

BUILDING BLOCKS TO A WORRY-FREE RETIREMENT



LEGACY BUILDERS

Did you know that the #1 source of happiness in retirement is a steady flow of monthly income that can't be outlived?

Now this may seem unattainable, but the purpose of this resource is to provide you valuable retirement information that can help you achieve financial freedom during retirement.

Unfortunately, very few Americans get to actually enjoy true financial freedom during their latter years. The reasons why people don't thrive in retirement are many. Not having enough saved, a down market erasing a chunk of their investments, unforeseen health challenges, or just plain lack of a proper game-plan. I pray this resource ensures you are not one of the many unfortunate retirees in America today living in fear, just trying to get by.

You deserve to have more than enough. You deserve to live the retirement of your dreams. You deserve to do the things you have always wanted to do. To travel to the places you always wanted to travel.

But it takes preparation, and an open mind.

May this resource provide you with the necessary tools to avoid the dangers many retirees fall into, and may this information ensure a long and prosperous retirement for you for many years to come!

Andrew Winnett
President
Legacy Builders



DANGER#1: OUTLIVING YOUR MONEY

Far and away this is the biggest fear when it comes to retirement today. As retirement draws near, many pre-retirees and retirees aren't kicking up their heels. They're pacing the floor, anxious about the years ahead.

An April survey by PNC Bank on retirement preparedness found that among baby boomers:

- 83% fear health care costs will be too high in retirement.
- 74% haven't reached \$1 million in retirement savings, although they expect to need at least \$1.3 million to retire comfortably.
- 55% worry their savings may not hold out for them as long as they live.

"Due to advances in medical science, life expectancy is increasing, and people are facing the prospect of spending more time in their non-earning, retirement years," says Robert R. Johnson, president and CEO of The American College of Financial Services in Bryn Mawr, Pennsylvania.

When you factor in rising costs of inflation, you really need to be aiming at \$2 million in retirement at the very least OR passively earning 75% of your highest working years salary before you consider calling it quits. This can be disheartening for some, but rest assured, there is hope for you!

DANGER#2: EXCESSIVE FEES AND COMMISSIONS

Many people are unaware of the fees and commissions they are paying in their traditional investment accounts. Most people are shocked to find out that when you factor in the following types of traditional investment accounts, the total cost to the average investor is between 1.5-3.2%:

Brokerage fee: A brokerage fee is a fee charged by the broker that holds your investment account. Brokerage fees include annual fees to maintain the brokerage account, subscriptions for premium research or investing data, fees to access trading platforms or even inactivity fees for infrequent trading. You can generally avoid brokerage account fees by choosing the right broker.

Mutual fund transaction fee: Another brokerage fee, this time charged when you buy and/or sell some mutual funds.

Trade commission: Also called a stock trading fee, this is a brokerage fee that is charged when you buy or sell stocks. You may also pay commissions or fees for buying and selling other investments, like options or exchange-traded funds.

Expense ratio: An annual fee charged by mutual funds, index funds and exchange-traded funds, as a percentage of your investment in the fund.

Sales load: A sales charge or commission on some mutual funds, paid to the broker or salesperson who sold the fund.

Management or advisory fee: Typically a percentage of assets under management, paid by an investor to a financial advisor or robo-advisor.

401(k) fee: An administrative fee to maintain the plan, often passed on to the plan participants by the employer.

For example, if you were to ONLY be charged 2% TOTAL on your \$1,000,000 investment account, you would be paying 20,000 each and every year in commissions and fees FROM YOUR ACCOUNT regardless of whether the account goes up and down. Over 20 years (the average years a person is retired in America) you would be paying \$400,000 in unnecessary commissions and fees. What would you do with an extra \$400,000?

DANGER#3: HEALTH ISSUES

The second largest fear when it comes to your “Golden Years” is health problems. If not properly set up with the right Health Insurance plan to cover what Medicare does not, you could find yourself in very deep water. I’ve seen it personally with my father in law, Michael.

Michael had a very successful Tile Company. He made millions a year but unfortunately his wife got Alzheimers. Because they did not have the proper supplemental health insurance to cover what medicare did not cover, Michael had to pay out of pocket and basically lost everything over the next 7 years as his wife declined and ultimately passed. This could have been avoided with the proper protection in place.

Proper Health Insurance is vital!

DANGER#4: TAXES

Once the TCJA (Tax Cuts and Jobs Act of 2017) individual income tax provisions expire at the end of 2025, effective federal tax rates are projected to rise from 19.0 percent to AT LEAST 20.3 percent. This is a low-ball figure.

Taxes are virtually the lowest they have ever been. When the TCJA bill expires in 2025 it is almost certain that taxes will go up. How far you ask? No one knows for certain which is why it is imperative you get a strategy to pay the lowest amount in taxes you can during retirement otherwise you could be living off a lot less than you anticipated.

DANGER#5: RETIRING TOO LATE TO ENJOY THE REST OF YOUR LIFE

Another great fear of pre-retirees and retirees is being forced to work until they die. It seems almost impossible to be able to retire in their 60’s and have any energy leftover and expendable resources to do the things they have always dreamed of doing.

Not to mention age discrimination is very real in the marketplace today. More and more employers can train a millennial to do the work of a seasoned veteran in a particular industry and pay them half of what the older more experienced employee was used to. This is a big problem facing aging workers in America today.

Even positions in well established Fortune 500 companies are laying off tenured workers right before they were getting ready to retire, thus eliminating any retirement package that was previously promised to them. Because of these unfortunate circumstances, many people are working an extra decade to play “catch up”.



DANGER#6: NO ESTATE PLANS/ TRUSTS/ WILLS IN PLACE

We have all seen the news stories where a famous actor, sports star, or celebrity dies unexpectedly and their family gets nothing because they did not have the proper legal measures in place. This is one of the most procrastinated areas in Americans between the ages of 24-54.

Although estate planning is very important, it can also be difficult and unpleasant, causing people to put off the task. “The topic of estate planning can be a difficult one, but not as difficult as the situation your loved ones may be left in if you don’t have an estate plan in place,” says Patrick Hicks, Head of Legal at Trust & Will. “At the end of the day, it’s about peace of mind, not only for you, but more importantly, it’s about protecting your loved ones who will have one less thing to worry about during a difficult time.”

As of 2020 only 16.4% of 18-34 year olds had any Estate Planning documents. Only 27.2% of 24-54 year olds had any Estate Planning documents in place. And only 47.9% of 55+ year olds had any Estate Planning documents in place.

This is REALLY important for you and your family!

DANGER#7: DOING WHAT EVERYONE ELSE IS DOING

As I write this article, the market has just gone down over 12 percent in the last 8 days. We saw the single worst day in Stock Market history 2 days ago!

The majority of society is highly uneducated when it comes to money. (Good on you for not being one of these people. The fact that you are reading this article to gain more knowledge proves it!) However because of the majority's lack of education they rely on "gurus" and "experts" and blindly trust what they have to say. Usually these experts have something to do with Wall Street and the market. When someone doesn't understand something complicated, they usually turn their brains off and "go with the flow". They follow any leader that will lead them. This is VERY dangerous and usually results in financial catastrophe or at best, financial stagnation.

I believe there are three reasons the majority of people turn their brains off when it comes to finances, which ultimately leads to devastation and regret. Really they are three traps. Here they are:

Normalcy Bias Trap:

There is something in life called a normalcy bias. The definition of the Normalcy Bias is as follows:

"The normalcy bias, or normality bias, is a belief people hold when there is a possibility of a disaster. It causes people to underestimate both the likelihood of a disaster and its possible effects, because people believe that things will always function the way things normally have functioned."

The world has always been this way. Society does this. The masses believe that. Therefore maybe I should too.

Today is just like yesterday. Tomorrow will be just like today. Its all the same.

And then the unthinkable happens, and people finally wake up out of the hypnotic trance they were lulled to sleep by.

But its almost always too late. The damage has been done. The money is gone. Years of time has passed. And all someone is left with is regret and loss.

I'm afraid I am viewing one of the worst epidemics of the Normalcy Bias's I have ever seen. I started working in a very large bank when the 2008 financial crisis began. I was aspiring to be a Financial Advisor at the time. The stock market intrigued me. I was fascinated by the idea of putting money in the market, timing it just right using my "brilliance" and "gut instinct", and then cashing out for millions. It seemed easy.

But as I dabbled, the exact opposite happened. I lost everything. Then when the crash happened I watched as our local Financial Advisor ran around like a chicken with his head cut off. Answering phone call after phone call of angry clients demanding to know why their accounts had dropped by 40 percent or more. It was a sobering time to say the least.

Fast forward 12 years later. I'm afraid that much of the same behavior is being acted out as before the 2008 crash. Same retirement plan. Same amount of debt (or more). Same advisors we are trusting with our hard earned money. Same plan different decade. We are crossing our fingers praying that nothing happens before we can hang up our hat and finally do something with our "golden years". Or maybe we are hoping to have enough to travel, or take a cruise every year of retirement like we wanted to. Or maybe it was starting a foundation with the extra money we were hoping to have.

Ladies and gentleman, in my years of working I have never seen something so humbling as having people that were happily retired or pursuing their purpose, have to stop, and go back to work in a field they dislike, or are completely untrained in. Its horrible to see it. Its even worse to live it. I know because It happened to my mom. **To hear more about my mom's story and how it was beautifully redeemed, check out my booklet entitled: The Power of an Annuity**

Ostrich syndrome Trap:

Maybe you don't struggle with the Normalcy Bias believing everything will "work out" in the end. That nothing big will change. Maybe you suffer with "Ostrich Syndrome"

Ostrich Syndrome is defined as "a psychological term to describe behavior where we proverbially stick our heads in the sand to ignore our problems."



Maybe you know things are changing. The market. New financial strategies.

Prudent implementation over a sustained amount of time is important to you, but its difficult to know where to start. Who to trust.

This is where many people fall prey. They trust a friend of a friend. They don't do their due diligence. They don't get a second opinion. And inadvertently, they bury their head in the sand as to not confront any problems.

I can't tell you how many times I have sat with clients who got a financial strategy from a "friend" who is a financial advisor, or an uncle they trust, and this person has been faithful to a FAILING STRATEGY that ends up leaving them broke just years into their retirement. And unfortunately the pain of changing is too painful. They just bury their head in the sand hoping against hope that they made the right decision but never want to stress-test one of the most important financial decisions they have made.

Coming out ahead with finances will ALWAYS REQUIRE CONFRONTATION. I'm not talking about a confrontation of screaming and physical violence. But there will be consternation anytime you are trying to get ahead financially. Whether that confrontation is with a friend, a mindset, or maybe a widely adopted company retirement plan. Financial abundance REQUIRES confrontation. Never forget that.

Zero Urgency Trap:

Maybe you are younger. I consider anyone under 55 as "younger" by the way. The reason I say this is because this trap usually happens to the "younger" folks. Most people above 55 REALLY understand the importance of making some aggressive moves to become financially free SOON.

Warren Buffett said: "Successful Investing takes time, discipline and patience. No matter how great the talent or effort, some things just take time: You can't produce a baby in one month by getting nine women pregnant."

According to nerdwallet.com after a study of 16.2 million retirement accounts held at Fidelity Investments the average median retirement savings by age bracket are as follows:

Age 20-29 - \$4,300 in retirement savings
Age 30-39 - \$16,500 in retirement savings
Age 40-49 - \$36,000 in retirement savings
Age 50-59 - \$60,900 in retirement savings
Age 60-69 - \$62,000 in retirement savings



Now everyone knows that this is not enough to do much living in America for a long period of time. The good news is that there is ALWAYS hope if you find yourself in this situation. There can be redemption for you but you need to put a wise financial strategy in place and stick to it.

We often see this trap played out in sports stars and Hollywood icons. When the money is flowing, they spend it as fast as they make it. They don't put anything away for the future. They don't invest wisely, and when the cash flow ends, bankruptcy usually ensues within the decade unfortunately. I personally have struggled under this trap the most. When things are good, you assume they will always be good. You enjoy the fruit of your efforts, but rarely have anything left to show for when the seasons change. And let me assure you the seasons ALWAYS change. The only "constant" is that nothing stays the same.

The reason I am spending the most amount of time on this Danger, is because the majority of success comes down to mindset and behavior. The most successful people are always curious and always open minded to learning something they may not already know.

Please, for your sakes, stay open to new methods and strategies that can get you to where you want to go faster and safer.

BUILDING BLOCKS TO ACHIEVE FINANCIAL FREEDOM

BUILDING BLOCK#1: UNDERSTAND THE MARKET RISK AND RETURN

The first building block to creating the retirement of your dreams is to understand about the true market's risks and returns.

Remember sometimes it's not so much about **how much you gain, as it is how much you don't lose**. For example, if your money is in the S & P 500 and your money goes up 20 percent one year and the next year it goes down 10 percent, by the beginning of the third year how much did you earn on average? Most people say 10 percent... But that is wrong. You actually only averaged 5 percent growth each year. You earned 10% over two year, hence 5% growth averaged over those 24 months. **Later in this booklet, I will be discussing investment strategies that can earn you a guaranteed 6-12% each and every year, regardless of what the market does.**

Any account that earns 7.2% every year will double the initial account starting balance after 10 years. The goal should be to double the account value every 10 years in spite of market volatility and after all fees and commissions have been taken out.

In traditional investment vehicles this is very challenging. You would have to gross around 9.5-10% growth to **net** a 7.2% after all fees and commissions are taken into consideration. Not to mention the market goes up and down. If you happen to catch a bad decade and were counting on that money doubling so you could actually retire, you're in bad shape.

I will elaborate more on this later, but it is possible to net that 7.2 percent in your account. Even in a bad decade within the market. And it isn't with stocks, bonds, mutual funds, or anything that inherently carries a large measure of risk.

You can have your cake and eat it too.

In short, the more you can insulate yourself from market risk, the healthier your retirement will be. Don't gamble in Wall Street. You don't have to be a victim of market downturn. There is a better way which leaves you with more money, more peace, more security and greater returns at the end of the day! Stay tuned!

BUILDING BLOCK#2: NO MORE PAYING HIGH FEES IN YOUR RETIREMENT ACCOUNT

The second building block to creating the retirement of your dreams is putting more money into savings and investments while simultaneously spending as LITTLE AS POSSIBLE ON FEES AND COMMISSIONS. I cannot stress this enough.

A recent study by the Center for American Progress (CAP) found that **the typical American worker who earns a median salary starting at age 25 will pay about \$138,336 in 401(k) fees over their lifetime.** The cost is even greater for high-income earners. These figures are reflective of average 401(k) fees, which CAP estimates to be approximately 1% of total plan assets. Another study found that 401(k) participants pay an average all-in fee of 2.22% of their assets.

"THE TYPICAL AMERICAN WORKER WHO EARNS A MEDIAN SALARY STARTING AT AGE 25 WILL PAY ABOUT \$138,336 IN 401(K) FEES OVER THEIR LIFETIME."

Recently, the U.S. Bureau of Labor Statistics (BLS) released their report on the Usual Weekly Earnings of Wage and Salary Workers. Using information from the fourth fiscal quarter of 2019, the BLS claims that in that quarter, the median income for a full-time wage or salary worker on a weekly basis was \$936. For a 40-hour work week, this translates to a yearly income of approximately \$48,672.

If you are earning more than \$48,672 chances are you will pay much more than the \$138,336 in total fees and commission over your working years. Some estimate as much as \$280,000 if you make at least \$75,000 a year and have been faithfully contributing to a 401k.

If you were to put that extra \$280,000 into a Fixed Index Annuity at age 65 you would receive an extra 1,270 every month for the rest of your life, even if you live to 100. Think about it!

\$1,270 every month for 35 years, (if you retired at 65 and lived to 100) would pay you a total of \$577,850 dollars that was ultimately given away through fees and commissions.

There is a better way!



BUILDING BLOCK#3: INSULATE YOURSELF FROM THE #1 CAUSE OF BANKRUPTCY IN AMERICA

Medical bills are reported to be the number one cause of U.S. bankruptcies. One study has claimed that 62% of bankruptcies were caused by medical issues. Another claims that over 2 million people are adversely affected by their medical expenses.

Reports from different entities are constantly published, such as the survey results of people with employer-sponsored insurance by the Kaiser Family Foundation (KFF) / LA Times Survey in 2019. The study found that 1 in 5 people surveyed have been contacted by collection agencies, while 9% of those surveyed stated they had declared personal bankruptcy due to medical expenses.

Don't think that because you have Medicare that you are insulated from these types of risks.

Medicare doesn't pay anything toward the considerable cost of staying in a nursing home or other facility for long-term care.

So who or what does? Here are some options.

Private pay: Many individuals and families simply pay out of pocket or tap assets such as property or investments to finance their own or a loved one's nursing home care. If they use up those resources, Medicaid may become an option.

Long-term care insurance: Some people have long-term care insurance that might pay, depending on the terms of their policies. These plans can be very expensive.

The VA: Military veterans may have access to long-term care benefits from the U.S. Department of Veterans Affairs.

Medicaid: The state and federal health care program that provides coverage to low-income people who qualify pays a considerable portion of America's nursing home bills. Medicaid eligibility varies by state but requires strictly limited income and financial assets. Many Americans who are in need of long-term care apply AFTER SPENDING DOWN THEIR RESOURCES BELOW THE POVERTY LINE in which they can then qualify under Medicaid. This is VERY problematic if you have any sort of retirement savings or investments. I know because I saw it firsthand in my Father in Law Michael. See Danger#3 above for the story. There is a much cheaper alternative through Annuities and certain types of Life Insurance riders that have Living Benefits.

Annuities: can help alleviate this unforeseen cost by doubling your lifetime income amount to help pay for Long-Term care. For example, if you are being paid \$50,000 a year from your annuity and you develop a chronic illness, your benefit would double to \$100,000 a year at no extra charge for a set amount of time (usually 5-6 years). After the set amount of time the benefit would resume back to \$50,000 a year, and stay that way as long as you live. The extra 50,000 benefit will help cover any Long-Term care costs.

Life Insurance with Living Benefits: have riders included in the policy that allows you to access a portion or all of the death benefit TAX-FREE in the event of a Long-Term care situation. This allows the individual to not have to tap into their retirement savings and spend it down below the poverty line before they could get assistance through Medicaid.



BUILDING BLOCK#4: PAY AS LITTLE TAXES AS POSSIBLE DURING RETIREMENT

This is probably one of the biggest surprises people face when they do finally retire. They assume that they will pay less in taxes because their income is lower, but many are surprised to find out that this may not be the case.

If your only source of retirement income is Social Security, then you probably won't pay any taxes in retirement. If you have other sources of income, then a portion of your Social Security income is likely to be taxed. A formula determines the amount of your Social Security that's taxable. The result is that you may have to include up to 85 percent of your Social Security benefits as taxable income on your tax return.

The taxable amount (anywhere from zero to 85 percent) depends on how much other income you have in addition to Social Security. The IRS calls this other income "combined income," and in the tax worksheet, you plug your combined income into a formula to determine how much of your benefits will be taxable each year.

Retirees with a high amount of monthly pension income will likely pay taxes on 85 percent of their Social Security benefits, and their total tax rate may run anywhere from 15 percent to as high as 45 percent. Retirees with almost no income other than Social Security will likely receive their benefits tax-free and pay no income taxes in retirement.

This is where IUL's (Indexed Universal Life) policies can be of GREAT value. IUL's can provide a stream of TAX-FREE income that is not even reported as income because the cash value is technically a "loan" against the policy. When one passes the loan is paid off by the death benefit and whatever is left of the death benefit is paid to the beneficiary.

These products can be very much like an annuity that can pay you a stream of income for life, as well as carry Living Benefits in case you find yourself in a Long-Term care situation.

These are also very beneficial for Estate Planning purposes as the IUL death benefit to the beneficiaries is tax-free and can help supplement any taxes that will be paid on the rest of the estate.

BUILDING BLOCK#5: GET A GAME-PLAN IN PLACE TO RETIRE SOONER THAN LATER

No matter how old you are, its worth a 15 minute conversation to see if Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies could enhance your retirement life. There may be problems that are unforeseen to you that one of these products may help. Even if you are satisfied investing in the market, diversification is a good thing.

The important part is that you create a game-plan and stick to it. Most of our 5,000 clients didn't realize they could retire sooner than later if they got started on some of these strategies. Through some strategic planning, we have had some clients that were able to retire 5 years early! Don't procrastinate. There is hope for you! You have a bright future ahead if you prepare for it! To get a free 15 minute no hassle tailor-made Game-Plan, reach out to a Legacy Builders office today. We would love to help you!

BUILDING BLOCK#6: BE PREPARED WHEN YOU DIE

It is important that you have an Estate Plan, Trusts (when necessary), a Will, and Life Insurance. Even if you are not worth very much at the moment, your loved ones will thank you for the headaches you helped them avoid.

Find a local attorney that has good reviews that can help you with your Estate plans, Trusts, and a Will. Usually if you do it all at one time they will give you a discount. There are also reputable places online that you can get these done.

For Life Insurance, its important to find a broker that can shop through multiple companies to give you the best rate and coverage for your age, health, and budget. The goal should be at least 8-10 times your annual salary while you are working and at least 2-4 times your annual income when you retire in Life Insurance coverage if you can afford it.

If you cannot afford 2-4 times your annual income in retirement in Life Insurance coverage, at least get an affordable Final Expense policy to cover any Funeral, Burial, and Cremation costs. Even if you have resources now, you may not have as much, if any, 25 years down the road when you pass. There are over 2 million Go-Fund me profiles asking for money to take care of the expenses of a deceased loved one because they were not prepared. At least have a Final Expense policy just in case. Make sure it's with an A rated company by Standard and Poors Rating Company.

BUILDING BLOCK #7: THINK OUTSIDE THE BOX

Retirement Requires a Shift in Thinking. The risk-reward equation changes when you retire. It's no longer about growing your wealth: It's about protecting what you've got. So get ready to flip your mental switch from accumulation mode to preservation.

Johnathan Imber said “For most of your investing life, you’ve probably been encouraged to build a portfolio that balances risk and return — achieving the highest returns possible based on your personal tolerance for risk.

For most people, that means living with a certain amount of volatility in exchange for growing a comfortable nest egg for their retirement years. You can lose money taking on too much risk, of course, but you won't gain much ground being too risk-averse.

In retirement, though, things are different, and a shift in thinking is required.

The goal for most people should change as retirement nears — from growing their nest egg to helping to protect their savings and ensuring the money they’ve accumulated can provide them with enough income to last 20 to 30 years or more.

That means a shift in mindset and a transition in strategies.

The problem is, the financial industry has done such a good job of pushing accumulation at (almost) any cost, it can be tough for some to switch their focus to the next stages of investing: preservation and distribution.”



The beautiful part about Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life is that these financial vehicles allow you to be able to make this smooth transition required to truly enjoy your latter years.

And the best part is you still can make GREAT returns on your investment in a SAFE way. But, it's going to require a change in thinking. It's going to require asking the right questions and communicating on what's important to you.

That old saying “there is more than one way to skin a cat” is true! And there is more than one way to have an amazing retirement! But sometimes it requires an out of the box thinking.

SAFE EFFECTIVE RETIREMENT STRATEGIES TO HELP YOU ACHIEVE YOUR GOALS

SOLUTION#1: REAL ESTATE

Does real estate make a good retirement investment? It certainly can, and many people have secured a comfortable lifestyle by building a portfolio of real estate properties. However, nothing is 100% guaranteed and some unfortunate people lose their shirt, and everything else along with it. It takes a certain amount of knowledge, skill, intuition, and guts to invest in real estate. If you have these characteristics, and you do it right, real estate can be a great investment.

Boost Your Real Estate Knowledge

Like any profession, to be good at it, you have to know what you are doing. You can turn real estate investing into a profession that allows you a lot of free time, but be ready to invest years and patience.



There are plenty of seminars advertised on how to invest in real estate, and while some are probably decent, others will end up costing you thousands of dollars for nothing more than a lot of office binders. If you are serious about turning real estate into a good investment, start by reading books on real estate investing written by a reputable expert such as John T. Reed. A good place to start is with Reed's *How to Get Started in Real Estate Investing*.

Robert Kiyosaki has published many well-known books including *Rich Dad, Poor Dad*, and *Unfair Advantage*. Some find that his books get you fired up and excited, and are worth reading, but may not present a completely objective view of what it takes to make good real estate investments, whereas John T. Reed's books tend to have plenty of usable knowledge for any layperson.

Polish Your Skills

There are numerous ways to invest in real estate. Some choose to speculate, looking for a piece of land they can flip, or a house they can remodel and quickly sell in a rising market. Others consistently look for income-producing properties; either commercial office space, apartments or duplexes, or residential homes they can rent out.

Assess your skills and available capital to determine how to go about choosing your first investments. Those with close ties to the development plans for their city may have a knack for spotting attractive pieces of land. Those with contractor contacts may be able to get remodels done at a discount.

Many financially independent people have built their real estate portfolios with income-producing properties. This requires a long-term view and the ability to crunch numbers. There are several things to consider before you buy a rental property, such as the potential vacancy rate. Your property is unlikely to be rented 365 days a year, year after year. People sometimes forget to factor details like this into their calculations and can end up overstating their expected income.

There are also record keeping requirements and tax considerations to deal with when investing in real estate. The rental real estate tax deduction works for some, but it is not free money. Depreciation may help shelter some current income from taxation, but depreciation is recaptured later so it is not a free lunch either.

Develop Your Intuition

There are two sayings about real estate that you have most likely heard. The first one is “location, location, location.” It’s true. You need to have an intuition about what areas of town might become popular, and which areas to stay away from. In a slow economy, rental real estate properties in solid locations will remain in high demand. However, don’t jump into buying a piece of property unless you’re familiar with the area.

Avoid the mistake of confusing intuition with enthusiasm. When real estate was booming in 2004 through 2006, many people jumped right in. Interestingly enough, many of the so-called real estate gurus were quietly starting to sell their holdings at about the same time. Their intuition, combined with skill, told them to exit out and sit on the sidelines for a few years.

**"AVOID THE MISTAKE OF
CONFUSING INTUITION WITH
ENTHUSIASM."**

Sometimes, It Takes Guts

Another common saying is that “real estate takes deep pockets,” which generally holds true. You’ll have property taxes to pay, times where a rental property may be vacant while you still have a mortgage to pay, and the cost of repairs and maintenance that need to be done.

Leverage (borrowing to buy) can be an effective strategy for building a real estate portfolio if done with care. With rental real estate as with anything else, when you use leverage you are buying an asset with someone else’s money. This is great, but it does come with risk; too much leverage can be dangerous.

In the period from 2009 to 2011, many people watched their real estate portfolios suffer because they had used too much leverage, and many lost all of their properties. A typical scenario played out for many as the economy slowed, where a few renters moved out, other income sources went down, and real estate investors didn't have the cash flow to keep paying the mortgages on their vacant investment properties while waiting out the economy. They didn't have the deep pockets that were needed.

Buying a property to flip takes guts too. The property might not sell as quickly as you thought it would, and you must have enough cash to cover the mortgage until the property sells. You'll be faced with a decision to either hang on to it and wait or sell it at a lower price. Guts have to be combined with knowledge, skill, and intuition to be effective.

The Bottom line


Real estate can be a good investment if you educate yourself and go about it the right way. If you want to use real estate to build a steady source of retirement income, exercise patience and work systematically as you build a portfolio of income producing properties.



SOLUTION#2: OWNING A BUSINESS

Who says you can't work when you retire?

Back in the day, you clocked out for the last time, turned in your hard hat, and never took another job. Times have changed. Becoming your own boss later in life isn't uncommon. In fact, according to the Kauffman Index of Entrepreneurship, people ages 55-64 make up 24% of new entrepreneurs!



If you say goodbye to your career to venture off on your own, here's a quick checklist to keep you on track:

- Consider the start-up costs.**
- Research the viability of your business or service.**
- Create business, financial, and marketing plans.**
- Learn about any local, state, or federal regulations.**
- Start small to mitigate financial risk.**
- Give it time for your business to grow.**

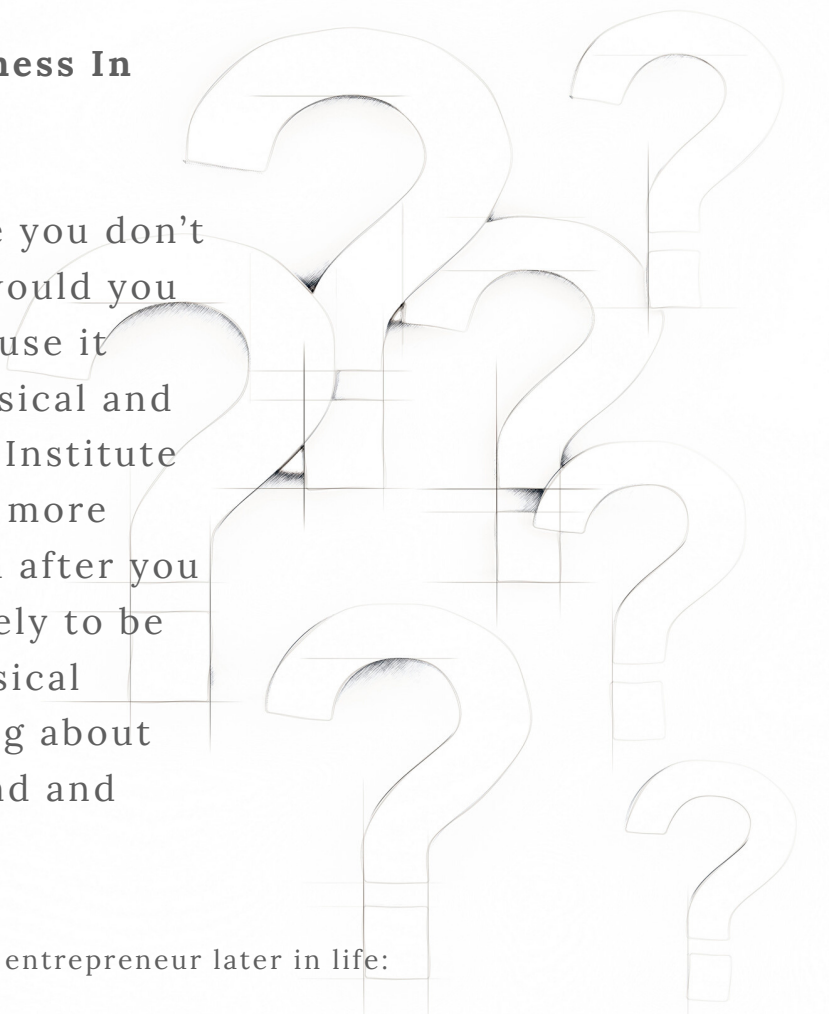
Now, there are a few questions you need to answer to make sure you're headed in the right direction and for the right reasons.

Why Do I Want To Start A Business In Retirement?

You're finally at the point where you don't have to work anymore, so why would you want to work another day? Because it could be beneficial for your physical and mental health. According to the Institute of Economic Affairs, you're 40% more likely to face clinical depression after you retire. You're also 60% more likely to be diagnosed with at least one physical condition. There's just something about having a job that keeps your mind and emotions sharp and engaged.

Here are a few more reasons to become an entrepreneur later in life:

You have the time. Think about how busy you were when the kids were younger. You felt more like a chauffeur, tutor and coach than a parent or spouse. Or think back to when you were first starting your career. Long hours at the office. Working overtime to prove yourself. Your time belonged to other people. In retirement, though, you have time to give to a new business.



You're not responsible for anyone else's financial security. Becoming an entrepreneur may have been too uncertain and scary when you were younger. Maybe you had to provide for your family and that business idea got shuffled to the back of your mind. Now that you're not responsible for anyone except yourself (and possibly a spouse), you can take the leap into the land of owning your own business.

You can work flexible hours. As an entrepreneur, you decide when you work. And that's great if you plan to travel or want to spend time with loved ones.

You can make money. Who doesn't love a little extra spending money? With a second career, you can choose to do something you love and get paid to do it! It's a win-win.


You get social interaction. One of the hardest adjustments to life in retirement is not seeing coworkers and colleagues every day. Let's face it—if you worked in an office environment, you spent a lot of time with those people. They may have become dear friends. Retiring changes those relationships. Having your own business could allow you to enjoy some much-needed interaction with others.

Keep in mind that you don't have to work 40–50 hours a week in a new business venture. In fact, if you try it out and hate it, you can always quit! You can even pursue something else. The idea is to do something you like to keep you active and engaged, not overworked or discontent.

What Kind Of Business Should I Start?

One of the best perks about starting a business in retirement is that you get to choose what you do. You may have spent years in a job that paid well but didn't tap into your interests and skills. Starting your own business is different. You get to build it around something you love doing.

The question to ask is: What interests you enough to spend time and money on it? The options are not limited to selling jewelry or woodworking (although you may love those activities). Opportunities are out there, waiting for you to act on them. Here are a few ideas:



- Consulting and coaching
- Errand running
- Landscaping
- Organizing
- Selling online
- Pet sitting
- Sewing
- Tutoring
- Giving tours
- Researching
- Writing
- Planning events

Notice that most of these services require little money to get started. You don't have to buy a lot of supplies or pay for a big office. This is key. Don't rob your retirement fund to start your business. Just like you budgeted for retirement, set a budget for starting your business.

And remember: You don't have to make this new business venture a second full-time career unless you want to. You can work as little or as much as you want, especially if you've built a solid retirement fund.

What Steps Should I Take?

Even though you get to choose your encore career, you still need to be smart in getting that business up and running. You can't just wave a magic wand and make your idea successful. Here are some key steps to take in owning your own business.

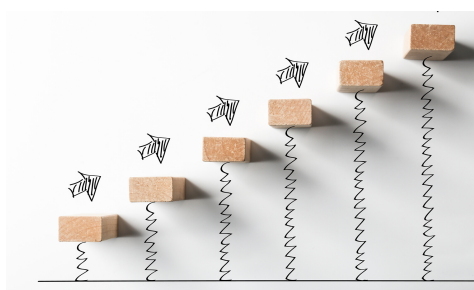
Consider the start-up costs. Again, don't use your retirement fund to start a new business. If it were to fail, you'd have no nest egg. If you know you want to own your own business later in life, and you know it'll have upfront costs, start a savings fund and put money away in it. That way you can do what you want without jeopardizing your future.

Research the viability of your business or service. You may think an idea is great, but other people will be able to tell you if it would work. You may be unaware of trends in a certain industry. Or you may overestimate the market. Having others weigh in will help keep you out of trouble.

Create business, financial, and marketing plans. How much money do you have to spend? What can you do within that budget? How are you going to get the word out? These are all questions you need to be thinking about—and answering.

Learn about any local, state, or federal regulations. Depending on where you live, you may be required to jump through certain hoops to stay in compliance with the law. Contact the department of revenue in your state for more information.

Start small to mitigate financial risk. Sam Walton started with one Walmart. Henry Ford designed one car, not four different models. They both understood the adage "Don't bite off more than you can chew." Always cash-flow expenses and never take on any debt. If you can't afford something, save up for it until you can pay cash.



Give it time for your business to grow. Don't get discouraged if you face obstacles. And don't give up if your idea doesn't take off immediately. Ford's "horseless carriage" was considered a luxury that would never replace the bicycle. But a century later, we're all glad Ford gave it time. The same may be true of your business idea.

When starting out, don't be afraid to ask for help or advice in making the most of your business venture. Talk to a former colleague, a family member, or even a business leader you admire. Not only will you learn more about becoming a successful entrepreneur, but you'll also discover how many people want to support your new career!

SOLUTION#3: STRIVE TO BE DEBT FREE WHEN YOU RETIRE

There's no doubt that not having any debt can give you a certain sense of freedom. When you don't owe anything to anybody, the money you have is yours to do with as you wish—a great retirement dream scenario. But as we all know from experience, reality can be a bit different.

In an ideal world, none of us would have any debt—ever. And we'd certainly pay off our mortgages, credit cards, and car loans before we retire. But that's not always possible. And sometimes, it's not even the best thing to do.

Put Your Debt in Perspective

Debt that creates opportunities can actually work for you. If it's also low cost and has tax advantages, so much the better. For instance, with mortgages or home equity lines of credit, you're borrowing to own a potentially appreciating asset. On top of that, home loans may be tax-deductible. So they fall into the category of good debt.



On the other hand, there's nothing positive about debt that's high cost, isn't tax-deductible, and is taken to buy an asset that will likely depreciate. Things like credit card debt and car loans fall into the "bad debt" category. **The image of taking on high monthly payments for a new car that decreases in value the minute you drive it off the lot is probably one of the clearest examples of debt that works against you.**

What should you do? If the ideal scenario of being debt-free is out of reach, your practical goal should be to pay down any bad debt while keeping the good debt working for you.

SOLUTION#4: LEARN HOW TO BE FRUGAL

You may have visions of spending your retirement on a sun-soaked vineyard in wine country. But according to a September 2018 report by the National Institute on Retirement Security (NIRS), more than 100 million working-age Americans (57%) do not have retirement account assets. And even if you do save, the same study found that a whopping 68% of individuals between the ages of 55-64 have only less than one year's worth of their annual income tucked away for retirement. If you find that you're one of these individuals, it might be time to reassess. Here's how you can live a frugal retirement.

1. Stick to a Budget

Financial experts have long touted a successful budget as one of the most powerful financial tools in your arsenal. And with the average monthly Social Security benefit for retirees at just \$1,461, you may have to adopt a more frugal budget in retirement. Regardless of how much you earn, keeping track of your spending, giving each dollar a "job" and spending less than you bring in are all good financial practices. Your biggest monthly expenses in retirement will likely be healthcare and housing costs, along with travel and transportation. Keep your other costs low to help offset these.

2. Plan for Healthcare Costs

While you will likely be enrolled in Medicare as a retiree (it kicks in at age 65), it doesn't cover everything. One report estimated that retirees will need \$280,000 to cover medical expenses throughout the duration of their retirement. That same report also found that almost half of retirees polled thought they would need less than \$100,000 to cover medical care in retirement.

Help curtail these estimated costs by making healthy choices before retirement. Make a point to exercise, eat healthily and take care of any nagging injuries or issues. Once you do retire, be realistic about any long-term issues or illnesses you might have to deal with – and factor them into your budget.

Purchasing long-term care insurance may also be a good financial move however it can be expensive. Certain types of annuities and life insurance with Living Benefits are far cheaper options to insulate yourself from unexpected health costs during retirement.



3. Cut Your Housing Costs

Paying off your mortgage before you retire is a great way to live frugally in retirement. After all, roughly one-third of retirees' spending goes toward housing costs, according to the Social Security Office of Retirement and Disability Policy.

This makes retirement an opportune time to downsize your living situation. Consider selling your home and moving to a smaller house or condo. You'll save money on property taxes, maintenance and utilities. If you're still a two-car family, retirement is the perfect time to whittle that down to one, since it will save money on gas, insurance and maintenance.

4. Pay Yourself

It may feel as though you have unlimited funds as a retiree, especially if your retirement account boasts a healthy balance. But don't fall into the trap of spending whatever you want, whenever you want. Instead, give yourself a set paycheck monthly or biweekly. This can help you continue to stick to your budget, even in retirement. With better global life expectancy statistics nowadays, that's all the more reason to pace yourself.

5. Move to a Lower Cost Area

Living in an area with a high cost of living will also eat into your retirement savings. Consider moving to an area with a lower cost of living to help stretch your post-retirement dollar. AARP suggests cities like Portland, Maine; Gainesville, Georgia; and Tulsa, Oklahoma as some affordable options. Henderson, Nevada; Mesa, Arizona; and Pittsburgh, Pennsylvania, may be places to look at if you're considering an early retirement.

If you're feeling adventurous, try moving abroad to a country that still allows you a relatively lower cost of living. Some of the cheapest countries to retire are Portugal, Malaysia and Spain, all of which boast both affordability and safety.

6. Forgo Eating Out

The average American between the ages of 65-74 spends \$2,769 annually eating out, while those age 75 and up spend about \$2,142, according to information from the Bureau of Labor Statistics. So if you need to cut costs, you may need to cull dining out from your retirement budget.

7. Hire a Financial Expert, not a Financial Advisor

This is probably something you'll want to do check off your list before retirement. After all, Financial Experts can help you ensure you're on track to meet your long-term financial goals... and in a safe manner without risk of loss. They can help advise you with Retirement products through Fixed, Fixed Index and Immediate Annuities as well as certain types of Index Universal Life policies that can guarantee rates of returns in the 6-12 percentile while allowing you to never lose a penny in the market again.

A Financial Advisor on the other hand will try to put you in the market where you are exposed to too much risk, or they will encourage you to stick to safe investments like bonds or cash if they pick up on the fact that your risk tolerance is low. The problem with this strategy is you sacrifice growth unnecessarily because of the limitations within the Financial Advisor's scope of available products.

But it's not too late if you're already retired or nearing retirement age. Consider a Financial Expert for a one-time meeting to help you decide when to file for Social Security, how to structure retirement account withdrawals and, more importantly, if you're really financially ready to retire. **For a free Retirement Game Plan with one of our Financial Experts, call (877) 644-7711.**

"Rule #1: Never Lose Money.
Rule #2: Never forget Rule #1"

Warren Buffet, on Investing

8. Reassess Your Insurance Needs

Once you retire, high amounts of life insurance may not be necessary. Here's why: Life insurance is intended to serve as a stopgap measure to help financially support your dependents and maintain their lifestyle in the event of your passing. In short, its purpose is to match your income.

Many times a simple Final Expense policy to cover the immediate funeral, burial, and cremation costs can come in very handy and is relatively inexpensive depending on your health. The benefits of these types of policies is that they are designed to pay quickly, typically in 24-48 hours after the insurance carrier receives the death certificate assuming you got an immediate coverage policy.

9. Take Advantage of Senior Discounts

While receiving the dreaded AARP mailer or being asked "Senior discount?" by a well-meaning store clerk can be mortifying, these discounts can help shave precious dollars off your bottom line.

Hundreds of restaurants, from Applebee's to Dunkin' Donuts to Uno Pizzeria and Grill, offer senior discounts. And that's not to mention the discounts at grocery stores, retailers and even on travel expenses, like hotels, airline tickets and car rentals.

The Bottom Line

No matter what your situation is right now, it's important to be realistic about whether your finances will allow you to retire comfortably, or at least keep the same standard of living. Whether you've already saved a sizable amount or are counting on Social Security, living on a fixed income during retirement might require you to limit your spending. All of the above tips can make the difficult task of coming up with a frugal retirement strategy easier.



SOLUTION#5: CASH VALUE LIFE INSURANCE

For many people, life insurance and retirement planning are two separate things. Retirement planning is for you, and life insurance is for your beneficiaries. However, some Financial Experts also recommend life insurance as one way to plan for retirement.

Cash Value Life Insurance plans can offer many different kinds of benefits. Among the many types of life insurance available, permanent life policies are sometimes touted as a way to supplement retirement savings. When you buy a Cash Value Life Insurance plan – whether it's universal or whole life insurance, or a hybrid – some of your premiums go into a separate account that builds cash value alongside or in addition to your death benefit.

One of the advantages of Cash Value Life Insurance is the ability to withdraw or borrow against this cash value. You might do this to pay your mortgage for a few months, if you lose your job, or to fund your retirement.

There can also be tax advantages to getting cash from your life insurance for retirement or other purposes. Distributions through borrowing are 100% Tax-Free.



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There are also tax advantages to using some of your cash value to fund retirement specifically, according to John Buerger of ALTUS Wealth Solutions in San Luis Obispo, California.

“If a person has \$50,000 coming out of their IRA or 401(k) each year along with another \$25,000 in Social Security, the whole \$75,000 ... is considered taxable income. If that \$50,000 were coming out of life insurance, then the taxable income would only be \$25,000. Not only would the \$50,000 not be taxed, it is likely that the person would be in a lower tax bracket meaning the tax on the Social Security income could also be lower,” he says.

If you're older and have a high net worth, you'll reap the most tax savings from life insurance withdrawals as Buerger notes, “Tax savings are still tax savings.”

Along with Tax-Free income, **many Cash Value Life Insurance policies offer Living Benefits that will pay a Tax-Free benefit** in the event of a Critical, Chronic or Terminal illness. This allows the owner of the policy access to Tax-Free money while they are alive in case of an unforeseen health challenge.

One of the coolest parts of Cash Value Life Insurance products is the power of Indexing in a Index Universal Life Insurance product (or IUL for short).

Indexing allows you to participate in the upside of the market when things are good, it locks in your earnings when things dip negative. As you can see here, when you factor incredible rates of return in a completely safe manner through the power of Indexing, Tax-Free income during retirement, Tax-Free income in case of a health challenge, and a Tax-Free death benefit to the beneficiary its easy to see why so many informed investors are adding Cash Value Life Insurance products to their retirement portfolio.

SOLUTION#6: PREMIUM FINANCE LIFE INSURANCE

Along with all the great benefits that Cash Value Life Insurance offers, Premium Finance Life Insurance can take it one step further.

Premium financing is the lending of funds to a person or company to cover the cost of an insurance premium. Premium finance loans are often provided by a third party finance entity known as a premium financing company.

This allows an individual to purchase far more Retirement Income, Living Benefits, and Death Benefit using the leverage of banks with zero recourse. By using leverage a bank may match what premiums the individual pays by 3x.

For example, if a client pays \$100,000 over 5 years in their Premium Finance Life Insurance policy, the bank will put in \$300,000. This allows the Insured to enjoy compounding interest within the policy with 400,000 of contributions rather than their own 100,000 contribution. **When the insured finally turns on the income stream on he/she will enjoy typically hundreds of thousands a year in tax-free income for life.** (varies by premiums, age and health of insured)

This also allows a bigger death benefit for beneficiaries which is great for estate planning purposes.

Typically, clients that engage in this transaction are age 29 to 75; with net worth of \$5 million or greater. Clients with a net-worth below 5 million can benefit from Premium Finance Life Insurance as long as they earn more than 100,000 a year or more.

Reach out to a Financial Expert at Legacy Builders to learn more: (877) 644-7711.

SOLUTION #7: ANNUITIES

An annuity is an insurance product that pays out income, and can be used as part of a retirement strategy. Annuities are a popular choice for investors who want to receive a steady income stream in retirement.

Here's how an annuity works: you make an investment in the annuity, and it then makes payments to you on a future date or series of dates. The income you receive from an annuity can be doled out monthly, quarterly, annually or even in a lump sum payment.

The size of your payments are determined by a variety of factors, including the length of your payment period. You can opt to receive payments for the rest of your life, or for a set number of years.

The reason why annuities are such a popular retirement vehicle is because of all the benefits they provide. Benefits such as:

Guaranteed income for life.

Guaranteed rates of returns.

Guaranteed to never lose money in the market.

Guaranteed benefits if you get sick.

Guaranteed flexibility to access your money when you need it.

Guaranteed bonuses when you start an annuity.

Guaranteed death benefits to your loved ones if you die early.

Guaranteed that commissions will never be taken from your account.

Guaranteed peace of mind .

Guaranteed to help reduce taxes.

Guaranteed rates of returns between 6-12 percent every year in spite of market volatility.

It's no wonder why people love annuities! For greater detail about annuities, please request our "The Power of an Annuity" booklet from the expert that helped you.

Annuities are safe, proven, and guaranteed investments. But if you go down to your local Financial Advisor, they will strongly discourage you from pursuing one of these options. They want you to invest your hard earned money with them. They will say the following:

Financial Advisor: "Yes there are products that give you guarantees of 6-12 percent, but you could earn more in the stock market over time. After all the market has averaged almost 7.75 percent over a 100 year look-back."

Truth: The market has averaged almost 7.75 percent over 100 years, however when you factor in fees and commissions, you would only be netting around 5-6 percent. Not to mention you better hope that you don't retire during a bad decade when the market is negative otherwise you will be losing much more when you pull out money to live on. If you can hold off 10 years longer to let the market rebound so you can recuperate any lost money in the down market, than you're fine. Most people don't have this luxury, nor do they desire to defer their retirement 10 years to retire in the positive.



Financial Advisor: "The person who is trying to sell you that product is just trying to make a large commission off of that sale. They don't have your best interest in mind."

Truth: The products that I am referring to (Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies) commissions are never taken from your money. Your account is NEVER reduced to pay those commissions. The expert is compensated from the Insurance Carrier. If for whatever reason you don't like how the product performs and you cancel, the expert has to pay everything back. They want to help you with a vehicle that will get you to where you want to go. They want results for you. If you are happy, they are happy they have served you with the best investment vehicle for you.

However the financial advisor **takes a commission each and every year from your money.** Regardless of whether they lose 30% of your money or gain 30% they TAKE YOUR MONEY in the form of commissions each and every year. If you are dissatisfied with the results of your Financial Advisor they do not have to pay any commissions back. They want to keep managing your money for as long as they can. The expert who helps you with Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies wants to get you results right away, so you are satisfied with the outcome.



Financial Advisor: "Those experts make a much larger commission than we do which is why they aren't a Financial Advisor. They are just chasing money."

Truth: The average Fixed Index Annuity expert will make a ONE TIME 3-6% commission that they will have to pay back if your dissatisfied with the results on your portfolio. The 3-6% commission once again, does not come out of your retirement assets.

If you ONLY had \$100,000 managed under the Financial Advisor at a 1.5 percent commission, you would be paying the Financial Advisor \$1,500 every year. Assuming your money didn't grow over 30 years, you will have paid the Financial Advisor \$45,000 from your \$100,000 investment. That is 45% in commission you have paid from the account value over 30 years. This does not factor in any expenses on the account itself either. On the other hand, in an Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies you have paid ZERO from your account towards any commission.



Financial Advisor: "Those types of products are very restrictive. Investing in the market allows your money to be somewhat liquid. You can sell it anytime and get your money and go."

Truth: Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies have certain parameters on when you can take money out. Sometimes you have to wait 1 month. Sometimes you have to wait 1 year. Sometimes you have to wait 10 years (if you want TAX-FREE income for life). The product you choose needs to be tailor made to fit your needs. If you need the money in one month, the Expert is not going to put you in a product where you can't turn the income on for a year. The other part is that Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies offer flexibility where you can access your money every year without turning the lifetime income features on. This allows access to money in case of an emergency.

Also on all Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies have provisions where you can get access to ALL of your money in case you got sick. The bottom line is that Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies are very flexible and allow you access to your money almost right away.

The reason why there are some parameters on when you can access the money is because the Insurance Carrier needs time to re-invest the money they have received to make a good RETURN ON THEIR INVESTMENT. If they make 20%, then they can easily guarantee you 12%. Most people understand this. And most folks are ok with waiting a month or a year to get the guaranteed rate of return, zero risk of loss, and tax-benefits that Immediate, Fixed, and Fixed Index Annuities as well as certain types of Index Universal Life policies offer.



Financial Advisor: "Those products have high internal fees associated with them. Our brokerage account is only 1-1.5%." (not including commissions)

Truth: For annuities, the fees are almost always ZERO, unless you want the lifetime income feature. Then the fee is on average between .95-1.15% This still beats the traditional Broker Account fees but with the annuity you CAN NEVER OUTLIVE YOUR MONEY, you are NEVER PAYING ANY COMMISSIONS, and you earn between 6-12 percent every year towards your income base account value. WIN, WIN, WIN!

For more information, or to request a tailor-made Strategic Financial Game-Plan, call (877) 644 - 7711.

ABOUT LEGACY BUILDERS

Legacy Builders is a Nationwide Financial Services company that specializes in Safe Retirement Strategy, Avoiding Taxes During Retirement, and Creating Your Own Pension that you can never outlive. Legacy Builders only partners with the highest rated Financial Companies in the world to ensure the highest satisfaction of our clients. Legacy Builders has helped over 5,000 clients to date.

Retirement Planning for People Playing “Catch Up”

Saving Hundreds of Thousands in Taxes During Retirement

Estate Planning

Creating Safe, Reliable Pension Programs

Helping Clients Earn 6-10% Yearly, without the Risk of any Loss

Unique Strategies for Maximizing Non-Profitable Giving

Annuities and Cash Value Life Insurance Strategies

ABOUT ANDREW WINNETT

After losing his father unexpectedly at the young age of 45, Andrew learned first hand some of the problems within the Financial Industry when Andrew's mother didn't receive an insurance benefit when she should have. Because of this great setback in Andrew's family, he has dedicated his career to solving all the problems within the Financial and Insurance Industry, so people don't have to experience what his family had to. Because of his unwavering commitment to integrity, transparency, and always putting the client's needs first, Andrew started Legacy Builders which has gone on to help over 5,000 clients nationwide. His company Legacy Builders has been awarded as one of the fastest growing companies in North America by Heartland Financial and One Life America. Legacy Builders specializes in saving clients hundreds of thousands in taxes during retirement, taking market risk off the table without sacrificing amazing returns, as well as helping retirees never outlive their money by creating their own pensions. Andrew lives with his wife Jess, and their 4 children in Franklin, Tennessee.



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CALL (877) 644-7711 TO SPEAK WITH ONE OF OUR
FINANCIAL EXPERTS.**