

See back cover for more information

# Retirement Saving

## Worksite Education



# What does retirement look like ... for you?

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Spend time with children and grandchildren

Continue to work in retirement

Stop working completely

Pursue further education

Travel

Turn hobby into a business

Golf

Volunteer

Give to community and charities

Give to family

Enjoy financial peace of mind

Move to a better place

Manage health

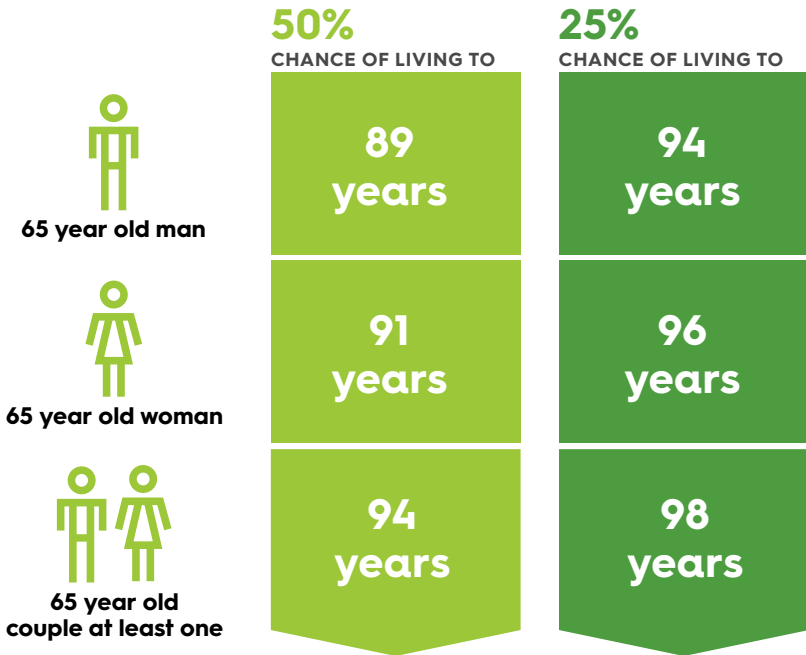
More time for leisure activities

Do things I haven't done yet

# Saving for retirement

- Social Security - Visit [www.ssa.gov](http://www.ssa.gov)
- Employer plan
- Personal savings

## PLAN FOR LONGEVITY



Assumes a person is in good health. 2012 Individual Annuity Mortality Basic Table projected for mortality improvement from 2012-2017.

# Effect of inflation on savings over time

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In this example, we used actual inflation over the last 10, 20 and 30 years.



This is a hypothetical example for illustrative purposes only.

Source: Bureau Labor Statistics, CPI Inflation Calculator, calculations through 2018.  
[bls.gov\data/inflation\\_calculator.htm](https://bls.gov/data/inflation_calculator.htm).

# What's in your control?

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<b>Total control</b>	<b>Some control</b>	<b>Out of your control</b>
Saving vs. spending	Employment earnings and duration	Market returns
Asset allocation and location	Longevity	Taxation, savings and benefits legislative policy

## Benchmark your savings

Use your age and salary to see if you're on track.

<b>Age</b>	<b>Times salary</b>
35	2X
40	3X
45	4X
<b>50</b>	<b>6X \$55,000 = \$330,000</b>
55	7X
60	8X

Fidelity Viewpoint, How much money do I need to retire? August, 2018.

## What's your benchmark?

Neither asset allocation nor diversification guarantee against loss. They are methods used to manage risk.

# Stay the course with basic principles

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**Pay yourself first**  
**Automate contributions**



**Budget**  
**Set goals**



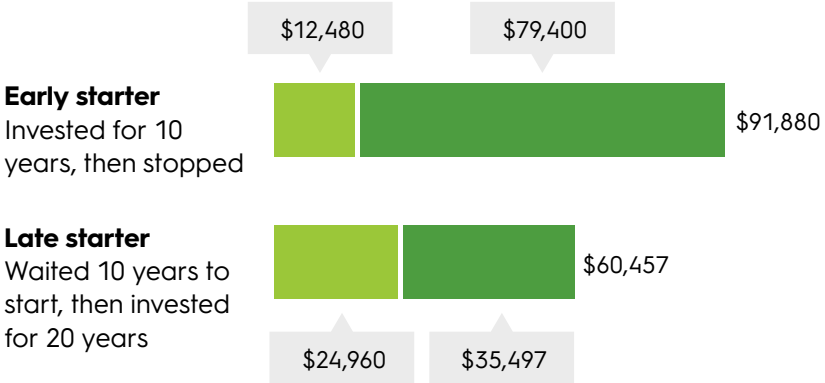
**Explore options**  
**Lifelong learning**  
**Keep track**

## How to invest

- Employer plan
- IRAs – traditional and Roth
- Annuities
- Mutual funds
- Stocks
- Bonds
- Certificates of deposit (CDs)
- Real estate

# The effects of compounding

- Investment gain
- Deferral



Assumes weekly contribution of \$24 and 8 percent annual return compounded quarterly. This chart is hypothetical and for illustrative purposes only. It is not indicative of any particular investment. Investments will fluctuate and when redeemed may be worth more or less than when originally invested. This information should not be considered tax advice. You should consult your tax advisor regarding your own tax situation.

# Evaluate contributing pre-tax vs. post-tax

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<b>Pre-tax</b>	<b>After-tax</b>
Contributions taxed when money is withdrawn	Contributions taxed in year of contribution
Earnings taxed when money is withdrawn	Earnings not taxed if in plan for at least five years – and you're at least 59½
Taxable withdrawals	Tax-advantaged withdrawals

- **Low tax rate at retirement?**

Pre-tax investments.

- **High tax rate at retirement?**

After-tax investments

- **Tax diversified?**

Invest in accounts with different tax treatments.



# Tips for saving for retirement

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- **Know your risk tolerance**
- **Manage emotions when investing**
- **Diversify investments**
- **Adjust investment mix as you age**



# Phases: Accumulation – Preservation – Distribution

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## Phase: Accumulation

### Reaching your goals: Saving in your 20s and 30s

Take advantage of company retirement plan

Take advantage of tax benefits

Balance saving and paying off debt

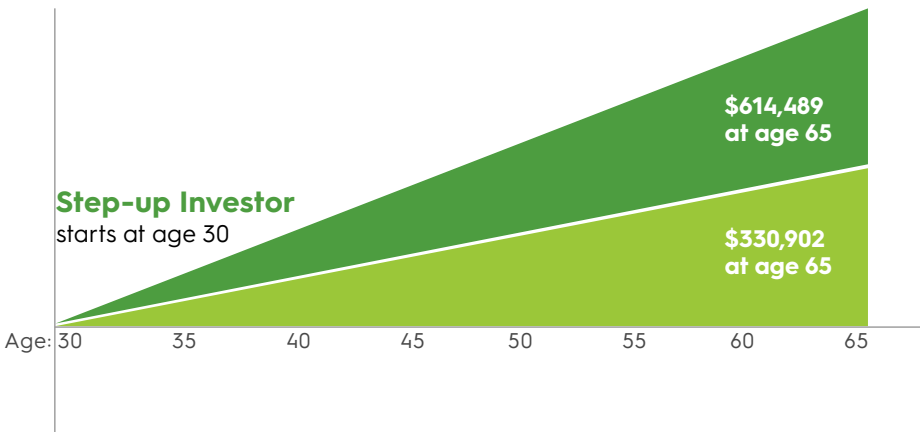
Review insurance needs

### Notes

# Phases: Accumulation – Preservation – Distribution

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## Step-up Contributions



This hypothetical example is for illustrative purposes only. The graph assumes a \$30,000 salary adjusted for 3% annual inflation and a 7% annual investment return net of any fees or expense.

# Phases: Accumulation – Preservation – Distribution

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## Phase: Accumulation and Preservation

### Saving in your 40s and 50s

Keep on track

Catch-up contribution options after 50

Estimate retirement needs – use a calculator

Target debt-free retirement

Review insurance needs

### Notes

# Phases: Accumulation – Preservation – Distribution

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## Phase: Distribution

### Income in your 60s and beyond

Keep saving

Review investment mix

Identify income sources

Understand Medicare – age 65

Determine when to file for Social Security

Create estate plan

Review insurance

### Notes

# What if you're starting late?

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It's never too late

Avoid taking additional risk

Try to maximize savings options

Consider delaying retirement date



## ACTIVITY

# Take action now

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## Take action to work toward retirement savings goals:

Start early or start now

Save consistently and step up contributions over time

Let compounding work for you

Meet with a financial professional

**List two to three actions you want to take after today's session:**

## Resources

### **[www.irs.gov](http://www.irs.gov)**

See these topics:

- Retirement saving resources
- Catch-up contributions
- Benefits for spouses calculator
- Retirement estimator
- Retirement age calculator

### **[www.ssa.gov](http://www.ssa.gov)**

• See these topics:

- Retirement income estimator
- Retirement age calculator
- Benefits for spouses calculator

### **[www.securian.com](http://www.securian.com)**

Search on “retirement calculator”

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