



Class 12 Pulling it all
Together



6 Focus Points

1. Positive Attitude and a Winning Mindset
2. Protect yourself from disaster- Defense
3. Develop Income
4. Save and Invest- Offense
5. Time
6. Retirement and Beyond

Goal Plan Schedule


- Always work on your income and make good money decisions
- Its not only what you earn that counts but what you keep
- Save 20-25% of your income
- Anything managed always improves
- Unless it is clearly defined and written you will not stay focused enough to get obsessed
- Written goals keep you on track
- Once a decision is made it will always happen
- Always work on your clearness and focus on being better educated
- Ask for help and utilize qualified mentors and be coachable

Focus #1 Positive Attitude and a Winning Mindset

- Take a look at where you are- Balance Sheet equals Net Worth
- Ask the Questions
- Take a look at your Income Sources
- Run a Profit Loss Based on current conditions
- Know Your FIN Number
- Make Changes and Focus on Raising Income and Cutting Expenses creating a Gap
- Project 1 year from now where you will be and ultimately get you FIN Calculated so you can quit
- Create a Written Plan – Think and Grow Rich- Read Everyday Often

Focus #2 Protect yourself from disaster- Defense

- Protect Income
- Protect Assets
- Cash Flow Plan
- Emergency Fund
- Debt Elimination

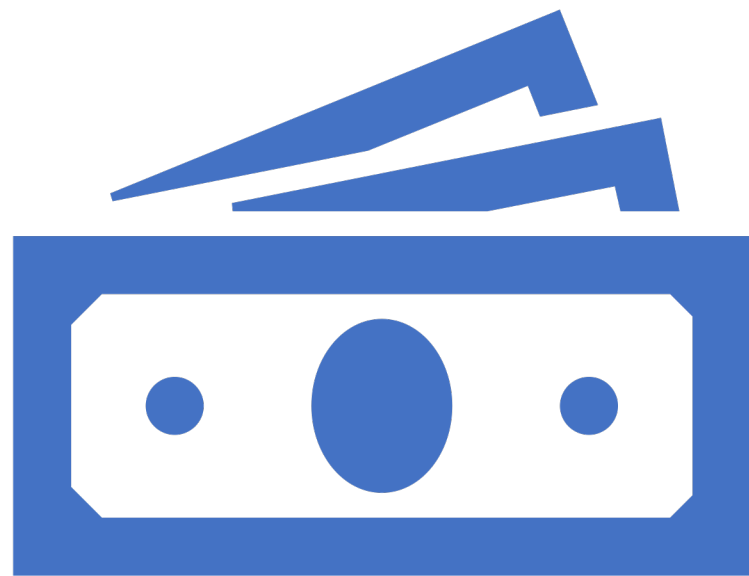


Focus # 3 Develop Income- Find Something You Love Doing

- As an Employee find a Career that you like that has a financial opportunity tied to it
- Ask yourself ? What is the highest paid person earning at my company and can I reach my goals on that income. If not change jobs
- Do something Extra and Save 100%
- If you are Self Employed create your Financial Support System AND Create Your Business Support System
- Become great at what you do

Focus #4 Go on the Offense

- Get Educated
- Find a Financial Coach
- Max Out Retirement Plans and Make sure they are properly allocated
- Buy the Right House
- Save for College
- Have an Opportunity Fund
- Always Pay Attention to your Money



Understand the Offense

- Rule of 72
- Time and Consistency
- Become an Owner not a loaner
- How Mutual Funds Work
- Investment Spectrum
- Investment choices- Allocation
- Target Dates
- Retirement Planning Options
- College Plan Options



Focus # 5 Time

- If you try to get rich quick investing you will get broke quick
- Get rich quick means 15-20 years
- It takes time to become competent in anything especially invest
- Every investment will always revert to the mean ie. real estate gets 4-5% and the stock market gets 10%
- Learn the Rule of 72 and make financial decisions accordingly



Investing Basics

- Don't allow the media to pick the timing of your investments .
Most writers are broke.
- Buy and Hold
- Invest especially in bad times-
Determine your Risk Tolerance
- Dollar Cost Average

Focus #6

Retirement and Beyond

- 3 P's- Protect Protect Protect
- 4 Risks in Retirement –Taxation-Market-Inflation-Probate
- Creating the Income Stream-
How Much can I pull ?
- Annuities Explained
- When should I draw Social Security- Canada?
- Creating a Family Legacy- Teach your children
- What your children would like you to do



Questions

- Life Insurance Types? Single should I own it? What kind? How Much? Options
- What is a mutual fund? Target Dates yes or no?
- Buying my first home what should I do? How much?
- What kind of Mortgage
- How to refinance smart
- How to get out of debt
- How to set up a budget



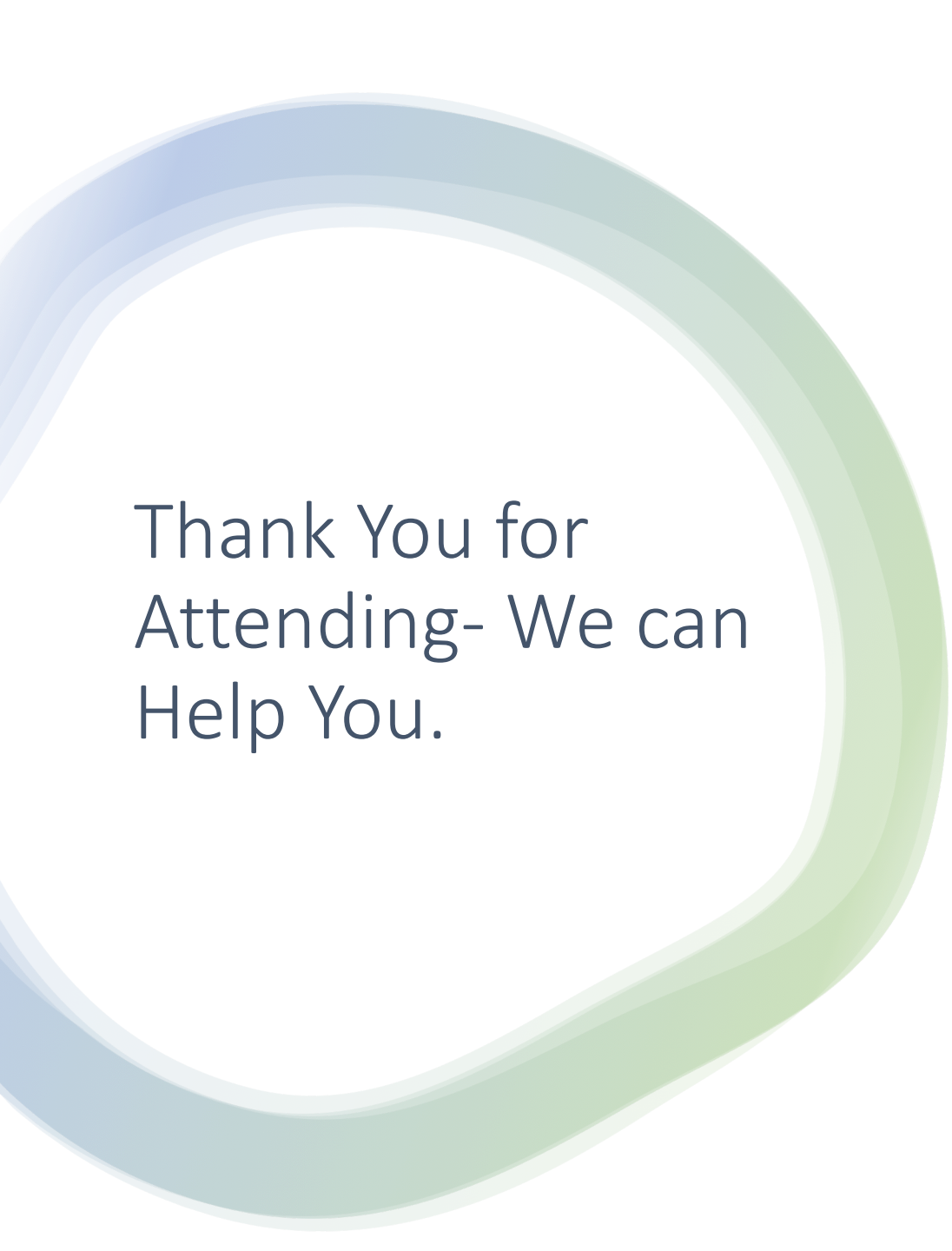
Questions

- Roth or Regular IRA
- 401k Should I invest if I am in debt?
- Rental Properties Reverse Mortgage
- Real Estate at retirement Age
- In service Withdrawals?
- What is RMD and what should I withdraw first
- How Much Do I withdraw?
- What is an Annuity? Do I have to Annuitize? Should I?
- Types of Annuities
- Investment fees
- When do I begin drawing Social Security?

Ask Your Rep for a Complimentary Financial Needs Analysis

Retirement Needs			
Jack and Donna Ryan			
Objective			
♦ Save enough for a secure and comfortable retirement.			
Needs Analysis			
Monthly Income Goal & Benefits		Assumptions	
Current employment income	\$5,000	Retirement Age	67 (30 yrs)
Income goal %	50%	Life Expectancy	87 (20 yrs)
Income goal in today's \$	\$2,500	Current retirement savings	\$0
Income goal in future \$	\$6,068	Current monthly savings	\$0
Social Security benefits	Exclude	Inflation rate	3%
Monthly pension benefits	Exclude	ROR before/during retirement	9%/6%
♦ Due to inflation, your projected income need will be \$6,068 per month the first year of your retirement.			
♦ To provide your retirement income goal for 20 years (to age 87), you need to accumulate \$1,079,000 by retirement age 67. This is your Financial Independence Number.**			
♦ One way to do this is to save \$585 each month. This is \$585 more than you are now saving. This would increase your retirement savings to 12% of your current employment income.			
The Rule of 72			
The Rule of 72 approximates the number of years it takes to double your money. If you earn a 12% rate of return your money would double every 6 years. (72 ÷ 12% = 6 years)			
		72 ÷ 3% = 24 years	72 ÷ 4% = 18 years
		72 ÷ 12% = 6 years	
		Beginning	\$1,000
		Year 6	\$2,000
		Year 12	\$4,000
		Year 18	\$8,000
		Year 24	\$16,000
		You have 10 doubling periods until your retirement, assuming 12% ROR.	
		Retire at Age 62	Retire at SS Age (67)
		Retire at Age 72	
Retirement fund required *		\$1,088,000	\$1,079,000
Monthly savings needed			\$1,005,000
at 3% before retirement, 3% during		\$5,856	\$4,183
at 6% before retirement, 3% during		\$1,745	\$1,170
at 9% before retirement, 6% during		\$963	\$585
			\$339
* Assumes 9.00% ROR before retirement and 6.00% during retirement.			
** These results are hypothetical, are not guaranteed and do not take into account tax consequences for earnings, withdrawals, or transactions. Actual investment fluctuate in value and actual results would differ, and could be significantly impacted by periods of negative returns. This page cannot be used without an accompanying presentation of the FPA's Important Notes section that provides further explanation.			

- A Financial Plan that is Personalized to You
- Free of Charge
- Calculate your Net Worth
- Find out your FIN Number
- Debt Elimination Plan
- Calculate Insurance Needs
- And More.....



Thank You for
Attending- We can
Help You.

- If you need help with anything that we covered tonight or if you have questions be sure and reach out to the person that invited you through the private link. Text or email and they will follow up with you.
- Do you have a friend or family member that would benefit from this information? Forward your private link that you received and encourage them to register for next week.
- Lastly Do you need a work from home “Side Hustle” to earn extra Income? Ask the person who invited you to send you a link to “Join Our Team Webinar”