

# Rejuvenate Your Retirement®

## An Educational Course **for Retirees**

Now being conducted at...

### **Penn Township Municipal Building**

#### **Location**

Penn Township Municipal Building  
Commissioners Meeting Room  
2001 Municipal Court  
Harrison City, PA 15636

#### **Dates & Times**

Thursdays  
Sept. 28 & Oct. 5  
1:00 p.m. to 3:00 p.m.

– or –

Mondays  
Oct. 2 & 9  
9:30 a.m. to 11:30 a.m.

***Making sure  
you don't  
outlive your  
money is one  
of the most  
important  
issues in  
post-retirement  
planning!***

#### **Learn how to:**

- Identify the primary threats to your retirement savings
- **Plan your retirement income** to preserve a comfortable lifestyle
- Afford and enjoy travel, hobbies, sports, crafts, socializing, business ventures and lifelong learning
- Align your investments with your attitudes, risk tolerance and objectives
- **Apply strategies designed to increase Social Security retirement benefits**
- Calculate whether you should convert your IRA to a Roth IRA
- Maximize tax efficiency of withdrawals from mutual funds and IRAs
- Evaluate and **plan for health care**, long-term care, incapacity and end of life decisions

# Life Planning for Retirees

## Planning Your Income for Life

Making your money last throughout retirement has never been more challenging. People are living longer and fewer retirees have traditional pensions. In recent years, the volatility of the stock and bond markets has been high and interest rates paid by banks have been low. While most retirees are covered by Social Security, this program also faces financial challenges.

This course helps you develop a personalized retirement income plan. We explain how to:

- Determine what percentage of your assets you must withdraw to meet expenses
- **Estimate how many years your money may last** and make any adjustments needed to help your money last longer
- Calculate the impact of investment choices, rate of return and inflation on your plan

## Pursue an Active, Healthy and Financially Secure Retirement

Whether your objective is to become more active, give your life a new sense of purpose or make more informed financial decisions, Rejuvenate Your Retirement® has something for everyone. This comprehensive course covers all the key issues for retirees. You **discover new ways to stay mentally, physically and socially active**, as well as learn about important financial topics such as tax reduction planning, investment risk management, health care planning and estate planning. Above all, you discover how to apply this knowledge to help you pursue a more active, healthy and financially secure lifestyle in retirement.

## Who Should Attend

While there are many courses available for pre-retirement planning, this unique course **focuses on the concerns, issues, and needs that are important to today's retirees**. Whether you're planning for many years in the future or looking for immediate answers to financial concerns, this course provides an eye-opening experience.

# Course Outline

## How Long Will My Money Last?

- The changing meaning of retirement
- Personal goal setting
- Finding balance in retirement
- The retirement planning process
- Inflation & purchasing power

## Retirement Tax Strategies

- Federal income tax brackets
- Understanding marginal tax rates
- Itemizing deductions
- Social Security & taxes
- Home sales
- Taxes & your portfolio
- Tax-advantaged accounts
- Charitable giving

## Social Security & Medicare

- Social Security eligibility & benefits
- Social Security claiming strategies
- Employment income & Social Security
- Health insurance for early retirees
- Evaluating the cost of coverage
- Medicare enrollment, coverage & choices
- Medicare premiums
- Your Medicare rights & resources

## Optimizing Portfolio Withdrawals

- Budgeting in retirement
- Strategizing withdrawals
- IRAs and 401(k)s
- Transfers and rollovers
- IRA required minimum distributions
- IRA to Roth IRA conversions
- The “Stretch” IRA strategy
- Fixed and variable annuities
- Fixed indexed annuities
- Annuity withdrawal choices

## Elder Fraud Prevention

- Internet, mail & phone scams
- Preventing common forms of fraud
- The “do not call” list
- Understanding identity theft
- Home (un)-improvement
- Power of attorney
- How to get help

## Long-Term Care & Estate Planning

- Planning for long-term care expenses
- Long-term care & life insurance
- Legal planning for incapacity
- Estate ownership & distribution
- Wills & probate
- Gifts & trusts
- Insurance & estate planning

This presentation should not be used as a basis for legal and/or tax advice. In any specific case, the parties involved should seek the guidance and advice of their own legal and tax counsel. Estate planning is done in conjunction with your estate planning attorney, tax attorney, and/or CPA.

# Course Preview

## Section 1: How Long Will My Money Last?

Retirement represents a significant mental shift from saving and growing money to making it last. **The fact that we generally live longer, healthier lives means knowing how long your money needs to last is difficult to predict.** The remainder of this section covers basic concepts on investments and approaches to maintaining financial independence even with pressures like inflation and down markets.

## Section 2: Retirement Tax Strategies

Retirement may be a time to start thinking about taxes more strategically. Even if you already rely on a tax professional for advice and the preparation of your returns, understanding more about this complicated system may help you better understand and advocate for your financial goals. This section covers **how seniors can most effectively take advantage of deductions,** the tax considerations that go into home sales, tax-advantaged investments and other important tax topics.

## Section 3: Social Security & Medicare

Social Security and Medicare are complex public programs, and factors like claiming date, age, marital status (past or present), spousal earnings (including from a previous marriage), survivor status, disability and other considerations can make a substantial difference in the actual dollar value of your benefits. Because of this, **it's important to develop a personalized strategy to maximize your earned benefits.** This section also covers other related health care considerations.

# Course Preview

## Section 4: Optimizing Portfolio Withdrawals

You've likely spent a lifetime accumulating assets and retirement investments; making it important to ensure you have an effective strategy for withdrawing these funds and using them as income. Whether you chose a do-it-yourself strategy or professional money management, it may be helpful to take a fresh look at your retirement withdrawals, required minimum distributions and other issues relating to investment income.

## Section 5: Elder Fraud Prevention

No doubt you've watched local news pieces about the latest hot scam or heard stories of retirees devastated by financial exploitation. Even the Consumer Financial Protection Bureau has difficulty measuring the true size of this multi-billion-dollar problem. This section will cover why seniors are at greater risk, how they can better recognize financial threats and take precautions against the most common forms of elder fraud and exploitation.

## Section 6: Long-Term Care & Estate Planning

While long-term care and estate planning is a deeply personal process, often too few recognize what they might put their families through if they haven't completed a living will or planned for long-term healthcare. Survivors may be left to contend with complicated healthcare choices as well as changing tax laws, probate fees, expensive delays, legal challenges, frozen assets and unexpected financial liabilities. This section covers some of the strategies and techniques used to prepare for long-term care considerations and the estate transition process.

# What You Receive

## Practical Information You Can Apply

Now that you're retired, your financial decisions are more important than ever. With so many ways to locate financial information, you must choose the method that's right for you. The information in magazines, newspapers and the Internet can be conflicting or biased and no one is available to answer your questions.

Rejuvenate Your Retirement® blends life planning activities with time-tested financial strategies to help you make the most of your retirement. This comprehensive course is instructed by a qualified financial professional who can answer your questions and relate course material to real life examples.

## Optional Consultation

If your questions are personal or relate to specific financial products, you may arrange to meet privately with your instructor after the course is complete. This consultation is complimentary for class attendees but is not required.

## Course Textbook

This course includes a financial planning and retirement workbook. It helps you follow along with the presentation and is yours to keep. The examples, illustrations and checklists in your book make it easy to understand the concepts discussed in class, provide a step-by-step process to apply what you learn and serve as a convenient reference tool after the course is complete.

## Your Instructor

Your instructors are Jeffrey K. Ruffing and Richard J. Smith Jr., Private Wealth Advisors, Securities and investment advisory services offered through Lincoln Financial Advisors Corp., a broker/dealer and a registered investment advisor. Member SIPC. Insurance offered through Lincoln affiliates and other fine companies. CRN-1792982-050917