Fundamentals of Retirement Income Planning

How will you know you’re ready to retire?

A simple question…

…without a simple answer
Understand how a retirement income plan can help you…

• Decide when you can retire
• Understand and help to minimize the key risks
• Identify all your sources of income
• Prioritize your financial needs and wants
• Stay on track to live the retirement you want

Know when to build your retirement income plan.

If you plan to retire at 65:

**50s** Quick plan
• Make good plans
• “Super save”
• Set up an initial planning session with us

**60s** Detailed plan
• Determine Social Security strategies
• Reassess risk and asset allocation
• Build a detailed financial assessment

**65+** Master plan
• Begin Medicare eligibility
• Make final work-life balance decisions
• Prepare your portfolio for required minimum distributions and tax strategies
Frequently asked questions...

What should I do about Social Security?

When you start taking distributions may significantly impact your retirement income

<table>
<thead>
<tr>
<th>Age 62</th>
<th>Full Retirement Age</th>
<th>Age 70</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lower monthly benefit—as much as 30% less</td>
<td>Calculated full benefit based on your earnings history</td>
<td>Maximum benefit amount—as much as 32% more</td>
</tr>
</tbody>
</table>

Source: ssa.gov.
### Full Retirement Age

<table>
<thead>
<tr>
<th>If you were born in...</th>
<th>Your Full Retirement Age is...</th>
</tr>
</thead>
<tbody>
<tr>
<td>1943–1954</td>
<td>66 years</td>
</tr>
<tr>
<td>1955</td>
<td>66 years, 2 months</td>
</tr>
<tr>
<td>1956</td>
<td>66 years, 4 months</td>
</tr>
<tr>
<td>1957</td>
<td>66 years, 6 months</td>
</tr>
<tr>
<td>1958</td>
<td>66 years, 8 months</td>
</tr>
<tr>
<td>1959</td>
<td>66 years, 10 months</td>
</tr>
<tr>
<td>1960 or later</td>
<td>67 years</td>
</tr>
</tbody>
</table>

### When to claim your benefit

- **AGE 60**: Earliest age for surviving spouse benefits
- **AGE 62**: Earliest age to claim
- **AGE 65**: Medicare eligibility
- **FRA**: Full Retirement Age
- **AGE 66–67**: Full Social Security benefit available
- **AGE 70**: Maximum benefit
- **PERMANENT REDUCTION IF CLAIMING BEFORE FRA**
  - Benefit permanently reduced 25%–30%
  - Can reduce surviving spouse benefit
- **DELAYED RETIREMENT CREDITS**
  - Maximum surviving spouse benefits
Ways to claim Social Security

1. Your own work record
2. A spouse’s work record (current or ex-spouse)
3. A deceased spouse’s work record (including ex-spouse)

Spousal benefit

- You have a work record and a spouse:
  - Any additional spousal benefit is added on
  - Your benefit is paid first
- You do not have a work record, but your spouse does:
  - If eligible for both, you’ll receive the larger of the two
  - Your benefit is based on your spouse’s earning history

Your benefit will be reduced if you claim before your FRA. Your maximum spousal benefit is half of your spouse’s total Social Security benefit.
Survivor benefit

<table>
<thead>
<tr>
<th>Widow(er) Claims Survivor Benefit At:</th>
<th>% of Deceased Spouse’s Benefit:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Age 50–59 (only if disabled)</td>
<td></td>
</tr>
<tr>
<td>60</td>
<td>71.5%</td>
</tr>
<tr>
<td>61</td>
<td>76.25%</td>
</tr>
<tr>
<td>62</td>
<td>81%</td>
</tr>
<tr>
<td>63</td>
<td>86.75%</td>
</tr>
<tr>
<td>64</td>
<td>90.5%</td>
</tr>
<tr>
<td>65</td>
<td>92.25%</td>
</tr>
<tr>
<td>66+</td>
<td>99%</td>
</tr>
</tbody>
</table>

Two Options for the Survivor

1. Take the survivor benefit at 60
2. Take his or her own benefit at 62

Switch to his or her own benefit at 70
Switch to survivor benefit at 66

Working in retirement

- Working temporarily reduces your benefit
- Claiming early and working part-time hurts twice
- Keeping earnings low can minimize reduction
- Understanding the benefit reduction rules
Tax considerations

A portion of your Social Security might be taxable

The higher your income, the more likely your benefit will be taxed

What are the basics of Medicare?

What is it?

- Federal health insurance program for ages 65 and older.
- Available to certain younger people with disabilities, and people with end-stage renal disease.
- Coverage is individual. Spouses will not be covered by your Medicare plan.

What does it cover?

- PART A: Your hospital insurance
- PART B: Your medical insurance
- Part D: Prescription drug coverage
- PART C: Medicare Advantage Plans

What is Medigap?

- Supplemental Insurance through private insurance
- Covers out-of-pocket expenses
- Premium costs vary widely between insurers
When can I enroll in Medicare?

Enrollment Window

<table>
<thead>
<tr>
<th>AGE 65 – 3 months</th>
<th>AGE 65</th>
<th>AGE 65 + 3 months</th>
</tr>
</thead>
</table>

Medicare eligibility

Can I add Insurance to Medicare?

2 Main options for purchasing additional insurance

Unbundled: Supplemental insurance to fill coverage gaps of Part A and Part B

Bundled: All-in-one approach that joins Part A and Part B coverage under a single policy
## Should I make Roth or traditional pretax contributions?

<table>
<thead>
<tr>
<th>How they are similar</th>
<th>How they are different</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions are based on eligible compensation just like your traditional pretax contributions.</td>
<td>Roth 403(b) contributions are after-tax.</td>
</tr>
<tr>
<td>Your Roth 403(b) contribution limits are part of the same IRS limits set for your traditional contribution (for 2018 $24,500 for all age 50+).</td>
<td>Roth earnings are tax free as long as the withdrawal is qualified*</td>
</tr>
</tbody>
</table>

*A qualified withdrawal in this case, is one that is taken at least 5 tax years after the year of your first Roth contribution and after you have attained age 59 1/2, become disabled or deceased.

## Benefits and Considerations for Roth

### What is your expected tax bracket in retirement?

### How long is your retirement horizon?

### Are you eligible to contribute to a Roth IRA?

Due to the differing tax implications associated with traditional, pre-tax versus Roth 403(b) contributions, and the potential impact they may have on your current adjusted gross income, which may affect your eligibility for other tax credits and benefits, you may wish to consult with a tax or financial advisor regarding your individual situation.
Understand your distribution options

Each offer its own set of considerations

- Leave your savings in the plan
- Take a partial distribution
- Move savings to a Rollover IRA
- Roll your savings to a new employer’s plan
- Take a cash distribution

Be sure to consider all your available options and the applicable fees and features of each before moving your retirement assets.

Understand your distribution options

Leave your money in your old employer’s plan

<table>
<thead>
<tr>
<th>Potential benefits</th>
<th>Things to consider</th>
</tr>
</thead>
<tbody>
<tr>
<td>- Continued tax-deferred savings</td>
<td>May have limited options for:</td>
</tr>
<tr>
<td>- Ability to stay invested in plan-specific investment</td>
<td>- Investments</td>
</tr>
<tr>
<td>options and/or managed money services, if offered</td>
<td>- Withdrawals</td>
</tr>
<tr>
<td>- After age 55, penalty-free withdrawals may be</td>
<td>- Beneficiaries</td>
</tr>
<tr>
<td>possible</td>
<td></td>
</tr>
<tr>
<td>- Unlimited creditor protection (in and outside of</td>
<td>- Special tax treatment for company stock</td>
</tr>
<tr>
<td>bankruptcy)</td>
<td>(net unrealized appreciation)</td>
</tr>
<tr>
<td></td>
<td>- If the plan has deminimus, you may be required to</td>
</tr>
<tr>
<td></td>
<td>move your assets.</td>
</tr>
</tbody>
</table>
Understand your distribution options

Take a partial distribution

<table>
<thead>
<tr>
<th>Potential benefits</th>
<th>Things to consider</th>
</tr>
</thead>
<tbody>
<tr>
<td>– Continue to take advantage of tax-deferred savings</td>
<td>– Requires a 20% federal income tax withholding; you may owe more when you file your taxes depending on your tax bracket</td>
</tr>
<tr>
<td>– Stay invested in your plans’ investment options</td>
<td>– Potential 10% early withdrawal penalty if you are younger than 59½</td>
</tr>
<tr>
<td>– No restrictions on the number or frequency of partial distributions</td>
<td>– You may not be able to make new contributions to your account</td>
</tr>
<tr>
<td>– May be able to take a penalty-free withdrawal after age 55.¹</td>
<td>– You may have less money for retirement by liquidating your account.</td>
</tr>
</tbody>
</table>

¹ You may take penalty-free distributions from a qualified employer plan if you terminate employment after reaching age 55.

Understand your distribution options

Move your money to an IRA

<table>
<thead>
<tr>
<th>Potential benefits</th>
<th>Things to consider</th>
</tr>
</thead>
<tbody>
<tr>
<td>– Continued tax-deferred savings in a Rollover IRA</td>
<td>– Lose access to low-cost or custom investments only available in plans</td>
</tr>
<tr>
<td>– Opportunity to convert to a Roth IRA is now available for many investors regardless of income limits</td>
<td>– Special tax treatment for appreciated company stock</td>
</tr>
<tr>
<td>– More control of your savings</td>
<td>– Cannot take a loan from an IRA</td>
</tr>
<tr>
<td>– Broad range of investment choices</td>
<td>– Creditor protection of qualified plan assets is unlimited under federal law; protection of IRAs varies by state law</td>
</tr>
<tr>
<td>– Penalty-free withdrawals for qualified education expenses and first-time home purchase¹</td>
<td>– Lose the potential to take penalty-free withdrawals at age 55</td>
</tr>
<tr>
<td></td>
<td>– Fees and expenses vary by IRA</td>
</tr>
</tbody>
</table>

¹ A distribution from a Roth IRA is tax free and penalty free, provided the five-year aging requirement has been satisfied and one of the following conditions is met: age 59½, disability, qualified first-time home purchase, or death.
Understand your distribution options

## Move your money to your new employer’s plan

<table>
<thead>
<tr>
<th>Potential benefits</th>
<th>Things to consider</th>
</tr>
</thead>
<tbody>
<tr>
<td>– Continued tax-deferred savings</td>
<td>– May have limited number of investment options</td>
</tr>
<tr>
<td>– Ability to invest in plan-specific investment options and/or managed-money services</td>
<td>– Options for your beneficiaries may be limited</td>
</tr>
<tr>
<td>– May be able to take a loan</td>
<td>– You will be subject to all provisions of the plan</td>
</tr>
<tr>
<td>– May be able to defer required distributions if over age 70½ and still working</td>
<td>– Special tax treatment for appreciated company stock (net unrealized appreciation)</td>
</tr>
<tr>
<td>– Unlimited creditor protection (in and outside of bankruptcy)</td>
<td>– Fees and expenses vary by plan</td>
</tr>
</tbody>
</table>

Your new employer’s plan must accept the rollover.

## Take your money in cash

<table>
<thead>
<tr>
<th>Potential benefits</th>
<th>Things to consider</th>
</tr>
</thead>
<tbody>
<tr>
<td>– Immediate access to your savings</td>
<td>– Requires a 20% federal income tax withholding; you may owe more when you file your taxes depending on your tax bracket</td>
</tr>
<tr>
<td></td>
<td>– Potential 10% early withdrawal penalty if you are younger than 59½</td>
</tr>
<tr>
<td></td>
<td>– Liquidating your account leaves you with less money for retirement</td>
</tr>
<tr>
<td></td>
<td>– Special tax treatment for company stock (net unrealized appreciation)</td>
</tr>
</tbody>
</table>
Understand your distribution options

Consider taxes

Hypothetical illustration of the tax implications from taking a cash distribution

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross amount of cash distribution</td>
<td>$50,000</td>
</tr>
<tr>
<td>Mandatory 20% federal tax withholding</td>
<td>-10,000</td>
</tr>
<tr>
<td></td>
<td>40,000</td>
</tr>
<tr>
<td>Additional federal income tax due at tax time*</td>
<td>- 1,000</td>
</tr>
<tr>
<td></td>
<td>37,500</td>
</tr>
<tr>
<td>Early 10% withdrawal penalty</td>
<td>- 5,000</td>
</tr>
<tr>
<td><strong>Net cash proceeds</strong></td>
<td><strong>$34,000</strong></td>
</tr>
</tbody>
</table>

*Hypothetical example for illustrative purposes only. The example assumes a 22% federal income tax bracket and that the person is under 59½ and subject to the 10% early withdrawal penalty. State and local taxes are not taken into account.

How do I prepare for required withdrawals?

The basics of minimum required distributions (MRDs)

- Established by the IRS to ensure use and paying taxes
- Apply to most tax-advantage retirement accounts (except Roth IRAs and nonqualified deferred annuities)
- 50% penalties on portions not distributed on time

How distribution amounts are determined

- By age, account balance, and life expectancy
- You can base MRDs on joint life expectancy if spousal beneficiary is more than 10 years younger and is sole beneficiary

Tip: Your financial provider can help you estimate your amount.
Should I consider an annuity?

How they work

Deferred Annuity
Tax-deferral for savings and income
Accumulation for future income

Income Annuity
Guaranteed* lifetime income
Distribution of current income

Fixed Variable

Fixed Variable

Tip: For an in-depth look at different investment vehicles, attend our workshop, Confident Investing in Any Market.

*Guarantees are subject to the claims-paying ability of the issuing insurance company. Investing in a variable annuity involves risk of loss - investment returns, contract value, and, for variable income annuities, payment amount are not guaranteed and will fluctuate.

Are there potential risks associated with annuities?

However, there are some trade-offs

• Limited or no access to your assets
• Insurer’s ability to pay
• Cost
• Locking into an annuity without understanding options available today or may become available on retirement
• You may experience a loss with variable annuities
• Fixed annuities don’t offer growth potential, only a cost of living adjustment, at an additional cost

Withdrawals of taxable amounts from an annuity are subject to ordinary income tax, and, if taken before age 59½, may be subject to a 10% IRS penalty.
Should I consider insurance as part of my financial plan?

Life insurance helps protect the people you love

Protect your family
- Continue a policy with your previous employer
- Purchase new insurance

How much do you need?
- Do you have children?
- A spouse?
- Own a home and owe a mortgage?

One size does not fit all
- Assess all your goals and needs before making a decision

We Can Help: Your financial provider can help you decide on an adequate level of life insurance protection

Investment returns and principal value of a variable life insurance policy are not guaranteed and will fluctuate daily. Loss of money is a risk of investing in the policy.

Should I consider an estate plan?

You may need an estate plan if you:

- Want to increase the value of your estate by reducing applicable estate taxes if possible
- Have minor children who need an appointed guardian
- Have a large portion of your assets in retirement plans
- Are the beneficiary of a trust
How are estate assets distributed?

A trust may help ensure your assets are distributed according to your wishes

- **Legal Instrument**: Contains a grantor’s instructions as to the management and distribution of assets during the grantor’s lifetime and upon his or her death
- **Flexible**: A revocable trust can be amended or revoked during the grantor’s lifetime to change terms or beneficiaries
- **Avoid Probate**: Assets held in trust avoid the cost, time and publicity of probate
- **Estate Taxes**: An irrevocable trust can be structured to reduce estate taxes – leaving more to heirs
- **Protect Inheritances**: Can be structured to help protect the inheritances of children and to control the timing, amount, and purpose of distributions to beneficiaries through trust language
4 steps to create your retirement income plan

1. Inventory expenses vs. income
2. Cover essential expenses
3. Fund discretionary expenses
4. Meet with us and review your plan regularly

Once you have a good idea of what you want to do in retirement, follow these steps to build your plan.
STEP 1

Inventory expenses vs. income.

- Categorize expenses—essential vs. discretionary
- Identify expenses that may increase or decrease
- Consider your personal situation:
  - Family needs
  - Living arrangements as you age
  - Debts
  - Long-term-care coverage
  - Cost of retirement “fun”

STEP 2

Cover essential expenses.

Identify sources of lifetime income...

- Social Security
- Pension plans
- Fixed income annuities*

…and use assets to make up any gap and solve for health care expenses.

- Regular withdrawals from reliable asset sources
- Consider long-term-care and life insurance

*Guarantees are subject to the claims-paying ability of the issuing insurance company.
Fund discretionary expenses.

Use your remaining portfolio assets…

- Mutual funds
- Brokerage accounts
- IRAs, 403(b)s, 401(k)s
- Savings accounts
- Guaranteed income products

…to pay your discretionary expenses.

Guarantees are subject to the claims-paying ability and financial strength of the issuing insurance company.

For illustrative purposes only. Diversification does not ensure a profit or guarantee against loss.

Monitor your plan each year.

Meet with Fidelity at least once a year to:

- Discuss changes in your situation
- Review retirement income goals
- Determine availability of new income sources
- Reassess expenses
- Rebalance portfolio in light of risks
- Update beneficiary designations
Make an appointment today.

Fidelity Representatives
Our service is offered as an employee benefit to you.

Empower yourself and build confidence to make the best decisions for your retirement.

Make an appointment today to meet in person…
Or meet over the phone: 866-715-2059

Methodology and Information

This information is intended to be educational and is not tailored to the investment needs of any specific investor.

Investing involves risk, including risk of loss.

The retirement planning information contained herein is general in nature and should not be considered legal or tax advice. Fidelity does not provide legal or tax advice. This information is provided for general educational purposes only and you should bear in mind that laws of a particular state and your particular situation may affect this information. You should consult your attorney or tax advisor regarding your specific legal or tax situation.

Principal value and investment returns of a variable annuity will fluctuate and you may have a gain or loss when money is received or withdrawn.