



5 SIMPLE STEPS TO A
SUCCESSFUL
RETIREMENT



MAKE YOUR
RETIREMENT A
BLOCKBUSTER





HOW CONFIDENT ARE YOU IN YOUR **RETIREMENT STRATEGY?**



Have the past few years shaken your confidence in your ability to retire? An unprecedented global pandemic, followed by a bear market and record-high inflation, is enough to rock anyone's confidence.

In the 2023 Retirement Confidence Survey from the Employee Benefit Research Institute, 36% of Americans currently working said they have little or no confidence that they will be able to retire comfortably. Only 18% of those currently working said they are very confident that they will be able to retire.

Confidence in retirement has actually risen in recent years. A decade ago, more than 50% of those surveyed had little or no confidence. However, even as retirement confidence has improved, many Americans still have concerns, including:

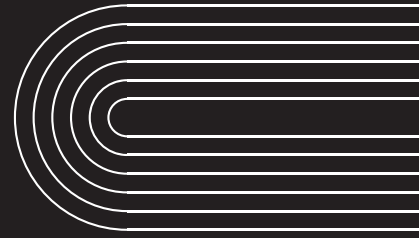
- 37% of Americans are worried that they will not be able to pay medical bills in retirement.
- 67% of those surveyed said that inflation and rising costs are their top concern in retirement.
- 34% said they are not doing a good enough job planning for retirement.
- 62% of those currently working said that debt is a problem for them and are worried it will negatively impact their retirement.

Do you have doubts about your ability to reach your retirement goals? Are you less than confident about certain aspects of your retirement strategy?

Here's the good news...there's always time to adjust your plan and get back on track. You can take your retirement strategy from flop to blockbuster with a few simple strategies.

“TOTO, I’VE A FEELING WE’RE NOT IN
KANSAS ANYMORE.”

- *The Wizard of Oz*



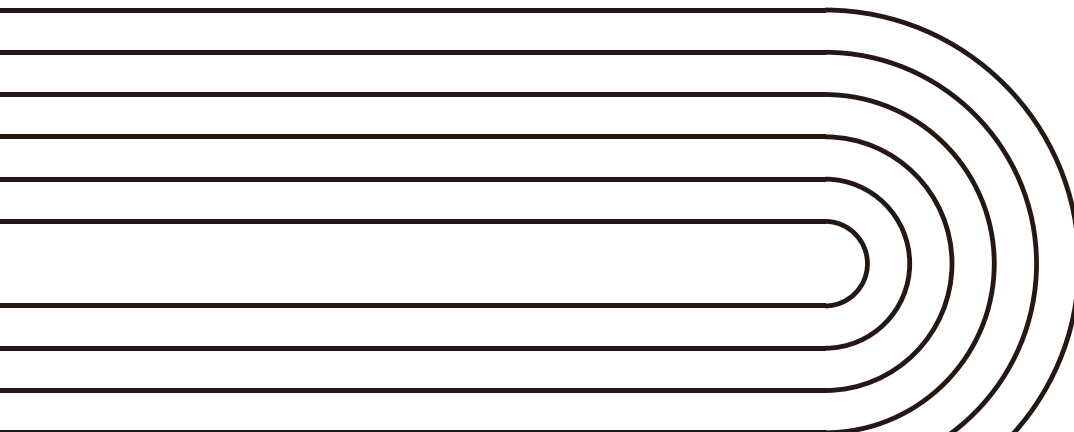
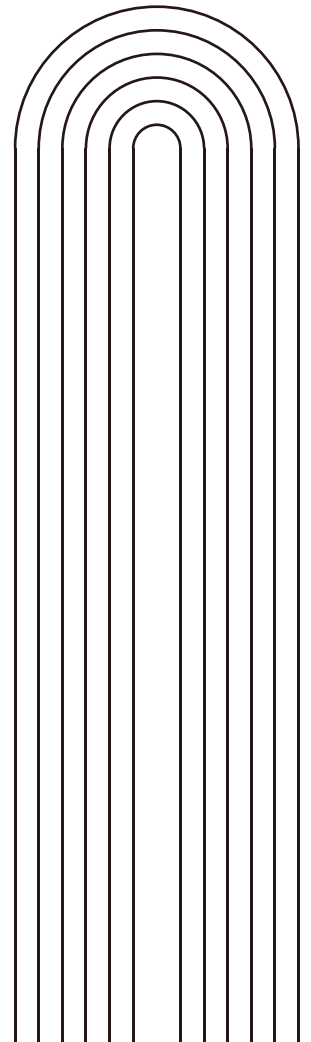
One day you’re navigating a busy career with a jam-packed schedule. The next day you’re at home with no meetings, no agenda and hours of free time.

For many, the transition from career to retirement can be more jarring than Dorothy’s journey from Kansas to Oz.

The risk is that you may fill that free time with costly activities like shopping, travel and expensive new hobbies that bust your budget. Or you might struggle with anxiety or depression as you adjust to retirement.

HERE ARE A FEW STEPS YOU CAN TAKE TO PAVE A SMOOTHER PATH AS YOU LEAVE YOUR CAREER AND ENTER RETIREMENT:

- Spend some time imagining what your retirement looks like. How do you spend each day? What’s your purpose? Write it down and make changes as your plans evolve.
- Explore new activities and hobbies that you could pursue in retirement.
- Research non-profit organizations where you could volunteer.
- Build your social circle. Reconnect with old friends or even join a club that interests you.
- Create a retirement budget so you know exactly how much “fun money” you can spend.





“SHOW ME THE
MONEY!”
- *Jerry Maguire*

You’ve spent years—probably decades—contributing to your 401(k) and IRA, paying into Social Security, and accumulating assets for retirement. When you retire you can finally unleash your inner Rod Tidwell and scream “Show me the money!”

But how do you get that money? Remember, your retirement could last 30+ years. You’ll need that money to last as long as possible so you can fund the later years of retirement.

A retirement income strategy can help you maximize your retirement income so you’re still yelling “Show me the money!” well into your golden years.

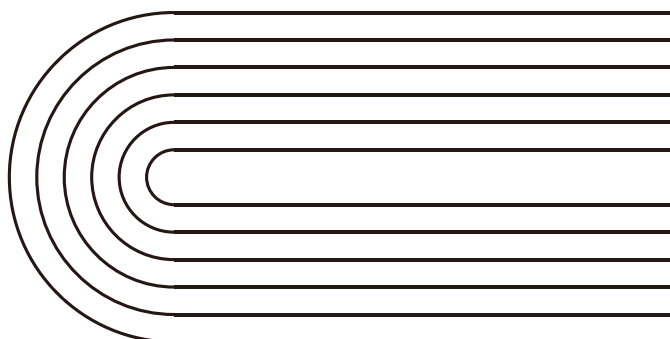
HERE ARE A FEW THINGS TO INCLUDE IN YOUR RETIREMENT INCOME STRATEGY:

- **Build a budget and match your retirement income to your planned expenses.** Don’t withdraw more than you need from your retirement accounts.
- **Analyze all your Social Security options** so you file at the right time for the right amount.
- **Consider tax-free income sources** like life insurance and a Roth IRA to minimize your tax exposure.
- **Maximize your guaranteed income***, perhaps by using tools like annuities that provide predictable lifetime income no matter how long your retirement lasts.

Roth IRA distributions are tax free after age 59-1/2 and the account has been open for at least 5 years. Tax free income from permanent life insurance is via policy loans and withdrawals which will reduce available cash values and death benefits and may cause the policy to lapse or affect any guarantees against lapse. Additional premium payments may be required to keep the policy in force. In the event of a lapse, outstanding policy loans in excess of unrecovered cost basis will be subject to ordinary income tax. Tax laws are subject to change. You should consult a tax professional.

*Annuities contain limitations including withdrawal charges, fees and a market value adjustment which may affect contract values. Annuity withdrawals are subject to ordinary incomes taxes, including a potential 10% IRS penalty for withdrawals before age 59-1/2.

Annuities are products of the insurance industry; guarantees are backed by the claims-paying ability of the issuing company. Guaranteed lifetime income available through annuitization or the purchase of an optional lifetime income rider, a benefit for which an annual premium is charged.





“FASTEN YOUR SEATBELTS. IT’S GOING TO BE A BUMPY NIGHT.”

- *All About Eve*



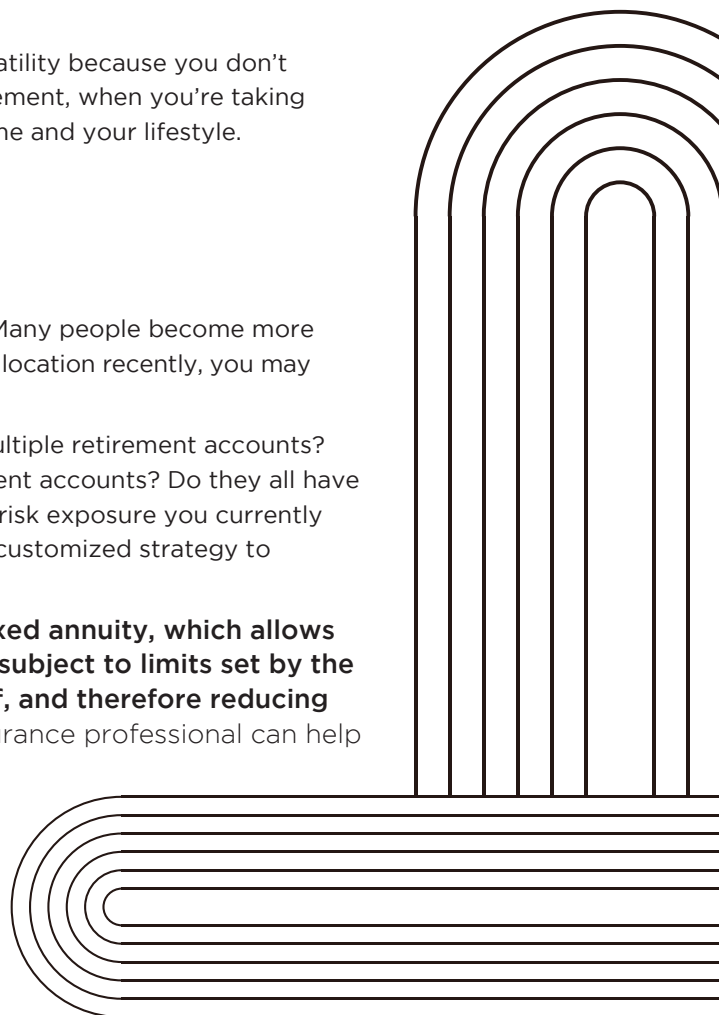
Sometimes the financial markets make for a bumpy ride. You don’t have to look back any farther than the two years following the Covid pandemic. Between February 19, 2020 and March 23, 2020, the S&P 500 dropped more than 33%. From that point, until December 31, 2021, the index more than doubled to hit an all-time high.

Then, in 2022, the rollercoaster took another dip, with inflation and recession fears driving the S&P 500 down 18% through the first 10 months of the year.

The ups-and-downs of the market over the past two years may be a bit out of the norm, but volatility is a part of investing. Even in bull markets, there are bad days, and in bear markets, there are good days.

During your career, you may have high tolerance for risk and volatility because you don’t need your retirement assets for income. That all changes in retirement, when you’re taking retirement distributions and a downturn could impact your income and your lifestyle.

WHAT CAN YOU DO TO MAKE THE RIDE A LITTLE LESS BUMPY?

- Adjust your allocation to match your current risk tolerance. Many people become more conservative as they get older. If you haven’t adjusted your allocation recently, you may have more risk exposure than you are comfortable with.
 - Streamline your retirement income strategy. Do you have multiple retirement accounts? Multiple 401(k) accounts and IRAs? Possibly several investment accounts? Do they all have the same strategy? If not, it’s impossible to know how much risk exposure you currently have. It may be time to consolidate accounts and develop a customized strategy to mitigate your risk.
 - **Consider a risk management tool such as a fixed indexed annuity, which allows you to earn interest tied to an external market index (subject to limits set by the carrier) while never being invested in the market itself, and therefore reducing your exposure to market volatility.** A financial and insurance professional can help you determine if these types of risk-management products may be right for you.
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“YOU CAN’T HANDLE **THE TRUTH!**”

- *A Few Good Men*

ARE YOU READY TO RETIRE? ARE YOU SURE?

One of the most important steps in planning for retirement is being honest with yourself about your preparedness. If you retire before you're ready, you could set yourself up for serious problems, especially in the later years of retirement.

HERE'S A CHECKLIST OF ITEMS TO REVIEW BEFORE YOU MAKE THE BIG JUMP. THESE ITEMS WILL HELP YOU MAKE SURE YOU CAN HANDLE THE TRUTH:

- **Build a retirement budget.** You can't predict exactly how much you'll spend in retirement but you can make a solid estimate.
- **Project your retirement income.** When you combine your Social Security income, defined benefit pension benefits, retirement account distributions and more, do you have enough to cover your planned expenses?
- **Make a plan to bridge the gap.** If you don't have enough income, what steps can you take? Work a few years more? Delay Social Security? Perhaps work part time in retirement?
- **What's your plan for healthcare and long-term care?** These could be the largest expenses you face in retirement. Do you have a strategy to cover the costs?

Don't be afraid to confront the truth about your retirement income strategy. We can help you identify the gaps and strategize to overcome them.



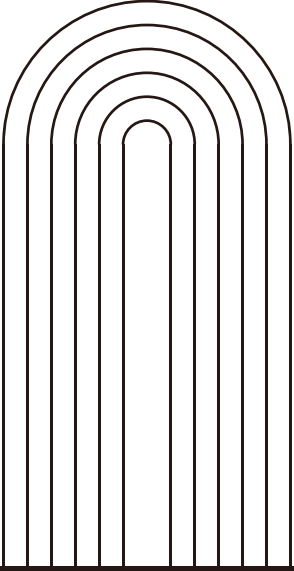


“CARPE DIEM. SEIZE THE DAY, BOYS.
**MAKE YOUR LIVES
EXTRAORDINARY.**”

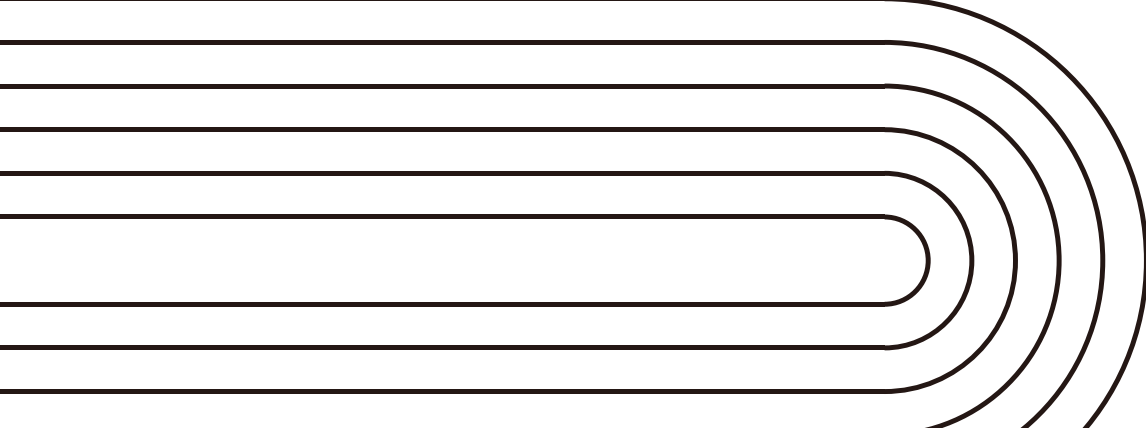
- *Dead Poets Society*

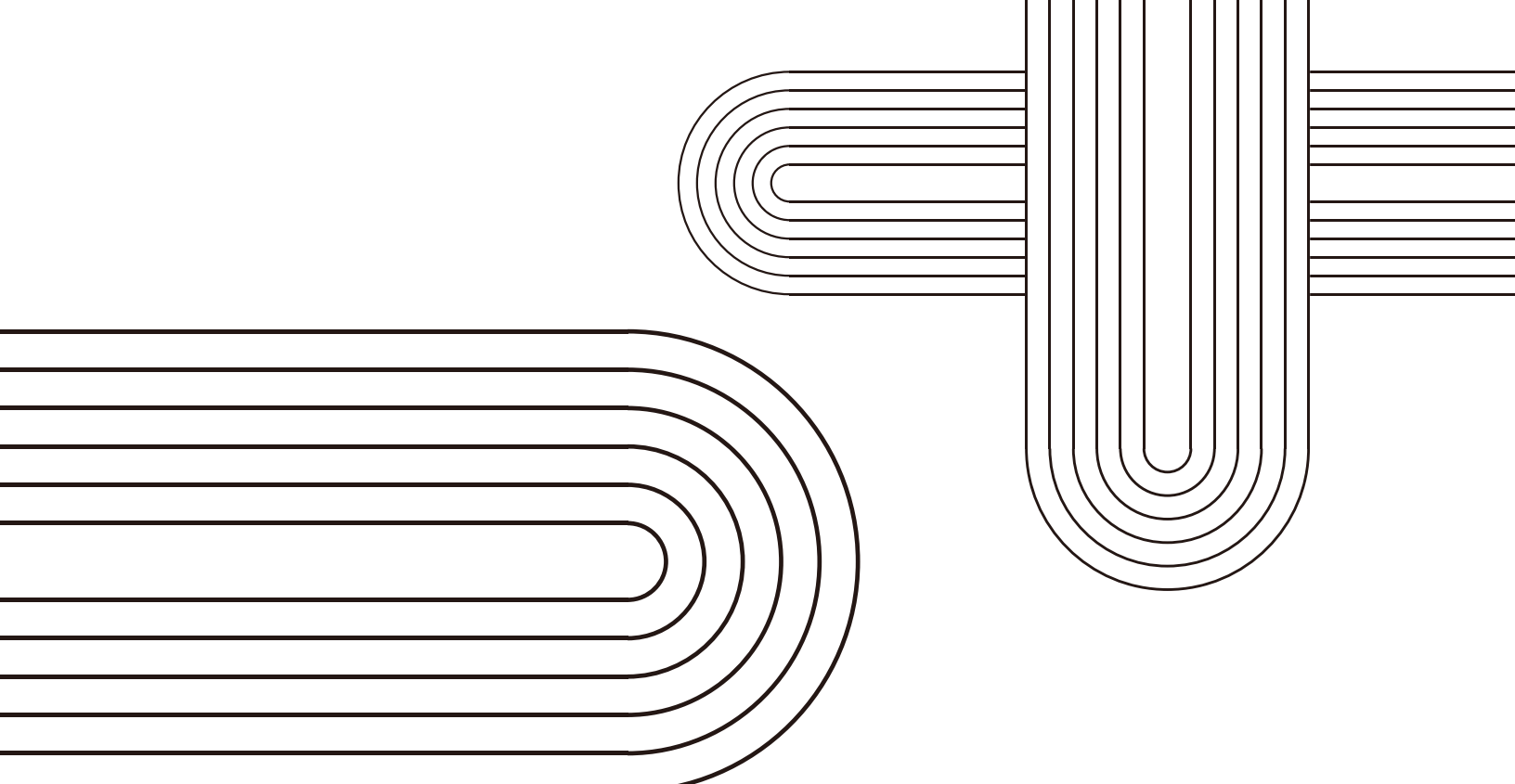
You only get one chance at retirement. Take the steps necessary today so you can seize the day in your retirement and make it extraordinary.

- **Put your goals on paper so you know what you’re working toward.** What does your retirement look like? What will be important to you then?
- **Develop a plan to seize your retirement income goals and make them reality.** Your plan should include strategies for:
 - Spending.
 - Income, including guaranteed and non-guaranteed income sources.
 - Investing.
 - Social Security benefits.
 - Minimize taxes.
 - Healthcare and long-term care costs.
 - More, depending on your goals.
- **Review your strategy regularly to adjust for changes and risks.** Your retirement could last decades. The planning doesn’t stop on the day you retire.



Let us help you create a retirement income strategy and put it into action. Don’t just hope for a blockbuster—plan for one!





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DISCLOSURES

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