Plan for Your Financial Future with a Personal Needs Analysis

WHERE DO YOU WANT YOUR LIFE'S JOURNEY TO TAKE YOU?

Raising a family. Building a career. Realizing your retirement dreams. And enjoying all the special moments along the way. Life truly is an adventure to be lived with gusto; there's so much to do and experience.

While everyone has goals for their financial future, attitudes about how to achieve them vary. Some people want to know where they are headed and value having a "road map" to guide them toward their destination. Others are more comfortable just "getting behind the wheel and driving" until they arrive where they want to be. Perhaps more than any other influence, your attitude toward planning defines the way you experience your life's journey.

HOW PREPARED ARE YOU FOR RETIREMENT?

More than likely, the primary reason you save and invest is to finance your retirement. But before you can determine your retirement preparedness, you need to ask yourself three questions:

1) How much money will I need?

2) Where will it come from?

3) How long will it last?

These questions are simple and straightforward. Unfortunately, finding solid answers can be challenging, because the results depend on the following variables — minor changes to which can yield dramatic differences:

- *Investment Time Horizon:* how many years before you plan to retire?
- *Savings Rate:* how much are you saving on a regular basis?
- *Investment Estimated Expected Return Rate:* at what rate are your investments growing?
- *Inflation Rate:* what effect will inflation have on the buying power of your money?
- *Income Tax Rate:* how much of your retirement income will you spend on taxes?
- *Withdrawal Rate:* how much will you need to take out to finance the lifestyle you want?
- *Life Expectancy:* how many years do you anticipate living in retirement?

TAKE THE FIRST STEP OF YOUR JOURNEY WITH A PERSONAL NEEDS ANALYSIS

If you're the type of person who likes to know where he or she is going in life, a Personal Needs Analysis is an effective way to plan for your financial future. It helps you and your Financial Advisor understand your current financial situation, identify your life goals and determine the financial requirements to meet them. Plus, it offers strategies designed to help you achieve your goals. With a Personal Needs Analysis as your guide, you and your Financial Advisor can create a custom analysis based on your unique needs, investment style and time horizon.

GET SOLID ANSWERS ABOUT YOUR RETIREMENT

Your needs analysis will include:

- *Net Worth Statement* to summarize your assets and liabilities.
- *Retirement Analysis* to illustrate how your savings plan, inflation and withdrawal rates affect your future and to provide solutions for meeting your retirement income goals.

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CREATE YOUR ROADMAP FOR SUCCESS

After you have solid answers about your retirement preparedness, you and your Financial Advisor may build on your Personal Needs Analysis to consider other objectives that impact your financial future. These may include:

- *Cash Flow Summary* to illustrate current and proposed scenarios.
- *Asset Allocation Analysis* to identify the most appropriate mix of investments based on your objectives, time horizon and risk tolerance.
- *Education Analysis* to determine your current and future ability to fund education goals, available options and savings needs.
- *Insurance Analysis* to identify your life, disability and long-term care survivor needs.
- *Estate Analysis* to help you understand the value of your estate, potential tax liabilities and how your estate may be distributed.

BENEFITS OF A PERSONAL NEEDS ANALYSIS

- Provides structure that focuses your efforts, for greater efficiency and effectiveness.
- Gives you a framework for rational, objective decision-making, which helps you avoid making emotional investment choices.
- Offers an effective yardstick for measuring portfolio performance. Without a plan, you don't have defined goals to measure against.
- Helps boost your confidence during market uncertainty because you are investing for long-term results.
- Helps provide peace of mind, because you've identified your investment goals, determined the financial requirements to help accomplish them and taken steps to achieve them.

START PLANNING FOR YOUR FINANCIAL FUTURE TODAY

A Personal Needs Analysis gives you and your Financial Advisor a wealth of information about your financial present, shows you possibilities for your financial future and suggests strategies to help you produce the outcomes you want. Dreams can come true, and they often do, if you have a plan. Call your Financial Advisor today to schedule an appointment.

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