



Solving The Retirement Puzzle

When my kids were small, we loved to work on puzzles. At first they would seem so overwhelming. So many pieces and shapes, how would they all fit together perfectly to create a final picture?

What I would teach them is to first create the framework by looking for all the corner pieces—the ones with two straight edges. Next, I would have them search for pieces with at least one flat edge to complete the “frame”. Once this was completed, it wasn’t so complicated anymore. We would build on that framework by matching colors, shapes, and themes until before you know it, the masterpiece was finished and the kids would feel such a sense of pride and accomplishment. I thank our puzzle play for making them good problem solvers. You see, we had a process, the same one every time, and just followed that method over and over.

The Retirement Puzzle

The retirement puzzle can be approached in much the same way, only this time we’ll call our “framework” a foundation. It is critical to first build a secure foundation before you can even think about the rest of the puzzle.

So what is the foundation, and how do you begin to build it?

The foundation, my friends, is INCOME. There is nothing more important than to start here. If you have not addressed your present and FUTURE income needs, the rest of the puzzle will never come together just right. You’ll be

wishing, and hoping and praying and be filled with anxiety about your future.

This just isn’t right. Retirement should be a rewarding, happy and fulfilling time. You deserve to feel secure and safe, not stressed and worried.

Now, everyone’s situation and income needs will be different. Some will have a pension, some will not. Some have a higher monthly spending need, others, not so much. One thing we will all have in common is we’ll need the monthly check to show up in our bank account like clockwork—predictably and consistently, for as long as we live.

How do I accomplish my goals?

One of the best ways I have found to accomplish this is with annuities, specifically, fixed annuities, not variables. Contractual guarantees and the strength of the underlying insurance companies are what make fixed annuities a reliable source of retirement income. They

can help to supplement other income you may be receiving from, Social Security, company pension plans, and other investments. Newer fixed annuities, called fixed index annuities, are actually a “hybrid” of the traditional fixed kind that has a set rate of interest, and the variable

kind which tout potential stock market gains (and high fees to go along with them). A FIXED INDEX ANNUITY is not a security like its variable cousin. It is an insurance product. Insurance companies have been in the protection and income business for hundreds of years. They are individually state mandated by a legal reserve system to maintain a capital surplus and to have enough liquidity to be able to pay all of their policyholders. They are also limited as to what they

are allowed to invest in so that they do not take on too much risk. In addition, most of the top insurance companies have “reinsurance,” other top companies to insure them, just in case. Insurance companies are among some of the most financially sound institutions in the world. That’s what I call a pretty strong foundation.

Today, there are various features of the fixed index annuity, depending on the company and the product. Some offer an inflation rider, a healthcare rider, and enhanced death benefit for heirs, and several other options for a small fee. Again, each individual’s situation and needs are unique and should be thoroughly discussed with your advisor. Although fixed index annuities may be appropriate for tax deferral, or to leave a legacy, the most frequently used feature is the guarantee of lifetime income—predictable and consistent.

After a secure foundation is laid—securing income for your lifestyle needs—now you can consider the rest of the retirement puzzle with a bit more confidence and a lot less anxiety. Investing

appropriately for your time horizon and individual risk tolerance can really help to ward off the effects of future inflation, potentially higher taxes, and the unknown expenses of healthcare needs due to sickness and longevity.

All that’s left to the puzzle is to be proud that you’ve figured it all out and enjoy a long happy life with those you love. It’s that simple.

Call us at Family Focus Financial Group. We love puzzles and we love helping people put them together.

All initial discovery consultations are complimentary.

732-276-1429

www.fffgonline.com

*Kathleen A. Nolan is an Investment Advisor Representative. Investment Advisory Services offered through Global Financial Private Capital, LLC, an SEC Registered Investment Advisor. Neither Kathleen A. Nolan nor Global Financial Private Capital gives tax or legal advice.

Any comments regarding safe and secure investments, and guaranteed income streams refer only to fixed insurance products. They do not refer, in any way to securities or investment advisory products. Fixed Insurance and Annuity product guarantees are subject to the claims paying ability of the issuing company and are not offered by Global Financial Private Capital.



Good Time Oldies
WOBN 1160 1310 AM
 FINANCIALLY FIT FRIDAYS

Join Kathy Nolan
 President of Family Focus Financial Group,
 Co-Author of The Ultimate Success Guide®,
 seen on The Consumer's Advocate® on ABC, CBS,
 and NBC affiliates across the country, seen in News
 Week®, USA Today®, Women's Living®, and The
 County Woman®, as she puts a Womens perspective
 on important financial topics.

Fridays @ 10-11AM
 Starting May 31st!



WE SUPPORT CASA of Ocean County. See how you can help a child in need of your support.
www.FFFGonline.com

Family Focus FINANCIAL GROUP
 Kathy Nolan
 Investment Advisor Representative
 President/Founder

Call your friends at Family Focus Financial Group at **732-276-1429** or visit them at 2042 West County Line Road, Jackson NJ 08527

