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*Private  
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3 R D A N N U A L  
*Financial Advisor*  
**RETIREMENT SYMPOSIUM**

# Strategies for Managing Retirement Income

## MODERATOR

**Evan Simonoff**  
Editor in Chief  
*Financial Advisor Magazine*

## PANELISTS

**C. James Johnson, JD, CLU, ChFC**  
Vice President of Advanced Markets  
*Allianz Life Insurance Company of North America*

**Robert Laura**  
President  
*SYNERGOS Financial Group*

**John Diehl**  
Senior Vice President  
*The Hartford*

# Distribution Strategies

Retirement distribution strategies are more important than ever

|                        | ACCUMULATION<br>phase          | INCOME<br>phase             |
|------------------------|--------------------------------|-----------------------------|
| Financial<br>objective | Have enough<br>money to retire | Not outlive<br>assets       |
| Asset<br>allocation    | Portfolio<br>allocation        | Withdrawal<br>allocation    |
| Time<br>horizon        | Known to<br>retirement         | Unknown to date<br>of death |

# Industry Standards

- Investments
- Insurance
- Liabilities
- Qualified retirement plans
- Stock options
- Business succession plans
- Durable power of attorney at incapacity
- Gifting to children or charities during life
- Titling of assets
- Selection of executors or trustees
- Distribution plans at death (including spouses, children, charities, etc.)
- Ethical needs analysis

# Adding Tax Alpha

Market  
Volatility

Emotional  
Volatility

Tax  
Volatility

- Manage taxation of Social Security benefits
- Manage income tax brackets
- Select high-basis securities to sell first
- Aggressively harvest outside portfolio losses
- Defer Roth IRA distributions
- Implement Roth conversions
- Tax efficient use of nonqualified annuities
- Manage charitable gifts
- Proposed 3.8% Medicare surtax

# Advisor Responsibilities

- Realize the importance of retirement distribution strategies.
- Focus on the **transition phase** of retirement income strategies.
- Become involved as early in the process as possible.
- Use basic principles.
- Help clients set **realistic expectations** on retirement.
- Consider guaranteed income opportunities.

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# Robert Laura – Retirement Activist

Registered Investment Advisor: SYNERGOS Financial Group

- Educational Focus with [RetirementProject.org](http://RetirementProject.org)
- Work Experience With A Broker-Dealer / Insurance / Banking
- Former Social Worker

Expertise: Retirement Income / Retirement Wellness

Primary Investment Approach: Actual Economics

- Individual Stocks, Bonds, and ETFs



# Actual Economics

Real life, *Actual* situations that clients are experiencing and that they expect me to be able to develop strategies for.

Retirement has changed: Retirees are more connected to society than ever before:

- Family responsibilities and challenges
- Retiring to give back or start a business
- Technology provides for greater connections



Strategies for managing retirement income need to have a growing component of flexibility and liquidity to meet evolving retirement needs

# Psychologically Satisfying

A Lesson from Gamblers and Alcoholics:

- Have a “winner” for clients to talk about (Yield or Return)
- What are they saying when the markets up?
- What are the saying when the markets down?



Do you're retirement income strategies make you referable?

Re-train income clients on the best way to measure progress:



# Know Your Competition – Be The Go To Expert

In addition to Social Media, emerging competitors are changing the retirement income game

- Jim Cramer
- Seeking Alpha
- Fool.com
- Paid Newsletters



These experts and platforms have strong opinions, create news, and gather economic data they can readily use with and provide to their clients.

Where does that put you and how do your clients compare you to these and other emerging retirement income experts?

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