# Financial Plan Example Modest Income - Typical Savings 

Money Mentor Presentation<br>October 15, 2020

## Income and Expense Statement

Schedule 1


## NOTES

Gross Wages, Taxes and Net Income are in the upper left. The $15 \%$ in income taxes is the sum of State and Federal taxes and will be used as the projected tax rate used during withdrawals during retirement years.

Below Income are the Essential Expenses of everyday living plus Discretionary Expenses, including vacations, eating out and gifts Discretionary Expenses also include contributions to retirement plans. The Employer contribution or "match" is also listed.

The upper right is a forecast of Income and Essential Expenses inflated by $2 \%$ per year from the present until the target retirement.
Estimates of Social Security benefitscan be accessed at www.SSA.gov. Pension benefits, if available would also be listed.
These income items will replace current income during retirement.

| His Retirement Plan |  |  | Her Retirement Plan |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Investment | 2020 | \% | Investment | 2020 | \% |
| Money Market Fund | \$3,000 | 5\% | Money Market Fund | \$2,000 | 5\% |
| Bond Funds | \$15,000 | 25\% | Bond Funds | \$10,000 | 25\% |
| US Large Company Stocks | \$24,000 | 40\% | US Large Company Stocks | \$16,000 | 40\% |
| US Smaller Company Stks | \$9,000 | 15\% | US Smaller Company Stks | \$6,000 | 15\% |
| Foreign Stocks | \$9,000 | 15\% | Foreign Stocks | \$6,000 | 15\% |
| Total | \$60,000 | 100\% | Total | \$40,000 | 100\% |
| Cash Reserves Account |  |  |  |  |  |
| Investment | 2020 | \% |  |  |  |
| Money Market Fund | \$3,000 | 20\% |  |  |  |
| Bond Funds | \$7,500 | 50\% |  |  |  |
| US Large Company Stocks | \$3,000 | 20\% |  |  |  |
| US Smaller Company Stks | \$1,500 | 10\% |  |  |  |
| Foreign Stocks | \$0 | 0\% |  |  |  |
| Total | \$15,000 | 100\% |  |  |  |
| Property Investments | 2020 |  | Debt |  |  |
| Primary Home | \$325,000 |  | -\$150,000 |  |  |
| Vacation Home | \$325,000 |  |  |  |  |
| Life Insurance |  |  |  |  |  |
| Term Life Insurance | \$50,000 |  |  |  |  |
| Cash Value | \$0 |  |  |  |  |
| Net Worth | \$290,000 |  |  |  |  |

## NOTES

Both Retirement Plans are allocated $30 \%$ to cash and bonds and $70 \%$ to stocks, a Moderate Allocation for a couple at least 10 years from retirement. If they were younger, a Growth Allocation with $15 \%$ cash and bonds and $85 \%$ in stocks might be more appropriate but more volatile in up and down markets.

The Cash Reserves or Emergency account is an Income Portfolio: 70\% cash and bonds. However, this account would cover only 3 months of Essential Expenses - Not nearly enough.

Net Worth is the sum of all investment assets plus home equity plus insurance cash value.

## Accumulation Portfolio(s)

Schedule 3
Accumulation Portfolio

| Tax Deferred IRA |  |  |  |  |  | Std. | $\begin{array}{r} \text { Bear } \\ \text { Market } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Percent | Balances | Asset Class | Income | Cap-Gain | Total | Dev. |  |
| 5.0\% | \$5,000 | Money Market Fund | 1.0\% | 0.0\% | 1.0\% | 1.0\% | -1.0\% |
| 25.0\% | \$25,000 | Bond Funds | 3.5\% | 0.0\% | 3.5\% | -3.0\% | 9.5\% |
| 40.0\% | \$40,000 | US Large Company Stocks | 2.0\% | 5.0\% | 7.0\% | 15.0\% | -23.0\% |
| 15.0\% | \$15,000 | US Smaller Company Stks | 1.0\% | 7.0\% | 8.0\% | 20.0\% | -32.0\% |
| 15.0\% | \$15,000 | Foreign Stocks | 2.0\% | 5.0\% | 7.0\% | 17.0\% | -27.0\% |
| 100.0\% | \$100,000 | Composite | 2.2\% | 3.8\% | 6.0\% | 10.9\% | -15.7\% |
|  |  | Inflation Rate 2.0\% |  | Inc Tax Rate |  | $\begin{gathered} \text { Cap Gain R } \\ 15.0 \% \end{gathered}$ |  |


| Year | His Age | Her Age | Total Expenses | Net Income | Retirement Contribution | Taxes | Portfolio Earnings | Year-End Balance | Bear Mkt Balance | Home Value |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2020 | 53 | 48 | \$53,150 | \$54,125 |  |  |  | 100,000 |  | \$325,000 |
| 2021 | 54 | 49 | \$54,213 | \$55,207 | 7,500 | 0 | 5,975 | 113,475 | 95,631 | \$331,500 |
| 2022 | 55 | 50 | \$55,297 | \$56,311 | 7,650 | 0 | 6,780 | 127,905 | 107,792 | \$338,130 |
| 2023 | 56 | 51 | \$56,403 | \$57,438 | 7,803 | 0 | 7,642 | 143,350 | 120,809 | \$344,893 |
| 2024 | 57 | 52 | \$57,531 | \$58,586 | 7,959 | 0 | 8,565 | 159,875 | 134,734 | \$351,790 |
| 2025 | 58 | 53 | \$58,682 | \$59,758 | 8,118 | 0 | 9,553 | 177,545 | 149,626 | \$358,826 |
| 2026 | 59 | 54 | \$59,856 | \$60,953 | 8,281 | 0 | 10,608 | 196,434 | 165,545 | \$366,003 |
| 2027 | 60 | 55 | \$61,053 | \$62,172 | 8,446 | 0 | 11,737 | 216,618 | 182,554 | \$373,323 |
| 2028 | 61 | 56 | \$62,274 | \$63,416 | 8,615 | 0 | 12,943 | 238,176 | 200,723 | \$380,789 |
| 2029 | 62 | 57 | \$63,519 | \$64,684 | 8,787 | 0 | 14,231 | 261,194 | 220,121 | \$388,405 |
| 2030 | 63 | 58 | \$64,790 | \$65,978 | 8,963 | 0 | 15,606 | 285,764 | 240,827 | \$396,173 |
| 2031 | 64 | 59 | \$66,085 | \$67,297 | 9,142 | 0 | 17,074 | 311,980 | 262,922 | \$404,097 |
| 2032 | 65 | 60 | \$67,407 | \$68,643 | 9,325 | 0 | 18,641 | 339,947 | 286,490 | \$412,179 |
| 2033 | 66 | 61 | \$68,755 | \$70,016 | 9,512 | 0 | 20,312 | 369,770 | 311,624 | \$420,422 |
| 2034 | 67 | 62 | \$70,130 | \$71,417 | 9,702 | 0 | 22,094 | 401,566 | 338,420 | \$428,831 |
| 2035 | 68 | 63 | \$71,533 | \$72,845 | 9,896 | 0 | 23,994 | 435,456 | 366,980 | \$437,407 |
| 2036 | 69 | 64 | \$72,964 | \$74,302 | 10,094 | 0 | 26,018 | 471,568 | 397,414 | \$446,155 |
| 2037 | 70 | 65 | \$74,423 | \$75,788 | 10,296 | 0 | 28,176 | 510,040 | 429,836 | \$455,078 |


| 2034 | 67 | 62 | Potential retirement date \& ages | Account Balance $=$$\$ 401,566$ <br> 2037 |
| :--- | :--- | :--- | :--- | :--- |
| 70 | 65 | Potential retirement date \& ages | Account Balance $=\$ 510,040$ |  |

## NOTES

The shaded area illustrates a sample Moderate Allocation Portfolio with $30 \%$ in cash and bonds and $70 \%$ in stocks.
The account will earn a level 6\% per year but could be down 15.7\% during a 20\% Market Correction.
There are no taxes on Qualified Retirement Plans during the Accumulation period.
During the Accumulation years, it is assumed income, expenses and the value of their home will inflate by $2 \%$ per year.
The man will contribute $10 \%$ of his gross income to the retirement plan with a $50 \%$ employer match.
At Age 67 the Retirement Account could be worth about $\$ 401,000$. At Age 70, the Account could be worth about $\$ 510,000$.

Withdrawal Portfolio at Age 67<br>Traditional IRA or Taxable Portfolio<br>Schedule 4



## NOTES

The Asset Allocation in the shaded area has been changed from Moderate Allocation with $70 \%$ stocks to a Balance Portfolio with $50 \%$ stocks.
Consequently, Total Return has been reduced from $6 \%$ to $5 \%$. However, half of the Total Return is steady INCOME from interest and dividends.
But, the Downside Risk has changed from $-15.7 \%$ to $-9.6 \%$, or to $50 \%$ of market risk.
During the Withdrawal period, Expenses have been reduce by the amount of the Retirement Contribution during the Accumulation period.
Discretionary Spending, in the shaded area, is assumed to be Zero.
Long-Term Care or out-of-pocket Medical expenses are assumed to be Zero.
Life Expectancy is the number which is divided into the previous years' IRA Investment Balance to calculate the Required Minimum Distribution. With a $12.2 \%$ Withdrawal Rate, Investment Balances turn negative in 8 years.
This couple needs to work and save for a longer period of time.

Withdrawal Portfolio at Age 70<br>Essential Expenses ONLY<br>Exhibit 5



## NOTES

Working longer increases the Beginning Investment Balance to \$510,040
Working longer increases Social Security benefits from $65 \%$ to $85 \%$ of Total Expenses
Note that Expenses have been reduced by the annual mortgage which is paid off at Ages 88 and 83.
A 5.7\% Withdrawal Rate increases the life of Investment Balance to 17 Years to Ages 88 and 83
Although this couple could run out of Investment Balances at Age 88, their home is worth $\$ 650,000$ and could qualify for a Reverse Mortgage
Note that Expenses have NOT been increased to permit more Discretionary Spending

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# Age 70 Withdrawal Portfolio <br> Essential and Discretionary Expenses <br> Exhibit 6 



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## NOTES

Adding 10\% in Discretionary Spending reduces positive Investment Balances by 5 years - from Age 88 to Age 83


[^0]:    $2050 \quad 83 \quad 78$ Home mortgage paid off
    $2055 \quad 88 \quad 83$ Account balances go negative

