



Withdrawing for Income: It's A Balancing Act

Two Competing Goals:

Income

Maximizing Retirement Income

& Enjoyment
(Withdraw More)

Withdraw Less)

14



# Withdrawals from Savings: The 4% Rule

### **4% Rule:**

- 1. Probability-based analysis for safe withdrawal amounts
- 2. Considered a rule-of-thumb only

15

		SCENARIO 1			SCENARIO 2				
		Withdrawals	Net	Ending	Withdra	wals	Net	Ending	
	Age	Amount Rate	Return	Value	Amount	Rate	Return	Value	
Timmick	62	-\$10,000 4.0%	15.6%	\$279,000	-\$10,000	4.0%	-18.6%	\$193,500	
Financial Group	63	-\$10,300	6.4%	\$294,926	-\$10,300		-13.8%	\$156,497	Detinoment
Group	64	-\$10,609	11.0%	\$316,759	-\$10,609		-4.5%	\$138,846	Retirement
Mayimining	65	-\$10,927	10.3%	\$347,961	-\$10,927		5.4%	\$135,416	Withdrawal
Maximizing	66	-\$11,255	-5.2%	\$318,611	-\$11,255		7.3%	\$134,046	
Retirement	67	-\$11,593	19.7%	\$369,785	-\$11,593		14.4%	\$141,756	Scenarios
Income	68	-\$11,941	-1.1%	\$353,777	-\$11,941		-9.2%	\$116,774	
	69	-\$12,299	7.8%	\$369,073	-\$12,299		6.1%	\$111,599	
	70	-\$12,668	9.7%	\$392,205	-\$12,668		15.9%	\$116,774	<b>ASSUMPTIONS</b>
	71	-\$13,048	17.4%	\$447,401	-\$13,048		5.7%	\$110,278	ACCOMI HONC
TO PERSON	72	-\$13,439	8.7%	\$472,886	-\$13,439		6.2%	\$103,676	• \$250,000
	73	-\$13,842	6.2%	\$488,363	-\$13,842		10.9%	\$101,134	starting
	74	-\$14,258	13.9%	\$541,987	-\$14,258		11.1%	\$98,103	
	75	-\$14,685	8.1%	\$571,203	-\$14,685 -\$15,126		7.1%	\$90,382	balance
	76 77	-\$15,126	-4.2%	\$532,087	-\$15,126 -\$15,580		11.0%	\$85,199	. 20
	78	-\$15,580	11.0%	\$575,036 \$599,817			<del>-4.2%</del> 8.1%	\$66,041	• 30-year
200000000000000000000000000000000000000	79	-\$16,047	7.1%		-\$16,047			\$55,343	retirement
/ · · ·	80	-\$16,528	11.1%	\$649,686 \$703,680	-\$16,528		13.9%	\$46,507 \$32,366	40/ 1/1
Retirement	81	-\$17,025 -\$17,535	10.9% 6.2%	\$703,660	-\$17,025		6.2% 9.7%	\$32,366	<ul> <li>4% withdrawals</li> </ul>
M Income	82	-\$17,535 -\$18,061	5.7%	\$753,309	-\$17,535 -\$17,647		17.4%	\$17,647	to start
11100111	83	-\$18,603	15.9%	\$755,509 482	-\$17,647 \$0		9.7%	\$0	
	84	-\$10,603	15.5%	102 103 1444	\$0		7.7%	\$0	<ul> <li>Take a 3%</li> </ul>
4	85	-\$19,736		\$786,063	\$0 \$0			\$0	annual raise
The same of the sa	86	-\$20	4.4%	\$878,928	ΨΟ		3.1%	\$0 \$0	
16 CO	87	-\$7 -\$1 -\$0	7.3%	\$922,152			-5.2%	\$0 \$0	<ul> <li>Hypothetical</li> </ul>
THE CONTRACTOR OF THE CONTRACT	88	-\$7	5.4%	\$950,383	30		10.3%	\$0	net rates of
BASE STATE OF THE	89	-\$22,213	-4.5%	\$885,403	\$0		11.0%	\$0	return used
101/2010/09/09	90	-\$22,879	-4.5 % -13.8%	\$740,338	\$0 \$0		6.4%	\$0	return useu
	91	-\$23,566	-18.6%	\$579,069	\$0 \$0		15.6%	\$0 \$0	
	- 01	6.2% Average Return — 6.2%							Source: Prudential "The Retirement Redzone"
					<b>U</b>				

16







## **Strategies to Help Maximize Safe Income**

### **Strategies for Mitigating Risks:**

- 1. Monte Carlo Probability Analysis
- 2. Income Optimizer
- **3.** Inherently Protective Investments
  - a. Loss-Buffering Products
  - b. Annuities

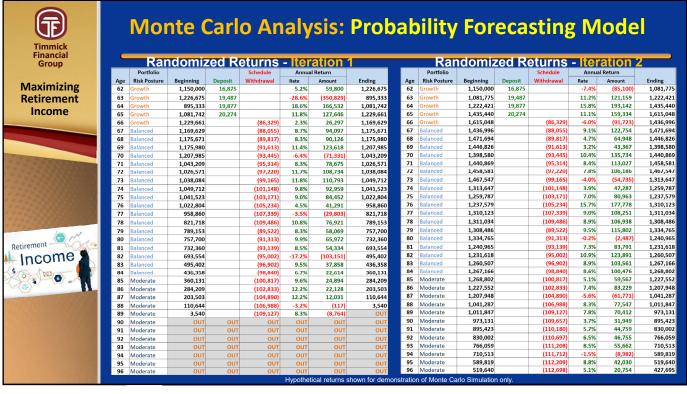


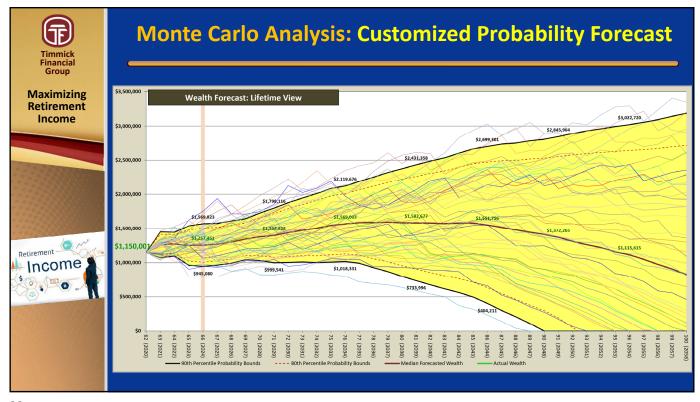


## **Monte Carlo Analysis**

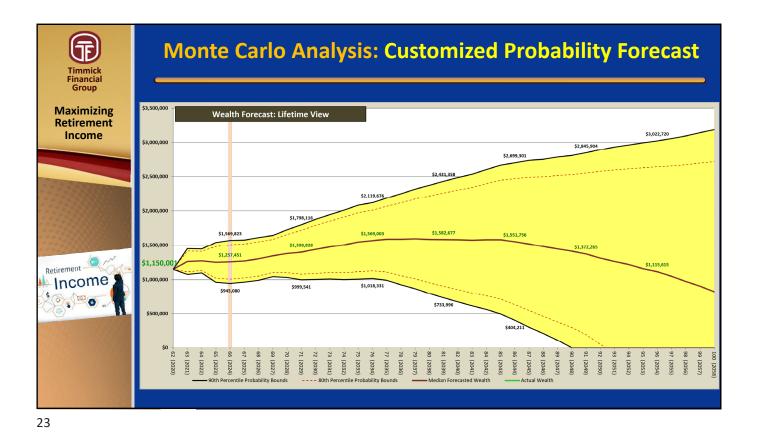
- 1. Portfolio Drawdown Probability Analysis (risk of running out of money)
- 2. Customizable to One's Specific Circumstances & Goals
- 3. Applicable to Any Size Investment Portfolio
- 4. Select Portfolio Risk that Fits One's Tolerance & Goals

20

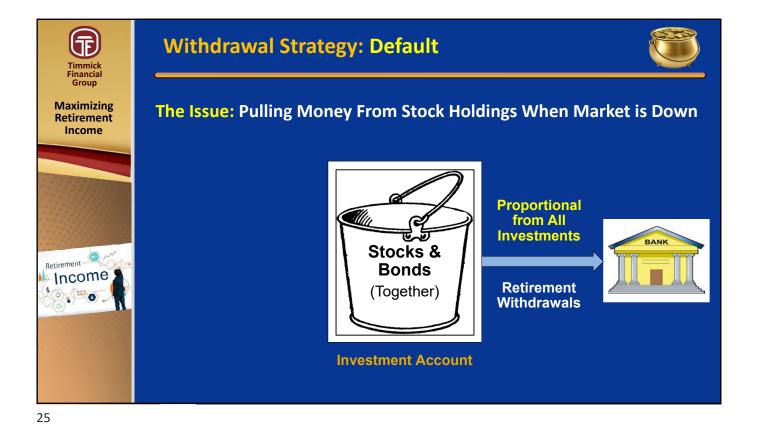




22







Withdrawal Strategy: "Income Optimizer" Strategic Maximizing Re-Loading Retirement Income Always from Fixed-Income Mu Mu Retirement \_\_\_\_\_ Bonds & Stock Income **Fixed-Income** (Exclusively) Retirement (Exclusively) **Withdrawals Investment Account** 

26



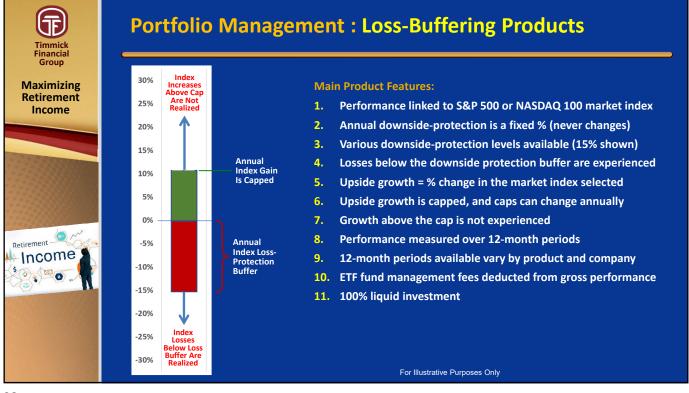
## Strategies to Help Ensure Maximum, Safe Income

### **Strategies for Mitigating Risks:**

- 1. Monte Carlo Probability Analysis
- 2. Income Optimizer
- 3. Inherently Protective Investments
  - a. Loss-Buffering Products
  - **Annuities**



27



28







## **Types of Annuities**

- 1. Immediate (Annuitized Permanent Give Up Control of Your Principal)
  - a. Single Premium Immediate Annuity (SPIA) (Lifetime Income)
  - b. Qualified Longevity Annuity Contract (QLAC) (Lifetime Income)
- 2. Deferred (Not Annuitized Not Permanent Retain Control of Your Principal)
  - a. Fixed Annuity (100% Loss-Protected)
  - b. Indexed Annuity (100% Loss-Protected)
  - c. Variable Annuity (NOT Loss-Protected)
  - d. Buffer Annuity (Loss-Buffered)



\*Guarantees are based on the claims paying ability of the insurance company

31



# **Primary Uses of Annuities**

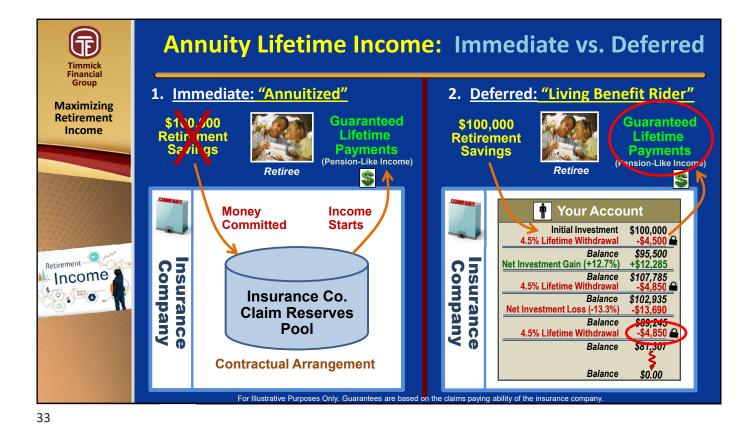
- 1. Guaranteed Lifetime Income (Pension-Like)
- 2. Loss-Protected Investing

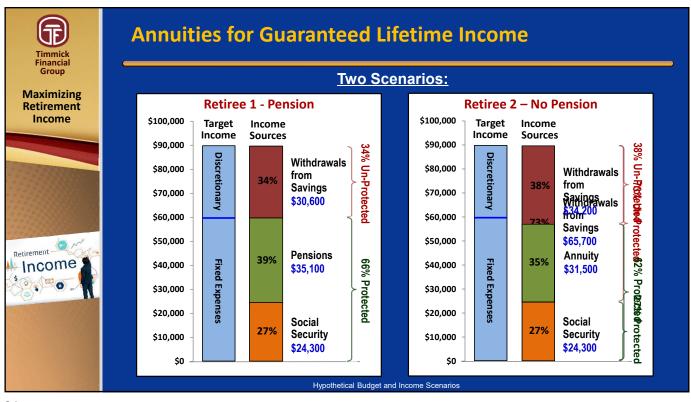


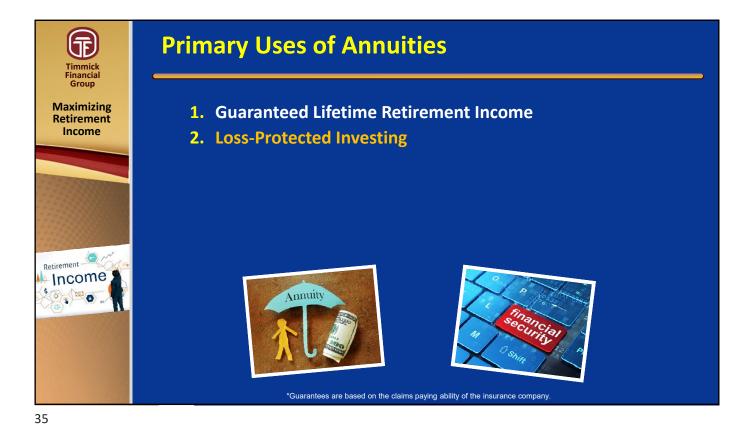


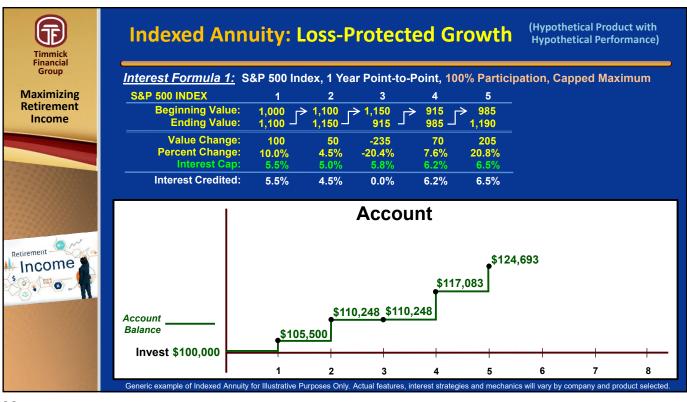
\*Guarantees are based on the claims paying ability of the insurance company.

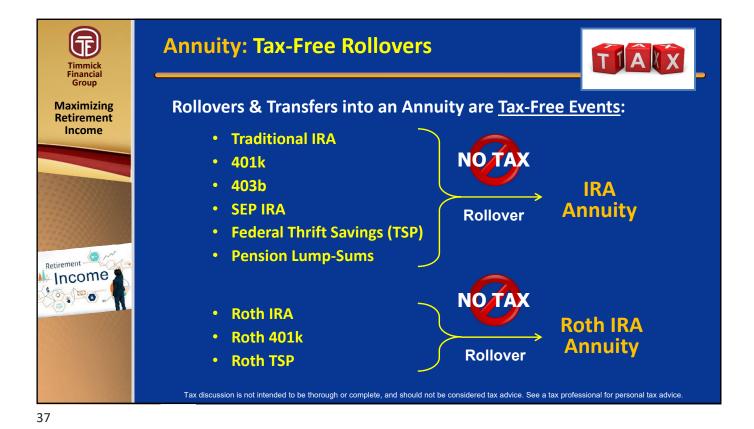
32

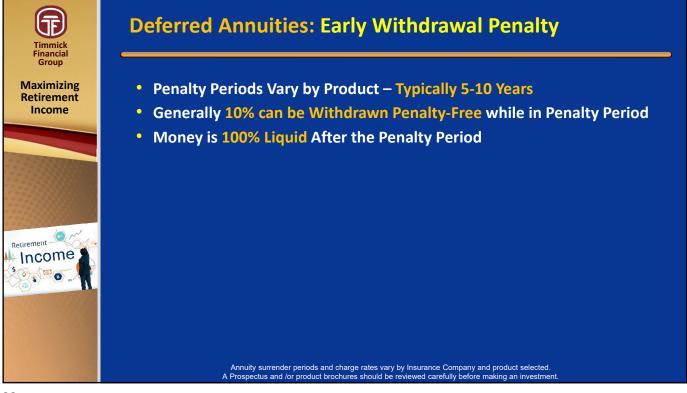














### **Annuity Costs**

#### **Immediate Annuities**

#### **Total Annual Cost**

0.00 - 1.00%

- Single Premium Immediate Annuity (SPIA) 0.00%
- Qualified Longevity Annuity Contract (QLAC) 0.00%

### **Deferred Annuities**

- Fixed Annuity 0.00%
- Indexed Annuity 0.00%

Indexed Annuity w/Living Benefit Rider

- Buffer Annuity 0.00%
- Variable Annuity 1.00 1.50%
- Variable Annuity w/Living Benefit Rider 2.60 2.95%

All costs shown are approximate ranges. Actual Costs will vary by Company, Product, Features Elected, and Amount Invested, and could be more or less than the cost ranges shown. Variable Annuity Costs do not include the Net Expense Ratio of the underlying sub-accounts. A prospectus and/or product brochure will provide details of specific costs, benefits and risks, and should be reviewed carefully before making a purchase or investment decision.

39



### Recent Retirement Law Changes: SECURE 2.0 ACT (2023)

#### 1. Required Minimum Distribution (RMD) Age Goes Up

- Beginning in 2023 RMD Age is 73
- Beginning in 2033 RMD Age Goes Up to 75

#### 2. Mandatory Automatic 401k Enrollment

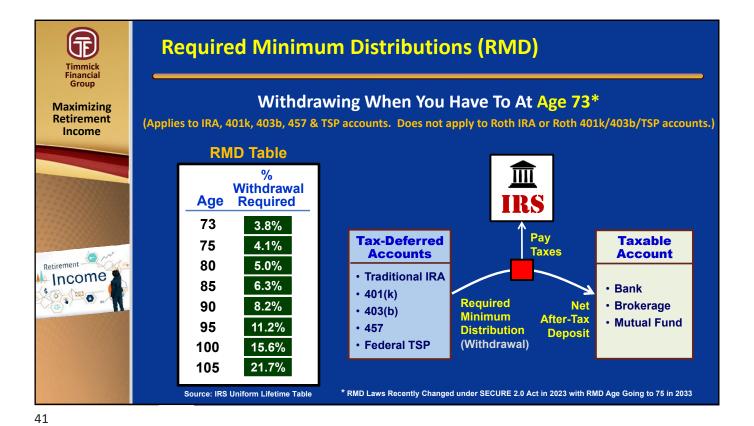
- Employers must automatically enroll new employees in 401k plan
- Initial contribution of at least 3%, with automatic increase of 1% annually to 10%

#### 3. 401k Catch-up Increase

- Beginning in 2025 lets individuals age 60 63 contribute \$10,000 as catch-up
- Ages 50-59 and 64+ remain at the current \$7,500 catch-up max
- · Both amounts adjusted annually for inflation

#### 4. Force Roth Accounts for Catch-up Contributions

 Beginning in 24 anyone with compensation over \$145,000 must place catch-up contributions into a Roth 401k account (after-tax)



**Taxes on Inherited Retirement Accounts (Secure Act)** Maximizing Retirement **Personal Bank** Original Income Account **Owner**  Personal Asset Retirement **Account Owner Asset Transfer** • IRA At Death **SECURE ACT CHANGES:**  Roth IRA **Taxes Paid Only on** • 401(k) & TSP **Beneficiary** Withdrawals (not Roth) **IRA Account**  403(b) & 457 10 Years to Completely Income (Taxes Not Paid & Beneficiary Designated) **Beneficiary Withdraw Funds Bene IRA** At least 10% Annually **Makes Decision Bene Roth IRA Lifetime Deferral for Surviving Spouse** Disabled Person Child 18 or Younger Anyone 10 or Less Years Younger than Deceased

42







# **Required Disclosures – Monte Carlo**

Monte Carlo Analysis is a mathematical process used to implement complex statistical methods that chart the probability of certain financial outcomes at certain times in the future. This charting is accomplished by generating thousands of possible economic and market return scenarios that will affect the outcomes being modeled. Some of the return scenarios will assume very favorable market returns, reflecting the very best performance, and some will reflect the very worst performance. Most will fall in somewhere between those two.

Tools such as Monte Carlo simulation will yield different results depending on the variables inputted, and the assumptions underlying the calculations. The assumptions with respect to the simulation include assumed rates of return and standard deviations of the portfolio model associated with each scenario. The assumed rates of return are randomly generated, but within historical standard deviations. Because they are randomized, the assumed rates of return will change each time an analysis is run, and your results will vary with each use. For those reports that perform a Monte Carlo analysis, the term 'Monte Carlo' will be included in the report title.

The outcomes presented using Monet Carlo simulation represent only a portion of the many possible outcomes, and as a result, your investment goals being modeled may not be fulfilled, as might be indicated in the reports. Therefore, none of the Monte Carlo results are guaranteed or assured.

Securities and Advisory Services Offered Through Founders Financial Securities, LLC, Member FINRA, SIPC and a Registered Investment Advisor

45



# **Required Disclosures**

All information presented is intended for general informational purposes only. Such information does not constitute legal, tax or financial advice. Investors should consult with their legal, tax and financial advisors concerning their personal circumstances. The accuracy of the information contained herein cannot be guaranteed. Any investment performance that may be shown is net of fees. Past performance is not indicative of future results.

An investor should consider their investment objectives, risks, charges and expenses before investing. All disclosures should be read carefully before investing. Most investments are subject to investment risks, including loss of principal amount invested.

Timmick Financial Group is not in the business of providing tax or legal advice. These materials and any tax or legal-related statements are not intended to be used or relied upon, by any individual, for the purpose of avoiding tax penalties or complying with any applicable laws or regulations. Tax or legal-related statements, if any, may have been communicated to help explain the concepts, features, benefits, and trade-offs related to the strategies or products discussed. Individuals should seek tax and legal advice from a qualified professional to verify the applicability of any tax or legal statements to your particular circumstances.

Securities and Advisory Services Offered Through Founders Financial Securities, LLC, Member FINRA, SIPC and a Registered Investment Advisor

46