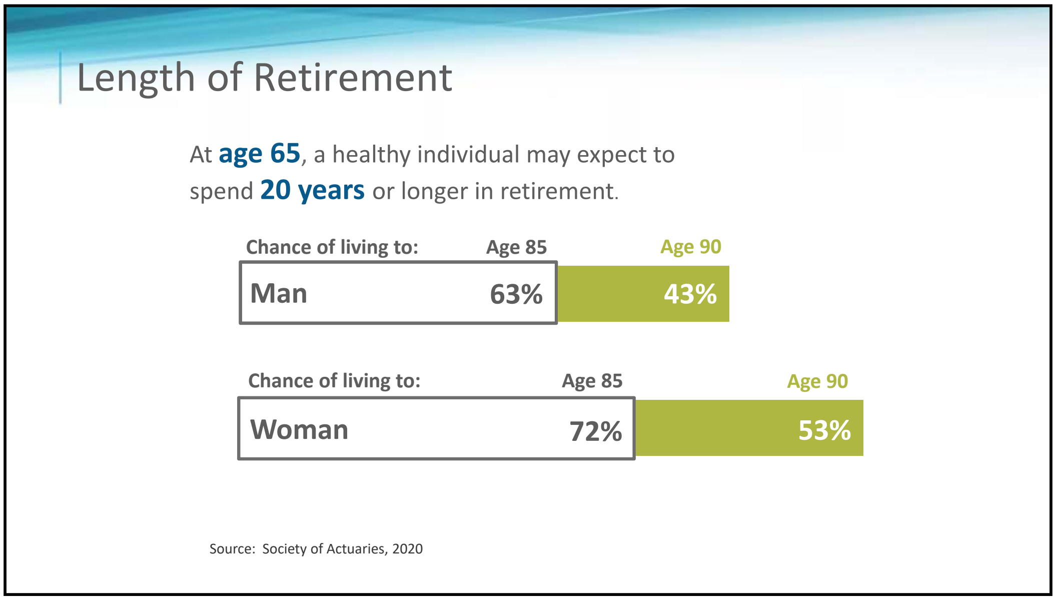


Keep in mind that you can't always control your retirement age.

A recent survey found that the ages when workers *expect* to retire were later than the *actual* ages when retirees left the workforce.

Consider the possibility that you might be unable to continue working because of poor health or changes at your company, such as downsizing or workplace closure.

Source: Employee Benefit Research Institute, 2019 *(numbers don't add up to 100 due to rounding)*

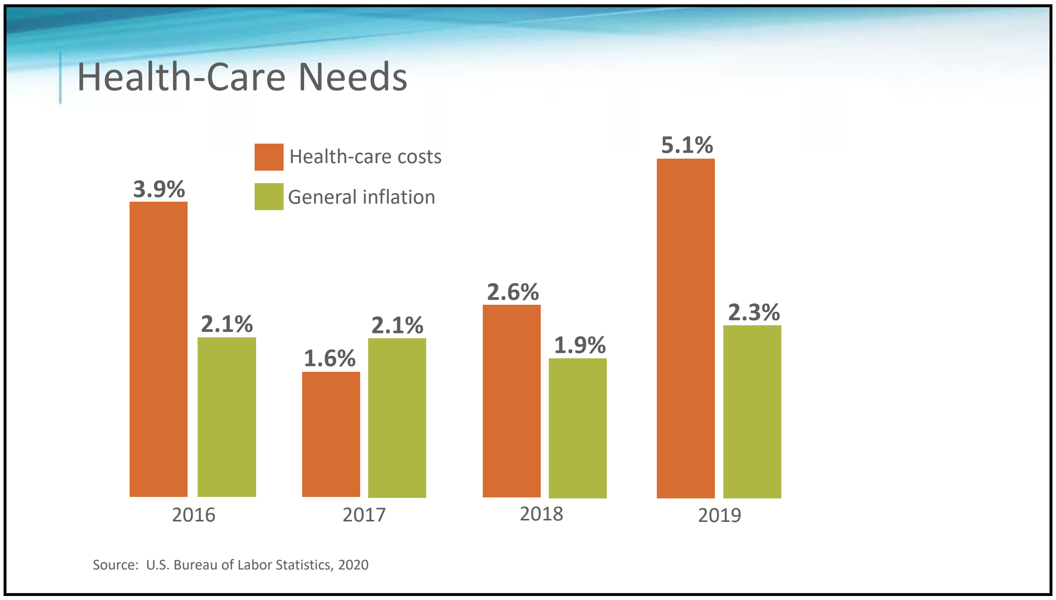


The second influential factor is the length of your retirement.

With recent advances in technology and medicine, life expectancies are stretching considerably. As you can see, chances are good that you'll be spending a large portion of your life in retirement. In fact, a healthy 65-year-old is likely to live another 20 to 30 years. Are you prepared, financially speaking, to live this long?

[Note to presenter: Discuss chances of a man and a woman living to age 85 or 90.]

Source: Society of Actuaries, 2020



Longevity is related to health care, which is our third factor to consider.

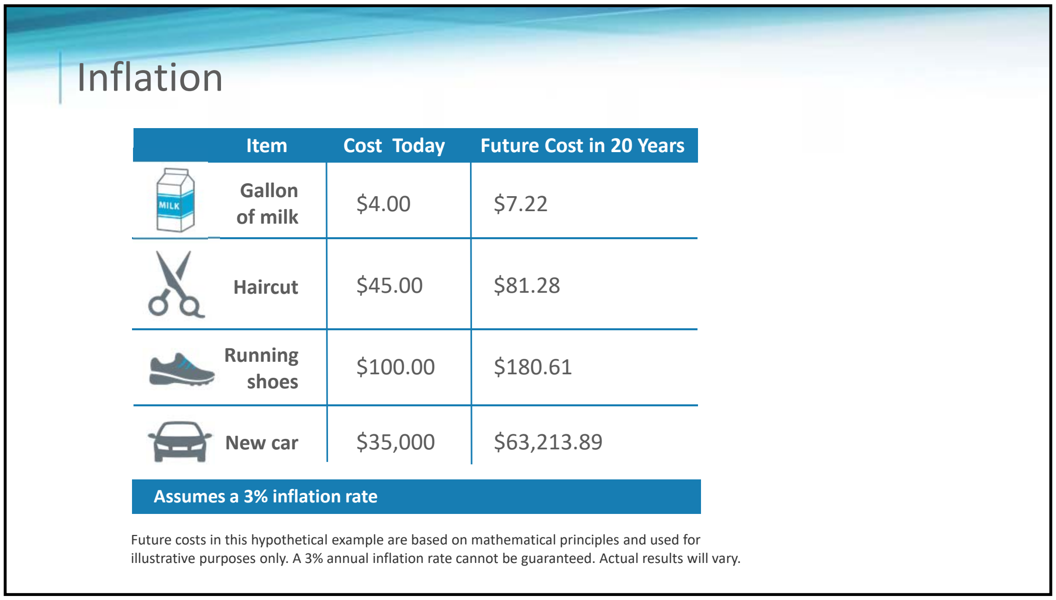
This chart shows that in three out of the last four years, health-care costs have increased at a faster rate than general inflation, and the trend may well continue.[1]

As a result, fewer employers are offering health-care benefits to retirees, and many that do offer benefits are scaling back.

In fact, if Medicare benefits remain at current levels, it's estimated that a 65-year-old couple who retire today, live an average life expectancy, and have fairly average prescription drug expenses might need about $300,000 to pay their health expenses in retirement (assuming they don't have employer-paid retiree health benefits).[2]

Under the circumstances, it's little wonder that paying for medical expenses has become one of the biggest worries that many retirees face.

Sources: 1) U.S. Bureau of Labor Statistics, 2020; 2) Employee Benefit Research Institute, 2019



Inflation

Item	Cost Today	Future Cost in 20 Years
Gallon of milk	$4.00	$7.22
Haircut	$45.00	$81.28
Running shoes	$100.00	$180.61
New car	$35,000	$63,213.89

Assumes a 3% inflation rate

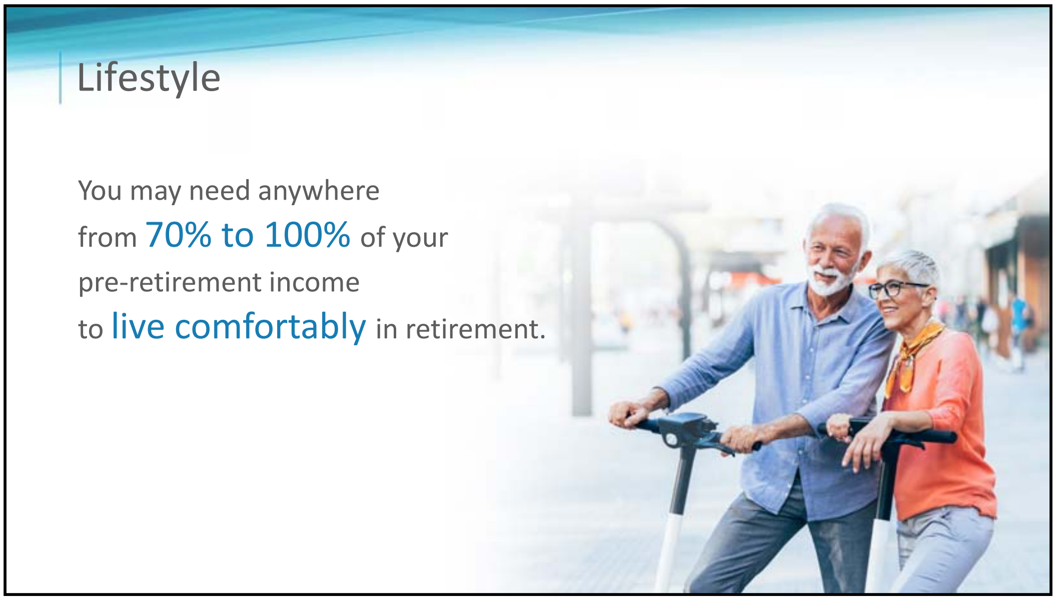
Future costs in this hypothetical example are based on mathematical principles and used for illustrative purposes only. A 3% annual inflation rate cannot be guaranteed. Actual results will vary.

Inflation is another important factor that could affect the amount you will need to save for retirement.

Inflation is the rise in consumer prices over time. Because inflation makes it more expensive to buy the things you need to live comfortably from day to day, it can effectively lower the value of your savings from year to year.

For example, this table shows how a low 3 percent inflation rate could affect the cost of everyday items over 20 years. Essentially, the purchasing power of your money would be cut nearly in half in about 20 years.

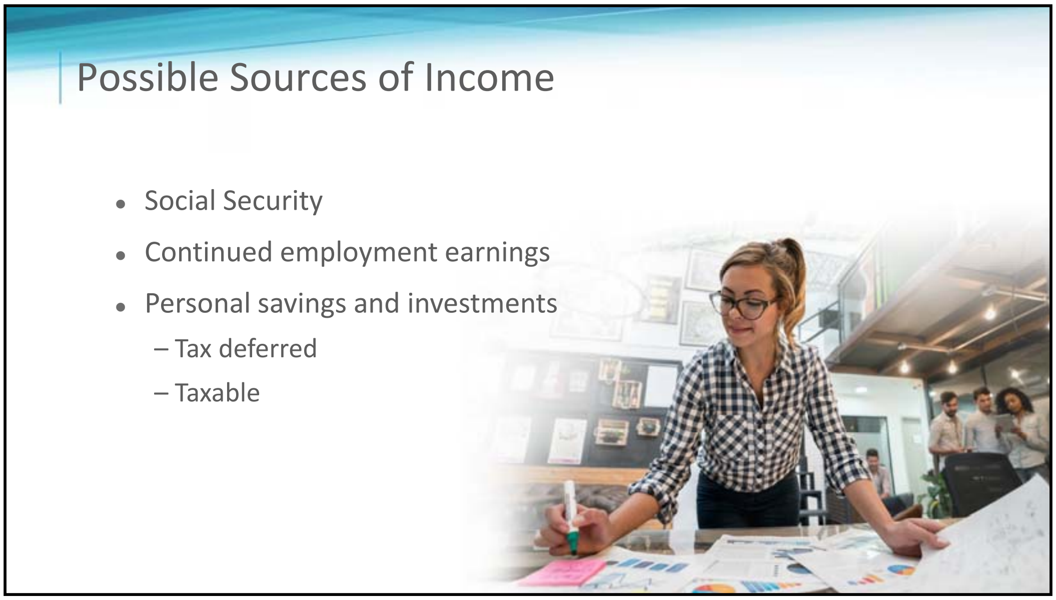
Future costs in this hypothetical example are based on mathematical principles and are used for illustrative purposes only. A 3 percent annual inflation rate cannot be guaranteed. Actual results will vary.



And finally, the last retirement income factor we'll consider is your lifestyle. Unlike several of the other factors, this one is largely under your control.

For example, you may plan to travel extensively, be involved in philanthropic endeavors, or maintain a membership at the local country club. Or you may simply want to spend more time reading and playing board games with your grandchildren.

Depending on your specific goals, you may need anywhere from 70 percent to 100 percent of your pre-retirement income to live comfortably in retirement.



Now that you have some idea of the factors that could affect your retirement savings and income needs, the next question becomes: What resources will you have available?

The primary sources of retirement income include Social Security, continued employment earnings, and personal savings and investments, including both tax-deferred and taxable vehicles.

Some retirees are still fortunate enough to have a traditional pension plan (also known as a defined benefit plan), but these benefits are gradually becoming a relic of the past. In the private sector, they have been replaced by employer-sponsored retirement plans such as 401(k)s, which generally require that you, the plan participant, be responsible for your own retirement savings and investment decisions. For that reason and because time is limited, we won’t be discussing traditional pensions today.