



**ESTATE PLANNING  
ASSET PROTECTION  
RETIREMENT INCOME**



Congratulations on taking the first step in protecting yourself from the various forms of risk that many Baby Boomers face today.

We hope you'll find the book you hold in your hands informative and valuable as you navigate the many options available to you in the world of asset protection, retirement income and estate planning.

In the following pages, we'll share with you some of the industry-recognized pitfalls that may affect your ability to achieve your goals in retirement.

These simple, easy-to-follow tips will help guide you through:

- Evaluating your retirement goals
- Exploring whether or not asset protection is something to consider
- Identifying the pitfalls many Baby Boomers overlook in retirement income
- Figuring out what you want and need for retirement income
- How to move forward once you've found an asset protection and income strategy
- How our proprietary process can assist you in reaching your goals in regards to asset protection and retirement income.

At Tri-Sure Financial, we believe you should have a plan in place that shields you from:

- Probate
- Tax Risk
- Market Risk
- Inflation Risk
- Health Care Risk
- And the biggest multiplier of them all ...Longevity Risk

That's why we're committed to bringing educational materials to the community in a way that is clear, honest, and easy to understand.

Our philosophy is that when people are given all the facts, they're empowered to make the best decisions about what they want in their ideal retirement.

We hope you'll walk away feeling like you're in the driver's seat headed towards the best years of your life.

This is the "Path to Certainty"





# CLARITY

## DEFINE AND STRUCTURE, YOUR DESIRES, NEEDS AND GOALS.

No two retirement plans are the same. Start your plan at the beginning - with you, and what matters the most in your life.

- How are your assets structured today?
- What improvements can you make to secure your assets and protect them from risk?
- Have you envisioned how your assets are passed on to your heirs?

For many Americans, these are questions they haven't considered.

As you go through this book, and as you prepare to make some of the most important decisions of your life, keep your focus on what matters the most to you.

Now is a good time to evaluate your estate and identify areas of concern.

We have provided an asset inventory worksheet to help you organize all of your assets and projected income in order to help us identify areas of concern.

Take a good look at the income and assets you know you'll have available to you. Does it make sense in your retirement to have a guaranteed and reliable source of income to supplement any other plans you have?

Use the worksheet we provided to help you gather all your financial information into one place so that you can really start to look at the big picture.

## MISTAKE NUMBER ONE

**Taking advice from someone who does not understand your situation, goals, or objectives and has a bias to their products or business model**



What turned out to be a fantastic or bad idea for someone else, may not be in line with your vision of perfect retirement. Or, it might not be the most optimized solution based on your goals and objectives.

If you do whatever it is your neighbor is doing without having a qualified specialist reviewing what the best option is based on you, you're likely overlooking areas that could be a concern. Our objective is to understand your goals, objectives, and desires so we can help you achieve a worry-free retirement.



# EDUCATE YOURSELF

## UNDERSTANDING VARIOUS FORMS OF FINANCIAL RISK



**Market Risk-** It is important to understand the two phases of investing. In our working years, the stock market is one of our most powerful tools to accumulate wealth. This is the accumulation phase. The second is the de-cumulation phase. Since retirees no longer earn a regular income, they instead rely on accumulated savings to finance their retirement lifestyle. Market loss in the de-cumulation phase can be devastating to ones retirement income plan.



**Longevity Risk-**When it comes to longevity risk we have to ask ourselves a few questions. Do I have enough money to weather market downturns and unexpected life events? How long will I need my savings to last? Can I continue to be financially self sufficient or would I need to rely on family? Will I be able to continue to afford my current lifestyle?



**Health Care Risk-** The cost of uncovered healthcare expenses is one of the biggest factors in why seniors file for Welfare or Medicaid in retirement. They end up running out of money to pay for long term care costs either at home or in a facility that are not covered by Medicare.



**The “Invisible” Tax Risk-** It is important to have liquid (assets)cash or savings for emergencies. (General rule is 6 months of living expenses) Once that is secure, you want to protect your remaining assets with some form of safe growth to combat the effects of inflation.

**Other Tax Risks-** Taxes come in many forms such as inheritance tax, death tax, and capital gains which all should be considered in a proper estate plan.



## ESTATE PLANNING AND THE AGONY OF PROBATE

*“Probate: The orderly and systematic conversion of your property into attorneys fees, court costs, and death taxes” -Michael A Lilly Esq./Author of “If You Die Tomorrow”*

When most people pass on, their estates are settled via the frustrating and agonizing process of probate. This is a costly legal procedure that usually consumes a year or more of your heir's time. It is a public record of your estate that would be published in the newspaper for the whole world to see. This opens up the possibility for others to contest the assignment of assets to your heirs.



### **WILL:**

*“Will: A probate attorney's retirement plan” - Michael A Lilly Esq./Author of “If you Die Tomorrow”*

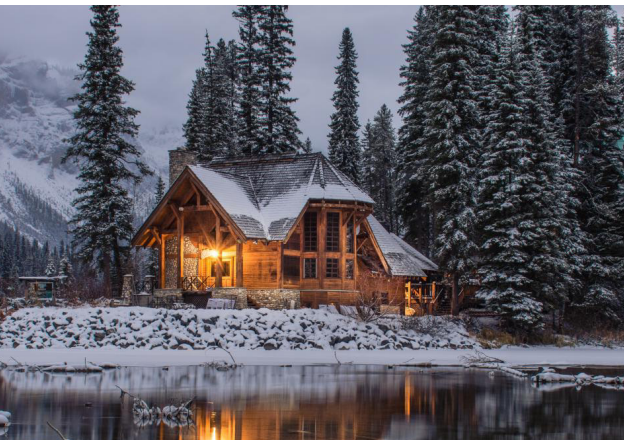
Even if you have a will, your estate does not go directly to your heirs. It still must pass through probate.

### **OPTIONS**

Revocable Living Trust (RLT)- You can look at it like buying a safe. You put assets in a trust or "proverbial safe" to protect them from attorney fees, court costs, and death taxes.

Payable on Death (POD)- A POD account can make it easier for your loved ones to get the funds they need right away to pay for expenses. These accounts may include checking or savings accounts.

Transfer on Death (TOD) - Transfer on Death designation lets beneficiaries receive assets at the time of the persons death without going through probate. Assets such as IRAs , 401k's, and Real Estate





## CHRONIC IMPAIRMENT - HOW IT CAN DESTROY YOUR RETIREMENT SAVINGS

Long Term Care Insurance may be something that you have considered.

Unfortunately, LTC insurance can be hard to qualify for. It is expensive and premiums increase annually.

The benefits rarely justify the cost and if you do not use the coverage, the money you paid in would be lost.

However, there are programs available to you at no cost that most people do not know about.

Call us today to see if you qualify!



## MAXIMIZING SOCIAL SECURITY

Deciding when to claim Social Security benefits is complicated. The decision must be made as part of an overall plan and not in isolation. It is worth while for a professional to investigate your situation with comprehensive social security claiming software. Typically social security case workers aren't trained on sophisticated claiming strategies as they generally assume the reason you are visiting them is to have your benefits start sooner than later.

## LEGACY PLANNING

Through our proprietary process we call "the path to certainty", we first discuss how to get your estate organized. This will certainly be helpful during your own lifetime but we will also discuss specifically how to guide those you love in the time of incapacity or death. During a stressful time family members who don't understand your overall estate plan will experience greater stress and may be prone too making mistakes that could overturn the benefits you created for them.





## CREATE YOUR PATH TO CERTAINTY

No estate plan is like another and everyones finances are different. The goal is to structure your estate plan using the assets available to you. Many of our clients tell us that our path to certainty is the most thorough and sophisticated estate planning process they have experienced. Between meetings we do a great deal of work to help you achieve your asset protection goals. We develop a powerful plan based solely on your objectives to help ensure you minimize financial risks.

Contact us today to discuss one or more the subjects above to see how we can assist you in creating the ideal plan.

Sincerely,

**Shawn Lappi**

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**Tri-Sure**  
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