

Five Things to Know *Before* You Retire

**OUR STEP-BY-STEP GUIDE TO
PLANNING A SMARTER RETIREMENT**

**Rodgers &
Associates**

WEALTH ADVISERS



INTRODUCTION

You've probably heard it before: retirement is a journey, not a destination.

While we agree that retirement isn't the end; it's a new beginning, Rodgers & Associates takes a different retirement view. Our experience has shown that the retirement journey starts well before the last day of work. It is made up of multiple phases that often overlap. These phases include many moments, and most of these moments don't follow a set schedule. Therefore, flexibility is needed when planning for retirement to allow for adjustments. We believe an effective retirement plan is an A·G·I·L·E one.

From a purely financial standpoint, a retirement planner's real job is to maximize the probability that clients will not run out of money during retirement. We want our clients to enjoy a long and reasonably worry-free retirement, preferably with money left over for their heirs. However, the retirement journey is not purely financial.

An effective retirement plan should be successful financially and lead to happiness and contentment throughout the journey. The idea that retirement is like a permanent vacation may sound appealing on the surface but can lead to frustration when employment ends.

Making smarter retirement decisions can mean more retirement security. A special report from Morningstar¹ found that informed decisions in just six different retirement planning areas can increase retirement income by 31%. This guide is an essential step towards making smarter decisions about retirement. There are a lot more than five or six areas of retirement planning. The actual number varies because each person's journey is unique. This book covers five important areas that most people need to know.

A·G·I·L·E

Retirement Approach



ASSESS YOUR GOALS

10 years before retirement

Develop a comprehensive plan to help ensure you will reach financial independence tax efficiently.



GET READY

2-9 years before retirement

Reach a solid financial position through a disciplined approach to managing changes in the years leading up to retirement.



IMPLEMENT THE PLAN

1 year before retirement –
1 year into retirement

Transition to financial independence and fine-tune your plan to prepare for post-retirement taxes and healthcare.



LIVE THE DREAM

In retirement

Stay focused on decisions related to taxes, Social Security, and investments to help ensure your savings last.



EMBRACE FAMILY & LEGACY

Beyond retirement

Take an active role in teaching the next generation how to handle wealth and the responsibility that comes with it.

CONTENTS

1 | When Should You Take Social Security?

2 | Understanding the Prudent Withdrawal Rate

3 | Finding YOUR Purpose in Retirement

4 | Healthcare Costs for Retirees

5 | How Much You Spend in Retirement is Just as
Important as How Much You Save

Conclusion

References

When Should You Take Social Security?



Social Security maximization is a hot topic among retirement planners and the financial press.

Maximization strategies focus on the age to draw benefits and the sequence of who draws first when dealing with married couples. The objective is to get the most dollars from Social Security during your retirement.

The age of death is an essential variable. No one knows, of course, when they will die. From a Social Security perspective, the critical age is 82. This is the age you must reach to realize the benefit of waiting to draw Social Security. A single person who anticipates not living to age 82 due to identified illness or family history would be a good candidate for earlier filing.

Consider a worker whose income meets or exceeds the maximum-taxable earnings (\$142,800 in 2021). This individual would be eligible to collect \$2,324 per month in Social Security benefits at age 62 if they started drawing in 2020. Waiting another eight years to draw at age 70 would increase the monthly benefit to \$3,895 – an increase of 67%. This

doesn't consider the automatic cost-of-living adjustments (COLA) that will be applied to the benefits. COLAs have averaged 2.15% annually since 2000. Including COLAs into the calculation raises the benefit to \$4,520 per month at age 70!

The higher benefit at age 70 means nothing if the worker dies before age 82. However, Social Security actuarial tables show that the average life expectancy for a male aged 70 today² is 14.4 years, and for a female, it is 16.5 years. A healthy 70-year-old has a good chance of maximizing their Social Security by delaying the start of their benefits.

Life expectancy is not the only criteria to consider when making this decision. If you retire at age 62, you'll need income from

COST-OF-LIVING ADJUSTMENTS SINCE 1975



Source: Social Security Administration



somewhere. Drawing Social Security early allows you to preserve your savings longer. You can keep your savings invested and growing longer by using your Social Security benefits to meet your living expenses.

CAN SOCIAL SECURITY BE SAVED?

The other important considerations for the more affluent retiree are the financial challenges facing the future of Social Security. While it is unlikely that changes to benefits will be made to those who are already retired, it could happen—especially to those who have done an excellent job preparing for retirement and have adequate retirement income from other sources. A retiree may delay drawing benefits only to find out the amount they were expecting to receive has been changed. In the meantime, the retiree had been using their savings for living expenses.

In 1983, legislation was designed to shore up the Social Security system by raising taxes, boosting inflows, and setting the stage to dramatically grow the trust fund. Today, that trust fund has over \$2.9 trillion in assets. The 2019 Trustees

Report projects that benefit payments will exceed trust income beginning in 2021. The Social Security system has a financial challenge going forward. The trust fund is projected to be depleted by the mid-2030s. At that time, future tax receipts are expected to pay out about 79% of promised benefits.

There have been numerous Social Security fixes proposed, including raising the benefit eligibility age, changing the benefits formula, and raising the cap on income subject to Social Security tax. The needed “fixes” could be minor if enacted quickly. The longer action is delayed, the more draconian the changes will need to be.

Unfortunately, our politicians seem unwilling to make changes of any kind. President Obama’s 2014 budget proposal called for a reduction in future Social Security outlays by changing the annual cost-of-living increase to a chained Consumer Price Index (CPI) method. The plan went nowhere.

WILL SOCIAL SECURITY BE MEANS TESTED?

Anyone who has done an excellent job saving for their retirement should consider the chance that Social Security benefits will be means-tested in the future. This is an essential factor to consider when planning the start of Social Security benefits. Means testing of Social Security benefits already takes place in the form of taxation. It would not be a big stretch to propose only providing monthly benefits to retirees who have less than a certain amount of non-Social Security annual income.

What is means-testing?

A **means test** is a test of financial status that can be used to determine eligibility for a benefit or payment.

If Social Security is means-tested in the future, benefits could be reduced or even eliminated for higher-income recipients.



Medicare premiums are already means-tested. A single senior whose income is over \$88,000 will see a 40% increase in their Medicare premium. Another 42% premium increase applies when income exceeds \$111,000. The top income level is \$500,000 when Medicare premiums are 3½ times the basic premium. It would be reasonably easy for politicians to apply a similar formula to Social Security benefits. Wealthy seniors would give up a portion of benefits at each of the income thresholds already established for Medicare premiums.

Means testing could also come in the form of an asset-based cap instead of an income-based cap. An excise tax could be levied on retirement accounts. In the 1990s, a 15% excise tax was imposed on excess distributions

from qualified retirement plans, tax-sheltered annuities, and IRAs. A similar tax could be reinstated with the proceeds dedicated to the Social Security trust fund.

The decision to draw Social Security benefits is an important one for all retirees. Make sure you consider all the critical issues before making this decision. A qualified retirement planner can help you evaluate your options. 

Key Takeaways

- Life expectancy is one of the most critical variables to consider when deciding when to take Social Security benefits.
- Financial challenges to the Social Security system may impact the availability of benefits in the future.
- Social Security could be means-tested, which is an important consideration for more affluent retirees.

Understanding the Prudent Withdrawal Rate



The yield on 10-year Treasury notes dropped below 1% in 2020. At the same time, the S&P 500 Index recorded a 15-year average return of 9.19%³. Many economists are predicting that we may be facing a time of increasing inflation.

This scenario leads many baby boomers to wonder how much they will be able to withdraw from their retirement portfolios. Financial planner William Bengen tried to answer this same question 25 years ago. His study⁴ on returns for stocks and bonds going back to 1926 attempted to determine what rate of

withdrawal could be sustained through 30 years of retirement. He published his study in 1994, concluding that a first-year withdrawal of 4% adjusted each subsequent year by the rate of inflation was sustainable.

DOES “THE 4% RULE” HOLD TRUE?

The study became widely known as “The 4% Rule.” Bengen followed up his research by adding additional asset classes and concluded in a later study⁵ that the actual sustainable-withdrawal rate was 4.5%. Subsequently,

professors at Trinity University examined various combinations of stocks and bonds with different withdrawal rates. Many retirement planners use Trinity Study research⁶ as the basis of their asset-allocation recommendations. Recently, the Trinity Study was expanded and published in a blog⁷ using data from 1871 to 2018 and examining periods that spanned as long as 50 years.

Unpacking the 4% Rule

William Bengen’s 1994 study was aimed at determining **a withdrawal rate that could be sustained through 30 years of retirement.**

His conclusion? 4%. While subsequent research has led to a slight increase of this number to 4.5%, the so-called “4% Rule” is still a reasonable benchmark for retirement planning.



The worst-case scenario for a 30-year retirement period would have been the person who retired at the beginning of 1969 since the 1970s began with a devastating bear market that didn't end until 1982. Starting with a 4.5% distribution in the first year, the retiree's withdrawals would have reached a peak of 12.5% of principal before the bull market took off in the 1980s. Mr. Bengen concluded: "The damage done in the first 12 years, primarily from high inflation, was irreversible." Using the 4.5% initial withdrawal rate, the 1969 to 2000 portfolio was the only one of the 57 periods of 30 years to exhaust itself.

Is this period comparable to the last two decades? A retiree who began his or her withdrawals at the beginning of 2000 faced an equally devastating bear market in the first three years, followed by an unprecedented second bear market in the 2008–2009 financial crisis. However, inflation was relatively tame during the past 20 years, so the highest withdrawal rate only reached 5.9%—less than half of the peak for the 1969 retiree⁸. It would appear that a 2000 retiree still has a good chance of sustaining another 10 years of withdrawals from his or her portfolio.

The year 2000 retiree was not challenged by the poor market returns through 2009. Inflation was low and investment returns were above average in the 11 years that followed. If stock market returns remain at their current 15-year average of 9.19% per year⁹ and inflation also remains in check, the sustainability of the 4.5% withdrawal rate will hold. However, that is a question no one can answer.

USING A GUARDRAIL STRATEGY TO ADJUST WITHDRAWALS

We can learn some valuable lessons from the 1969 retiree scenario. Allowing the annual withdrawal rate to reach 12.5% caused too much principal to disappear before the great bull market of the 1980s got underway. Our counsel to retirees is never to let annual withdrawals exceed 6% of their principal. Small reductions in spending can go a long way toward assuring that your principal stays intact in the long run. This concept was studied using a rules-based spending approach published in 2006¹⁰. The study found that withdrawal rates of 5.2% to 5.6% are sustainable in a portfolio containing 65% equities with 99% confidence—provided rules are implemented to adjust withdrawals when needed. This approach is referred to as a guardrail strategy.

STARTING WITH A SMALLER INITIAL WITHDRAWAL

Another approach is to start with a smaller initial withdrawal. We prefer keeping it to 4% at the beginning of retirement. A smaller initial withdrawal gives you greater flexibility and room for a market decline without the need to reduce spending to stay below the 6% maximum. Dimensional Funds' research shows that the worst one-year period for a 60% equities/40% bond portfolio was the period from March 2008 to February 2009, which resulted in a loss of 32.8%¹¹. A retiree who began distributions at the beginning of this period



would have a distribution rate of 5.9% at the beginning of the second year. No reductions would have been needed.

No one knows what the future holds for the stock market. Many argue that today, the S&P 500 Index is fully valued by historical standards. The earnings of the companies in the S&P 500 have nearly doubled over the past ten years. The dividend yield for the index is above the yield on the 10-year Treasury¹². We may only be halfway through a bull market like we had from 1982 to 1999. However, many investors may still be reluctant to take a significant position in equities after the two bear markets they went through in the prior decade.

In summary, the 4% rule appears to be working for now. The key to success in retirement is to remain vigilant of withdrawal rates in down markets and practice more disciplined spending when needed. Put off big expenditures until the money has already been earned during a good market. Stick to your investment strategy, and don't let investment fads lead you astray. 

Key Takeaways

- The 4% Rule, which recommends an initial withdrawal of 4% adjusted annually for inflation, is still a reasonable benchmark for retirement planning.
- We advise retirees to never let annual withdrawals exceed 6% of their principal.
- Stay vigilant of withdrawal rates in down markets and practice disciplined spending when needed.

Finding YOUR Purpose in Retirement



Where did the idea of retirement come from? It was not that long ago that most people were fully employed in their teens and worked until they died in their mid-30s.

The concept of retirement began in the Revolutionary War when pensions were offered to those who suffered battle injuries. After the Civil War, the practice continued, and eligibility requirements were liberalized to eventually include those who weren't injured in battle and then to soldiers' family members. Pensions were becoming common when the Roosevelt administration started circulating the concept of Social Security in the United States. Some would mark the passage of the Social Security Act in 1935 as the birth of modern retirement.

The concept of moving older workers out of jobs through pensions caught on in the 1930s. 20% of the labor force was covered by the end of the decade. However, the modern concept of retiring in leisure did not evolve until the second half of the twentieth century. A significant factor was that leisure became more affordable

and attractive. Meanwhile, advances in health have allowed people to enjoy leisure and travel well into old age.

WHY WORKING IS KEY IN RETIREMENT

Many people idealize retirement. Doing what you feel like doing when you want to do it is considered a reward for a lifetime of hard work. It evokes the idea of enjoying life to the fullest without obligation, commitment, or worry. However, working is a crucial ingredient for a healthier life. Working longer contributes to better mental health as well as physical health. Human beings are social by nature. We thrive on interaction with each other, which can be found daily through work. Thinking, problem-solving, and socializing boost our mental state and keeps the mind fresh.

FOCUSING ON MORE THAN FINANCES

The financial press tends to focus on the financial aspects of planning for retirement. Are you saving enough money? Will your savings



last through the end of life expectancy? These are all critical retirement planning topics and deserve our attention. However, there are other essential aspects of retirement planning that don't involve money or income taxes.

Have you pictured what your life will look like when you no longer need to go to work? Perhaps you see yourself traveling, playing golf, gardening, spending more time with family, or taking care of projects around the house. Visualizing life after work is an integral part of the planning and deserves just as much thought and attention as counting the nest egg. Researchers have learned that many people continue to work into their 70s because they have no idea what to do with their free time. There is nothing wrong with continuing to work if you love what you're doing. In fact, we believe that should be the goal—to spend more time doing what you love to do.

Instead of thinking of retirement as a time when your career ends, we like to think of it as a career change. Retirement can still be a time of self-financed independence, but retirees need to continue contributing to society. Find ways to use your problem-solving skills and stay engaged in the community.

RETIREMENT IS A FAMILY AFFAIR

No discussion about social contact would be complete without considering what retirement will mean to your spouse and family. Things will change around the home, whether your spouse is already retired or still working. Take time to communicate openly before retirement to

Focusing on More than Finances

Beyond planning for the financial implications of retirement, here are a few other lifestyle considerations to keep in mind:

- How can you do what you love in retirement?
- When is your spouse planning to retire?
- How will you stay engaged with the community in retirement?

ensure you are giving each other enough time and space to pursue individual interests. When does your spouse want you to retire? Make sure you are both on the same timeline. The first year of retirement can be a difficult transition for both of you as you find your new routine.

MANAGING THE TRANSITION TO RETIREMENT

Many people find the most challenging part of adjusting to retirement is the sense of time. Transitioning from a lifestyle with deadlines can create a different kind of stress. Most deadlines you will have in retirement are the ones you set for yourself. How will you handle a more relaxed schedule where days are not measured by how much you were able to get done? You should still have goals and keep track of things you want to accomplish. This should be part of planning



the first year of retirement. What destinations are on your travel list? Are there organizations you want to get involved with, and how much time can you give them? Don't focus on planning every minute; focus on enjoying the journey.

It's easy to think and dream about retirement. When it comes time to do it, you need to be prepared for the extra time you'll have on your hands and how you will pursue happiness without your career. Naturally, there will be feelings of anxiety and fear involved with letting go. Setting new goals for your life after retirement can replace those feelings. Moving towards new plans will ease the transition to this next chapter in your life. 



Key Takeaways

- Continuing to work in retirement can contribute to better physical and mental health.
- Once retired, make a goal to do what you love and stay active in your community.
- Make a plan for what you will do with your extra time in retirement to avoid the anxiety and fear associated with this major transition in life.

Healthcare Costs for Retirees



One of the biggest concerns for many people who are planning their retirement is having enough money. Directly related to this concern is the cost of healthcare.

What will healthcare cost in retirement? Can I effectively manage the cost of healthcare? With proper planning, there's a lot that can be done to address the cost of healthcare. How funds are saved and invested can play an important role.

Medicare plays an integral part in retirement healthcare costs. Medicare Part A, which is hospitalization, has already been paid for through FICA taxes while the retiree was working. Medicare Part B covers doctor visits, emergency room visits, tests, and other, similar medical expenses. Part B premiums are usually deducted from Social Security benefits. Medicare Part D covers prescription drugs. Part D premiums are also deducted from Social Security benefits. Finally, there are supplemental policies or Medigap insurance. Medicare doesn't cover everything. Estimates project only about half of someone's medical

expenses are covered. Most retirees need to purchase additional insurance to cover the remaining costs through a Medigap policy.

Medicare Advantage (sometimes called Medicare Part C) is a combination of Medicare Part A, B, and D and Medigap. The difference is that Medicare Advantage is primarily an HMO, where Medigap is mainly a PPO. The premiums are deducted from Social Security benefits but go to the Medicare Advantage provider instead of Medicare.

NAVIGATING RISING HEALTHCARE COSTS

Healthcare costs for retirees have changed dramatically over the past 25 years, and more changes are coming. Most retirees didn't buy Medigap policies in the past because their employer provided that coverage as a retiree benefit. That perk is either going away entirely, or the cost shared by the retiree makes buying their Medigap coverage more attractive. Fidelity has estimated that an average retired couple who are both 65 years old in 2020 may need approximately \$295,000 saved (after tax) to cover healthcare expenses in retirement¹³.



We should expect that as time goes on, retirees will be more and more responsible for their healthcare expenses. Deductibles for pre-retirement commercial insurance have increased by 50% over the last ten years. It's estimated that 20% of the working population is already in a high deductible plan. In addition to these changes, healthcare costs are projected to inflate at 5 ½% going forward¹⁴. This comes at a time when retirees are expected to live even longer. The Society of Actuaries projects that life expectancy increases a little more than a month each year. A healthy 65-year-old couple planning for 25–30 years in retirement may have 30–35 years to live. What might that mean in additional healthcare costs?

TAX-EFFICIENT SAVINGS CAN REDUCE HEALTHCARE COSTS

The government has chosen to address the increasing costs of Medicare through means-testing. Upper-income retirees will pay higher premiums for Part B & D based on their income level. Medicare defines income level as Modified Adjusted Gross Income (MAGI). Retirees will not be able to get around this by investing in tax-free bonds. Tax-free income is included in MAGI. Means testing currently affects singles with income over \$88,000 and couples with income over \$176,000. These income levels are not indexed to inflation. The Center for Retirement Research at Boston College projects that Part B premiums could jump from the current standard monthly premium of \$148.50 to \$505 for retirees in the top income bracket!

Retirees will need to pay close attention to means-testing levels to contain healthcare costs. This requires careful planning before retirement. Strategies used in The New Three-Legged Stool™ to control income taxes will play an essential role in controlling Medicare premiums. The retiree who saves all of their money in a tax-deferred account will not only be forced to pay income taxes when they withdraw their funds; they could also pay higher Medicare premiums.

The New Three-Legged Stool™ approach to retirement is based on balancing your savings between tax-deferred, after-tax, and tax-free accounts. Many people are not concerned with balancing their savings. They save money in their company 401(k) for retirement and spend everything else. When these people enter retirement, they will have nothing but their tax-deferred savings to draw on. This will be coming when the IRS could be even more aggressive in taxing these assets on top of means-testing Medicare premiums.

Case Study

JOHN SAMPLE, RETIREE

John Sample has done a good job of saving for retirement and has completely balanced savings. He has \$667,000 in tax-deferred IRA/401(k) accounts, \$667,000 in an after-tax account, and \$666,000 in his Roth IRA tax-free account. His total retirement savings of \$2 million can be expected to distribute 4% (\$80,000) per year based on the prudent withdrawal rule. If all of Mr. Sample's savings were in taxable 401(k) and



IRA accounts and he received \$25,000 in Social Security benefits, his Medicare premiums would be subject to means-testing.

However, because Mr. Sample saved tax-efficiently, the after-tax account's tax liability is not necessarily based on the amount of withdrawal. And there is no tax liability from any qualified Roth withdrawals. Assuming Mr. Sample follows the asset location strategy we utilize, there may be some tax implications from dividend distributions and rebalancing. Mr. Sample will only need to report \$47,000 of taxable income from the account withdrawal. Therefore, he will pay less in income taxes, and his Medicare premium will not be subject to means-testing.

Rodgers & Associates' New Three-Legged Stool™ strategy provides a retiree with the flexibility to pull the income needed from the most tax-efficient location each year. This should become even more valuable as income taxes and Medicare premiums increase. 

Key Takeaways

- Medicare has changed dramatically over the past 25 years and will continue to be a key factor in financial planning for retirement.
- Healthcare costs are projected to inflate at a rate of 6–6½% going forward.
- By saving tax-efficiently, retirees can help to ensure that their Medicare premiums are not subject to means testing.

How Much You *Spend* in Retirement is Just as Important as How Much You *Save*



In 2006, Lee Eisenberg wrote a book about the amount of money and resources people will need to enjoy the active life they desire, mostly post-career, titled *THE NUMBER: A Completely Different Way to Think About the Rest of Your Life*. Theoretically, there is an amount of money each person needs to have to maintain their lifestyle through the end of life. The financial services industry spends a lot of time and money trying to help people accumulate their NUMBER with a significant focus on growing assets. Indeed, part of the retirement equation is the amount of money saved. The other part of the equation that has equal significance is the amount of money a retiree plans to spend.

Spending is an important variable that is often overlooked. Pre-retirees should acquire the ability to control spending as a prerequisite to retirement. Future earnings are always

uncertain. The stock market could grow like it has in the past, or it could decline. Social Security could pay the benefits promised, but it could also be changed. These are variables no one can control. However, we can control what we spend our money on and therefore change the amount we spend.

THE BENEFITS OF BUDGETING

Many people have told me they didn't realize how much money they were spending until they made a budget. Some will argue a budget is too controlling. There is a lot of truth to this. In fact, without a budget, you may not have control over your spending. Money comes in and goes out without a plan, which leaves little room for unpleasant surprises. With a budget, you plan the amount of money you expect to receive and how it will be saved or spent.



Know your Number

The amount of money you need to retire is based on how much you save—and how much you spend.

By creating a budget and taking control of your spending long before you enter retirement, you'll have a better grasp on how much money you'll need each month and how far away you are from your target "number."

You get to determine how much is spent on fun and necessities in advance. This gives you the control you need to make sure essential expenses are planned for and money is saved for long-term goals.

Living within a budget teaches discipline. Money discipline is a critical skill to acquire before retirement because it could lower the NUMBER you need to retire. It also provides the confidence you will live on the income you've projected because you now have the skill you need to adjust spending if required in the future.

According to the U.S. Census Bureau¹⁵, the median household income in America was \$68,703 in 2019. Replacing this income would require an investment account of \$1.72 million, assuming a 4% withdrawal rate. It would take the average household 42 years of saving 10% of their income (\$6,870 per year) to accumulate \$1.72 million if their savings grew at 7% per

year. They would have to create a budget disciplining their spending to \$61,800 per year to save 10%.

However, the goal was to replace their spendable income, and by reducing their spending, they've lowered their goal. They now only need \$1.55 million to produce a spendable income of \$61,800. Only 40 years of saving 10% is required to accumulate this amount using the same assumptions. Controlling spending is essential to financial planning.

This is a straightforward illustration that doesn't take into account inflation or taxes. It also doesn't consider wage increases that typically follow a person's career as they enter the workforce and become more valuable. It is undoubtedly possible to shorten the 40 years it takes to replace a person's earned income when they discipline their spending. Unfortunately, too many people increase their



spending faster than their income through the use of credit. They end up using much of their working life trying to get out of debt rather than accumulating the assets they need to become financially independent.

Creating a spending plan is one of the critical issues to address in phase one of AGILE—Assess Your Goal. Phase One is ten years before retirement. We also work with our clients entering phase three, Implement the Plan, by asking them to live on their planned spending the year before retirement. We want to make sure the spending amount is right to be confident the NUMBER is correct. 



Key Takeaways

- While growing your assets is one of the keys to a successful retirement, planning your spending is just as important.
- Creating a budget long before you retire will give you the confidence you need to accurately project how much money you will need each month.
- Small adjustments in spending could have a large impact on the amount you need to retire and ultimately when you can afford to retire.

CONCLUSION

Retirement should be an exciting and fulfilling period of life. However, it will not happen unless you prepare for it.

There are many twists and turns in the retirement journey. It is wise to start with a plan. The first phase of AGILE is to Assess Your Goals. We begin by reviewing your finances to help you create a retirement plan you are excited about.

If you're unsure what to do next, speak with one of our advisers. All of our advisers hold a College of Financial Planning® designation, with most holding the Certified Financial Planner™ or CFP® designations along with the Chartered Retirement Planning CounselorSM or CRPC® designation. The CRPC® program covers all aspects of the retirement process in a single comprehensive program with no product or advising biases.

At Rodgers & Associates, we have one service: helping our clients become financially independent for retirement. When you have questions about retirement, we're here to help. Through regular check-ins with our clients, we understand their financial and personal lives and make recommendations to help them achieve their goals.



REFERENCES

¹ Special Report: Are You Ready to Retire? Morningstart.com, August 14, 2020

² <https://www.ssa.gov/oact/STATS/table4c6.html>

³ Source: Steele Mutual Fund Systems. 15-year period October 1, 2005, to September 30, 2020

⁴ Determining Withdrawal Rates Using Historical Data, Journal of Financial Planning, October 1994

⁵ Conserving Client Portfolios During Retirement, Part III, Journal of Financial Planning, December 1997

⁶ Retirement Savings: Choosing a Withdrawal Rate that is Sustainable, by Philip L. Cooley, Carl M. Hubbard, and Daniel T. Walz/ AAI Journal, February 1998)

⁷ Updated Trinity Study Results for 2019 – More Withdrawal Rates! September 19, 2019. The Poor Swiss.

⁸ How Much Is Enough? by William Bengen, Financial Advisor Magazine, May 2012

⁹ S&P 500 index average annual return for the 15-year period October 1, 2005, to September 30, 2020

¹⁰ Decision Rules and Maximum Initial Withdrawal Rates, by Jonathan T. Guyton, CFP®, and William J. Klinger. Journal of Financial Planning, March 2006

¹¹ Source: Dimensional Fund Advisors, Matrix Book 2019

¹² Source: JP Morgan's Guide to the Markets, October 31, 2019

¹³ Fidelity Retiree Health Care Cost Estimate. Fidelity Viewpoints, August 3, 2020

¹⁴ Healthcare Costs for Americans Projected to Grow at an Alarming High Rate. Peterson Foundation. May 2019

¹⁵ Income and Poverty in the United States: 2019, September 15, 2019