LIVING IT UP:

Four years in, family and fun.

The Facts:

- Will and Isabelle have been officially retired for four years, and they've been married for 50.
- Their three children are grown, employed and independent. They are spread throughout the United States and currently only one is living within two hours of their primary residence.
- They have six grandchildren, but only one lives close by.
- Three of their grandchildren live on the West Coast with their eldest son and his wife. They try to see them at least three times a year.
- Another two grandchildren live in New England with their youngest daughter, and they also travel to see them as often as possible.
- Will is a retired Physician who was in private practice with four other partners. He was bought out of his stake in the practice, and he and Isabelle were able to significantly supplement their retirement plan savings with his succession from the practice.
- Isabelle began working after their children had all entered middle school, she went back to teaching at the time and had accumulated a smaller 403(b) account, but she and Will had taken care of the catch up savings they were entitled too in the ten years prior to their retirement.
- Will and Isabelle were fortunate enough to have good, cost effective healthcare coverage as a result of Will's medical practice affiliation leading up to his retirement. They were both fully covered and paying roughly thirty-percent less that open market rates.
- Will and Isabelle paid off their primary residence before they retired, and they had hired Chuck five years before they officially retired.

Will and Isabelle were living as they chose during their retirement, and they felt confident that their current annual budget and plans would help them stay the course. They had a semi-annual review with Chuck to monitor their investment performance and to discuss any upcoming unanticipated expenses they needed to adjust for within their distribution framework.

Recently Isabelle had been seeing an Orthopedic Surgeon about the possibility of getting a knee replacement at some point over the next year. It wasn't an emergency, but she knew it could improve her mobility and quality of life. Will was hoping they could also plan a family trip to Hawaii where they could treat their children and grandchildren to a wonderful week away.

Unanswered Questions:

- Were their projections for living on their retirement savings standing up to fluctuating market conditions?
- Would two unplanned, large expenses such as Isabelle's knee replacement and their possible family trip to Hawaii throw them off course?
- Did they need to adjust their asset allocation if they moved forward with these two large expenses to a more conservative position for the next year or so?
- How could they determine what portion of Isabelle's surgery might be covered by Social Security or Medicare?
- Will's past partners had recently contacted him to see if he would be interested in consulting with them on a part-time basis on patient panel management and service. If he chose to do so

would that in any way impact their current distribution draw?

Will and Isabelle called Chuck's office to set up an off schedule meeting since most of their upcoming questions needed to be addressed immediately.

The Facts:

- Chuck created up to date projections based on Will and Isabelle's current spend levels.
- He also researched the current qualifying standards for Social Security and Medicare coverage as it related to Isabelle's impending surgery.
- Chuck also communicated in advance of the meeting with Will and Isabelle in an effort to get a better understanding of their anticipated costs for the family trip to Hawaii.
- Chuck also contacted their Accountant, with Will's approval to discuss the impact of Will's return to the workforce. Without the necessary tax implications it would be difficult for Chuck to give insight into.

Chuck was able to immediately illustrate, with real time numbers, the viability of ...

The Outcome:

- Will & Isabelle liked what they heard during their session with Chuck, completed the assessment and anxiously awaited the results.
- Within three days Chuck's office called to schedule a follow-up meeting.
- Chuck opened the session outlining all the areas of concern that Will & Isabelle shared during their initial meeting. He addressed their questions one by one.
- He then provided a retirement cash flow analysis based on the real time inputs they had provided.
- Based on the results Chuck presented Will started to realize that their initial plan of retirement at age 66 was not only realistic, but logical.
- Both Will and Isabelle appreciated Chuck's individualized approach addressing their specific questions and integrating his answers in relation to specific actionable steps they could take.
- They hired Chuck and RGC, and entered the **Count Down to Retirement Process** knowing that some meaningful actions today would allow them to realize their collective retirement dreams on time, and with confidence at the age of 66 as they originally planned.
