QUALITY COUNTS:

12 to 15 until retirement dream

The Facts:

- Ann and Ben are married, and both have been working all of their adult lives.
- Ann is a Financial Services Executive and Ben is a tenured Professor at North Carolina State.
- They have two children, one who has graduated college, and another who is entering their second year.
- Ann is turning fifty this year, and has been contributing to her retirement plan, a 401(k) since she first joined the workforce at the age of 24.
- Ann also participates in the deferred compensation program her employer provides.
- Ben is now 52, and began working for North Carolina State when he was 27 years old, after finishing his Masters in History. He too immediately began saving for the future through his retirement savings.
- North Carolina State, today, provides retiring faculty a pension plan, which will be a supplement to the monies that he and Ann have amassed over many years.
- They have a minimal mortgage on their primary residence, but recently purchased an investment property in South Carolina near the ocean in hopes of creating supplemental rental income, and a place to get away with their kids as they grow into young adults.
- Ann's employer offers those who retire from their employ the opportunity to continue on with healthcare coverage at their group rate, it won't be free, but at a significant discount.
- They would both like to be happily retired by the time they are 64 years of age.
  Ann and Ben look forward to retirement, but they also wonder how long it's going to take their children to get settled and independent? What if their kids end up moving home or one of them needs financial assistance?

  Ann and Ben love to travel, and their goal has always been enter retirement with the ability to travel freely, and still spend time with their children and hopefully grandchildren at some point in time. They have their primary residence, but they also own a vacation rental and after retirement they would like to phase out their need for renters. They realize this may not be realistic, but they'd like to explore the possibility.

Unanswered Questions:

- Ben's biggest concern is that even after all their conscientious saving in preparation for retirement, that they could still outlive their money.
- Ann is skeptical that social security will still be solvent by the time she and Ben retire. She wants to understand what impact no social security will have on their situation.
- Is there an ideal age, based on their current savings rate that they should target for retirement?
- How much can they realistically spend on travel if they budget a set amount per year during retirement?
- They don't currently have long term care insurance, and they want to understand the benefit of potentially purchasing it now.
- They believe they've saved enough that they should consider setting up trusts for their children, but they need guidance on that point.
- They would like specific guidance as to whether they should be increasing their retirement savings over the next several years until they retire.

Ben had heard about Resource Group of the Carolinas (RGC) and Chuck de Krafft from a colleague at his college. He gave Chuck a call and requested a meeting with him. Chuck's office scheduled a meeting with Ben and Ann within a week.

The Facts:

- Prior to the meeting Chuck's office sent along RGC's "Your Roadmap to Retirement" piece for review and consideration.
- Ann and Ben sat down prior to the meeting and came up with a list of their top ten priorities to accomplish and understand about their upcoming retirement.
- Chuck met the couple at the University where he makes periodic visits in his effort to service his current and future clients in the area.

Chuck was impressed at the depth of questions both Ann and Ben had, especially since they still had over a decade until their retirement. He sensed their commitment to retiring well, but he also appreciated the sincere amount of uncertainty they expressed during his initial meeting with them. Chuck left them with **RGC's Financial Profile** to complete, and they also voluntarily gave him their most recent retirement account statements, details of their rental income and information regarding some of their outside investment accounts.

The Outcome:

- Ann and Ben went home and immediately completed the Retirement Distribution Assessment that Chuck had provided them and they returned it to him.
- Within a week Chuck's office called to schedule their follow-up appointment.
- Chuck came to the meeting with many visual illustrations of Ann and Ben's situation now, and as it would look at their projected age of retirement.
- Chuck specifically addressed Ben's biggest concern and illustrated with tangible details how it was highly unlikely based on their current savings rate that the couple would outlive their money.
- The information Chuck provided the couple helped them gain a sense of confidence that they could both afford to comfortably retire at 64 years of age.
- One of the key inputs that made the initial meeting so productive for the clients was the fact that they were able to provide so much detail in advance, and in turn were clear with Chuck as to the most important concerns they had about their upcoming retirement.
- Ben and Ann decided to enter the **Count Down to Retirement Process** knowing that although they had time until retirement, better they fix any gaps that exist in their situation now versus waiting until it was upon them.
- Both Ben and Ann felt extremely comfortable with Chuck and conveyed that to him and his staff. They hired him, because they felt he was sincerely interested in their situation and vested in their success.
