

THE WORRY-FREE RETIREMENT MANIFESTO

How to Generate Guaranteed Income for Life
and Help Protect Your Hard-Earned Money
from Economic Uncertainty



Guarantees are backed by the financial strength and claims-paying ability of the issuing insurance company.

ABOUT THE AUTHOR



Peter Regenye began his insurance career in 1978 with Mutual of Omaha specializing in Short Term Disability and Life Insurance. In 1992, he founded Simmons Rohs Associates, LLC and began to build a solid following in the Medicare field where today, he has over three hundred clients. More and more clients were asking about how to save for retirement and not run out of money. Realizing this need, he became a Certified Financial Specialist and is currently pursuing the designation of Certified Financial Fiduciary.

He is recognized as one of the top independent consultants in the financial advisory and insurance markets.

Peter's expertise in distilling complicated information into concise and simple processes that produce replicated success, both at the client and business level, has become his hallmark.

Very simply put, Peter is an insurance guy who understands Life Insurance and Annuities and how combining the two can help any individual or family achieve their financial goals.

Don't get caught living a "Just in Case Retirement."
Start planning and you will retire Happily Ever After!



7 LITTLE-KNOWN RETIREMENT STRATEGIES

1 It's Time to Consider a Pension Alternative

Long gone are the days of the employer-funded pension. So people turned to 401(k)s based on the promise of making their own investment decisions and having a balanced portfolio with more options, more accessibility, and more freedom. But for many people, 401(k)s haven't come remotely close to keeping that promise. That means some retirees may find themselves running out of money quickly.

So, if you feel like you are behind in your investment strategy, **are you willing to make potentially risky investments that could fall off a cliff** during your retirement? I can assure you... you may not have time to recover financially if that happens.

The solution? Create your own pension alternative. One that has the ability to protect your principal and income streams so that you have enough money to last through your retirement. Then, if you have extra,

you can consider taking on different risks with that money, depending on your objectives.

So how can you help create a pension plan alternative? You must choose something that comes with a guarantee against principal loss – such as fixed annuities or fixed indexed annuities. These products are guaranteed by the full faith and credit of the issuing company. These annuities can **guarantee income for life** without exposing the principal to market risk.

Now I'll be the first to admit that fixed indexed annuities may not be the most buzzworthy type of investment. People tend to gravitate toward excitement and thrills. We also love hearing about a great “get rich” idea. Fixed indexed annuities won't satisfy these yearnings for excitement – but what they will do is continue to be stable and reliable. You'll get a check in the mail consistently, and you'll know exactly what you're going to get. When it comes to retirement income, I think stable and reliable are some of the best qualities you can seek in an investment – and dare I say it, in their own way, buzzworthy!

That is how you help create **financial security in the era of economic, political, and social insecurity.**



2 The Importance of Understanding and Managing Risk

Some people may invest their money without fully knowing the risks. And you should **only risk the money you can afford to lose.** A smart investment strategy involves understanding risk and its effects on your future.

There are also unforeseeable events outside of your control to consider. Civil unrest and natural disasters, for example, could affect the performance of the market.

The reality is that there is no way to predict the market's behavior in the long run. “Market timing” is the principle propelled by those who benefit from people who try to time the market. If we could predict market timing, we would all have more money than we could count.

Remember, to retire well, you need to have your “guaranteed” money that maintains your standard of living throughout retirement. If you have extra, you can consider other types of risks depending on your needs and objectives. Keeping those pools of assets separate can be an important step to a successful retirement strategy.



3 Leaving A Financial Legacy

One way you can help foster a secure, stable retirement is with a personal pension plan alternative. But how can you leave a positive financial legacy for those you love? How can the pension plan alternative you create outlive you?

Nearly all the pensions in the world use annuities. Why? Because they work. Almost every pension plan is an annuity. Annuities work because it's income you can count on. And since many pensions no longer exist, **it is important to consider a pension alternative.** And you can!

Unfortunately, there are financial problems that can arise after death. Assets need to be transferred. Stocks may need to be re-registered. The estate might have to go through a probate. The list goes on. So the more you plan before you pass, the easier it can be for your loved ones to be provided for afterward.

And, we're not just talking about passing down a financial legacy to your children. We're talking about your spouse as well. If you pass and one of your social security incomes is gone, **is your spouse going to be able to survive financially?**

Finding a financial services professional who is an expert on survivorship planning can be an important step to help **protect your loved ones** and to discuss a pension plan alternative. You don't want to leave your loved ones in a heartbreaking situation of retitling assets, in probate court, or worse. If you are going to work your entire life to ensure that you're secure in retirement, it is just as important to leave your loved ones with the same security you enjoy.

4 Leveraging Your Life Insurance

There is an old Chinese adage, “The best time to plant a tree was 20 years ago. The second best time is now.” That same concept applies to life insurance.

Did you know you can use life insurance to leverage helpful retirement savings after you pass away? Life insurance can be a great tool in survivorship planning, mainly if you haven’t saved enough to supplement any income streams you might lose when someone passes. But you have to understand the various types of life insurance available and how you can use existing income streams to cover the cost of insurance premiums. Trust me, adding a life insurance premium to your retirement cost could be worth the added expense.

Most public pensions do not have a 100% survivor benefit. The majority of them get reduced by about 50%. Also, if both the husband and wife have Social Security, they will lose some Social Security income when one of them passes. So, life insurance can be a vehicle to replace that loss of income with an inherited bucket of tax-free money.

When someone passes away, an IRA is still taxable, but a life insurance death benefit is tax-free. So, you may potentially be able to create a more significant estate where one might not exist. And you can do it with life insurance. Another strategy to consider is to use the life insurance money to get an annuity that would generate the life insurance premium for the rest of your or your loved ones’ lives. You can see how this strategy could be advantageous when they might need those extra tax-free dollars to help generate income for the surviving spouse or even pass it on to some grandchildren.

With certain life insurance policies, you can leverage your current income streams, not only to provide additional income for what your spouse may lose after you pass, but also a larger financial legacy for your beneficiaries. You can give a great head start to your family and heirs.

5 What About Your Health?

One of the most devastating threats to a solid financial plan in retirement is the rising cost of long-term care.

Here in the US, if you have money and get sick to the extent that you need skilled nursing care, you spend your own money to receive that care. If you don't have enough money, you deplete the funds you have, and it's the state's turn to take care of you. The point of long-term care insurance is to prevent this from happening and protect your assets from spend-down.



There is a chance that you could end up in a nursing care facility for an extended period. The average stay in a facility is about three years, but with Alzheimer's or Parkinson's disease, that stay could last substantially longer. You could be at a facility for ten years or more! If a long-term care policy were in place, it would help keep your assets intact - potentially forever or for the rest of your life - no matter how sick you get!

Not having long-term care insurance may be dangerous. There is a 40-50% chance that either you or your spouse will need long-term care. Those are pretty high odds. Do you have homeowner's insurance for your home in case it burns down? What about automobile insurance in case you get into an accident? The chances of your house going up in flames or of you ending up in a six car pileup are slim compared to the 40% chance that either you or your spouse will enter a nursing facility for an extended stay in the future. Think about that. You can never predict what might happen to your health. And that's a pretty high percentage you're testing when you remain long-term care uninsured.

Nobody likes to think about getting sick or dying. But these are decisions we have to make. Even if you're in the best of health and have the best personal pension plan in place, any unpredicted serious medical ailment will derail those plans and all the work you spent to set up your retirement.



6 What About the Future?

In the next 50 years, it may be harder to make and keep money in the US due to our current economic conditions, exploding deficits, the inevitable increase in taxes, and more. These conditions put more pressure on the financial system, so the probability for your wealth to be transferred across generations greatly diminishes with time.

What if I could show you how you can help preserve your financial legacy across generations through multi-generation skipping trusts, prevent unnecessary erosion of your assets, and establish further control over your wealth long after you pass away?

Often, your kids might have the necessary resources to provide for themselves, but they may need a little extra help with their kids. One method to set aside money directly for your grandchildren and protect it from estate taxes is to set up a multi-generational or generation-skipping trust. In this trust, you could put assets that could appreciate and shield them from any estate taxes. But, of course, there are limits to consider in these trusts.

Life insurance is another financial product that could be considered, due to the potential return you can receive. In addition, the benefit payment from life insurance policies often is tax-free, a benefit that allows you to prevent wealth erosion from estate taxes.

Even though you can take care of future generations through your proper estate planning, there are no guarantees that your heirs will be good financial stewards. That is also a valid concern, and in proper estate planning you can retain control of your assets long after you've passed. All you need to do is make sure the trust is set up correctly. Essentially, you can put in place any stipulations you desire. And there are many strategies and guidelines you can have in place to achieve your wishes in how the money is distributed, to whom, and by whom, whether it be a trustee or your most responsible heir. Also, you can make all of your stipulations and guidelines revocable should certain events transpire that might lead you to change your mind if you were otherwise alive. So essentially, nothing has to be set in stone when you die unless you desire it. Proper estate planning should evolve and continue to live out your wishes, even if you do not!




So we've explored how you can give yourself a pension alternative, even though many traditional pension plans no longer exist.




You now know how equity markets are more volatile and do not provide a guaranteed return.




You read how you can utilize financial products such as fixed and fixed indexed annuities have the ability to help create a pension plan alternative, one which includes a guaranteed stream of income while maintaining the ability to protect your principal.



You also learned how you could help protect against uncertainties in life, such as accidents and death, to preserve your retirement security if you need to rely on your spouse's pension or social security.



Similarly, you saw how you could leverage life insurance and long-term care insurance to help mitigate any risk from disability and death.



Finally, you saw how to utilize these strategies. You can help take care of your spouse, children, and grandchildren now and after you pass away! You can help increase your estate's value by leveraging life insurance policies in generation-skipping trusts and leaving a financial legacy for generations.



YOUR NEXT STEPS

We hope you found this manifesto to be helpful. Naturally, there is much more you need to know about income planning for retirement.

I help people just like you design and implement a comprehensive financial strategy session that helps you reach your retirement goals.

Here's what to do to get my help at no cost or obligation.

Step 1 Schedule a complimentary one hour strategy session with me. We will look at your current financial situation and discuss the income level you desire in retirement - including your dream scenario. Then we'll discuss the different sources of your income in retirement and how this income is affected when a spouse passes. Of course, I'll answer your questions as well.

Step 2 I'll take your financial information and put it into our "Income For Life Calculator" and create for you a customized "Income For Life Blueprint" that includes a one page asset summary along with solutions for the income GAP. (This shows you how to help achieve your desired retirement income.) I'll walk you through the blueprint and answer your questions.

Step 3 You will either thank us for our time and your customized "Income For Life Blueprint" and decide to implement it on your own, or you will want me to implement it for you. We'll talk about that, if appropriate.

Many people think that these strategy sessions are nothing but glorified sales pitches. I guarantee you will get real world value from the time you spend with me without pressure to "buy" anything.

Now is the time to get your retirement plan created for you by someone who understands how to help you reach your financial goals.

To schedule your complimentary two part strategy session, call my office at (609) 226-8548 or go to www.YourTime2Retire.com.