

"Your Green"

WITH ROGER S. GREEN, MSFS, CFP®

Harvesting Retirement Assets

Retirement planning does not end at retirement. The need to continue to grow assets remains important for most. With people now living 10-40 years in retirement, many will have trouble making their assets last throughout retirement, especially with the impact of inflation and taxation that decrease the value of your money over time.

For more than 30 years I have helped thousands of people with their money through the good times and the challenging, and I understand what it takes to plan successfully for retirement. The following is an overview of my plan for harvesting of retirement assets; a plan I have seen work effectively for my clients regardless of their income or assets. This plan divides your savings and investment money into three parts.

To start, determine how much money is needed annually from your savings and investments to augment your Social Security and other income sources. Once you determine that annual figure, determine how much money is needed:

- 1-2 years out
- 3-5 years out
- 5+ years out.

Whatever you need to supplement your Social Security and other income sources during

approximately your next two years of retirement, at any given time, should be kept in cash reserves or conservative, readily accessible investments; such as savings accounts, Treasuries, Money Market accounts, and other types of liquid low-volatility investments.

The next three to five years of money needed from your assets I recommend be kept in fixed income or moderate volatility investments. These include things like CDs, government or corporate bonds, credit risk investments, and other more conservative or moderate volatility liquid investments. With fixed income assets, remember to stagger maturity dates and to diversify your holdings within this category. For example, don't buy a 10-year bond if you will need to spend it in 3-5 years.

For growth in your assets, history says investments in equities/stock investments are one of your best bets*. For your money not needed 5+ years out, I generally recommend a well-diversified portfolio of primarily equity/stock market investments, to try to achieve growth. The goal is to help stretch your assets over your life.

This is where you really need the help of a professional, as this is your longer-term investment money with which you will take on significant risk and potential volatility to try to grow your money for your longer term harvest. Your goal is to harvest (withdraw) from a well-diversified portfolio of assets only when they are up in value; using the shorter term liquid assets as a buffer during times of market volatility, when the time isn't right to sell your equities because they may be down due to normal

market fluctuation.

I generally recommend each year of "need from assets" money be taken from the part of your portfolio that did the best compared to its history. This allows you to "harvest" from the portion of your portfolio doing the best at the time of need. Remember, with investments you always want to try to "buy low, sell high".

Because of the potential significantly large fluctuations of the stock markets, I believe it is prudent to only have your longer-term dollars invested in equities, and to have a "bear market emergency reserve" to buy yourself out of periods of market downturn.

Finally, to keep this plan rolling forward, once each year, "fill-up" spent cash reserves from your investments and other assets to maintain accessible cash for living expenses. In the event of multiple down-market years, you would draw that year's harvest from your cash reserves or fixed income assets.

This is a very simplified overview of my asset harvesting. To learn more or simply get a 2nd opinion on your retirement plan, call Green Financial at 770.931.1414 or visit www.rogersgreen.com about scheduling a no-cost, no-obligation telephone or Zoom consultation.

*Note: Past performance does not guarantee of future success, and no system or financial planning strategy can guarantee future results. Investment Advisor Representative offering securities and advisory services through Cetera Advisors LLC, a Registered Investment Advisor and broker/dealer, member FINRA/SIPC. Office is located at 3700 Crestwood Parkway Duluth, GA 30096. Green Financial and Cetera Advisors are not affiliated.

More than 30 Years of Helping People with their Money



Roger S. Green, MSFS, CFP®

President/CEO Green Financial Resources, LLC

With more than 30 years of experience helping people with their money through the tough times and the good times, and teaching retirement planning classes since 1997, Roger is highly qualified to assist with all of your financial and investment planning needs from your personal finance concerns to your business concerns.

www.RogerSGreen.com

We can help with the following and more:

- Financial & retirement planning
- Intergenerational planning
- Investment allocation
- Financial protection for dependents
- Retirement withdrawal advice
- Estate Planning/Trust Planning
- Long-term care
- IRA/Roth contributions
- Timing of Social Security
- Maximizing your existing 401k/403b/457b
- Medicare
- And more



Helping people with their money for more than 30 years.



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Who will get my money when I die?

The best way to make sure assets go to the right people is to list them as beneficiaries. By law, the beneficiaries designated for an account or policy will receive the assets in that account or payable under that policy upon your death. Most think of life insurance when they think about beneficiaries, however, retirement and investment accounts require an assignment of a beneficiary **This method of transferring assets is the most powerful, as it supersedes the instructions in a will and may facilitate a faster transfer of assets.**

A contingent beneficiary is a back-up/secondary beneficiary who receives the assets/money when the primary beneficiary has passed away before the account owner dies. If you do not have contingents designated, make sure you have a valid will in place to prevent the need for a court to intervene.

However, it is important to note that assigning a will as beneficiary is not advised and is often not accepted. If you do not have beneficiaries designated, then in some cases a surviving spouse will become the default beneficiary and in others, the assets will be paid to your estate.

Minor children generally cannot collect as beneficiaries until they are 18 in most states. If you need to provide for a minor, you will need to assign a custodian or establish a trust to manage the money until the child turns 18. If you fail to do so, again a court will likely be making decisions, and different parties may end up fighting over what is best for the children.

It is important to review your beneficiaries regularly, particularly when your life circumstances change; such as a marriage, divorce, birth or death of a child/grandchild, or the death of a spouse. Beneficiary designations

can be more complex than most realize because of the many curve balls life may throw us.

Some of those difficult "curve ball" questions to consider:

- * My beneficiary is my spouse, but what happens if my spouse dies before me?
- * My husband and I have "his, hers and ours" children due to prior marriages. How can we ensure all of our children will receive a portion of our assets if one of us dies?
- * My only child is in an unstable marriage with children. If I die, will my child's spouse then potentially receive, through divorce, half of the assets I intended for my heirs?
- * How can I ensure my minor children will be provided for until they are adults?
- * Will my children/grandchildren be mature enough at age 18 to manage a sudden inheritance, or will my lifetime of accumulated assets be spent frivolously or to enable bad behaviors following my death?
- * Can I use my assets to incentivize certain goals?

These are just a few examples of questions to consider when deciding beneficiary designations. For guidance, please call us at 770.931.1414 or visit www.rogersgreen about scheduling a no-cost, no-obligation appointment.

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