

# Let's Talk About Your Goals

## 1. Still Have College? [Page 3]

If you still have College expenses to pay, start with the College Goal.

- Enter all College Goals regardless of when they occur before or during retirement.
- Enter as many College Goals as you need for kids, grandkids or even yourself, undergraduate or graduate.

## 2. What's Happening Before You Retire? [Page 3-7] *If retired, skip to number 3.*

If you plan to use money from your Investment Assets (i.e., savings and investment accounts) to pay for any purchases or activities before you retire, you should create a separate Goal for each one.

- Review the 14 Lifestyle Goals on the following pages and identify those that are important to you.
- DO create a Goal for expenses that will be paid (fully or partially) from Investment Assets (e.g., renovating the kitchen, or taking that BIG trip to Europe).
- DO NOT create Goals for any expenses that are paid entirely from your employment income (e.g., cars, annual vacations).

## 3. Retirement Lifestyle Goals - Begin with the fun stuff! [Page 3-7]

Add a Lifestyle Goal for each significant purchase or activity that will make your Retirement satisfying and enjoyable. Lifestyle Goals are above and beyond what you need to pay the basic expenses of day-to-day living.

- Review the 14 Lifestyle Goals again. Which ones are important to your Retirement satisfaction?
- Dream a little (or a lot). Create all the Goals you'd like, even if you're not sure you can afford them.
- Be sure to consider Cars, Travel and Gifts, which are usually important Goals during Retirement.

Creating more individual Lifestyle Goals can help you make better financial decisions, and increase the overall satisfaction you obtain from your money during the rest of your life. You may even discover that you can do more with your money than you ever expected.

## 4. Retirement Living Expense [Page 8]

When would you like to retire? How willing are you to delay retirement in order to reach your Goals?

Are you already retired? It's time to identify the amount for your basic living expenses during retirement. The budget worksheet [Page 13] can assist you in determining this amount.

# Goal Importance Scale

Rate the importance of each Goal on a scale of 10 - 1, with 10 being the most important. This groups your goals by Needs (what you must have), Wants (what you would like to have), and Wishes (what you wish to have).



# College



## College / Education

If you plan to pay for all or part of a college education (or some other education program) for yourself, a child, or grandchild, make sure you have a Goal for it.

Importance High Low 10 ↔ 1	Who is attending college?	Start Year	No. of Years	Target Amount		Notes - prepaid years - scholarship / loans
				Own Estimate or Type	Use the Amount for a Specific College	
8	e.g., Susan	2020	4		State University	\$1,000/yr scholarship

### Type of Average Annual College Costs (as of Dec 2011)

Average All	\$26,832	Public In-State (4 yrs)	\$20,339	Public In-State (2 yrs)	\$14,637
Private (4 yrs)	\$40,476	Public Out-of-State (4 yrs)	\$32,329	Public Out-of-State (2 yrs)	\$22,912

## Lifestyle Goals - Before and During Retirement



### Travel - One Special Trip and/or Recurring Travel Fund

Is there one special place calling your name? Or do you want to travel every year? Create travel Goals for one special trip, or for a recurring travel fund.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
7	e.g., Annual Travel Fund		<input checked="" type="checkbox"/>	<input type="checkbox"/>	\$8,000	Annual	20			
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						

### Car



Chevy? Lexus? One of each? Is it time for a convertible or sports car? To be sure you'll be driving what you want, add separate Goals for buying cars during retirement. Don't forget, you'll get some money for your trade-in, so use the amount you'll need after subtracting the trade-in value from the new car price.

Importance High Low 10 ↔ 1	Description	Start			Target Amount after Trade-In	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
8	e.g., John's SUV		<input checked="" type="checkbox"/>	<input type="checkbox"/>	\$30,000	Every 4 Yrs	6			
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						

# Lifestyle Goals - Before and During Retirement



## Major Purchase

You've always wanted a \_\_\_\_\_? A sail boat? A motor home? A hot tub? A snowmobile? Whatever it is, go for it. Fill in the blank, and make it a Goal.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
4	e.g., Buy a Sail Boat	2015	<input type="checkbox"/>	<input type="checkbox"/>	\$45,000	Once				
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						



## Health Care

If you believe that Health Care costs, beyond basic expenses such as your Medicare supplement, are likely to be particularly significant for you or your family, use this Goal to separate those costs from your retirement living expense.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
9	e.g., Extra Health Expenses (at age 80)	2029	<input type="checkbox"/>	<input type="checkbox"/>	\$10,000	Annual	10			
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						



## New Home

Are you ready to trade-up to get more space for a growing family? Or, maybe it's time for that vacation home you've always wanted. Make it a Goal and make it come true.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	
		Year	At Retirement			
			C1	C2		
7	e.g., Beach House		<input checked="" type="checkbox"/>	<input type="checkbox"/>	\$250,000	
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		

# Lifestyle Goals - Before and During Retirement



## Home Improvement

Do you have big plans for "this old house"? Do you plan to continue living in your home for a long time? Create Goals for major home improvements and repairs.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
5	e.g., Renovate Kitchen	2013	<input type="checkbox"/>	<input type="checkbox"/>	\$40,000	Once				
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						



## Wedding

Who's getting married? Want to help pay for the wedding? If you plan to pay for all or part of the cost of a wedding, create a Goal and put yourself at the head table.

Importance High Low 10 ↔ 1	Description	Start Year		Target Amount
		Year	C1	
7	e.g., Susan's Wedding	2015		\$22,000



## Celebration

What special events do you look forward to celebrating? Do you have a Bar Mitzvah, Bat Mitzvah, Sweet 16, family reunion, anniversary, retirement, or engagement party in your future? A celebration can make a great Goal.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	
		Year	At Retirement			
			C1	C2		
5	e.g., 50th Anniversary	2021	<input type="checkbox"/>	<input type="checkbox"/>	\$20,000	
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		

# Lifestyle Goals - Before and During Retirement



## Gifts - Donations - Help

Is it time to give back? Or maybe your parents or kids need help. Use Gift Goals for anything from holiday presents to cash gifts for family members or organizations.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
6	e.g., Gifts for Tim	2025	<input type="checkbox"/>	<input type="checkbox"/>	\$10,000	Annual	5			
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						



## Provide Care for Someone

If you need money to take care of someone you love (e.g., your mother in a nursing home, or a child with special needs), make sure you have a Goal to pay for it.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
8	e.g., Care for Mom	2016	<input type="checkbox"/>	<input type="checkbox"/>	\$45,000	Annual	5			
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						



## Start Business

If you plan to start a business or buy a business franchise, make it a Goal and make it a success.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	
		Year	At Retirement			
			C1	C2		
2	e.g., Start Coffee Shop		<input type="checkbox"/>	<input checked="" type="checkbox"/>	\$28,000	
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		

# Lifestyle Goals - Before and During Retirement



## Private School

Do you want to give your kids or grandkids the benefit of a private school education? Make it a Goal and get them started right.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	No. of Years		
		Year	At Retirement					
			C1	C2				
4	e.g., Private School for Mary	2015	<input type="checkbox"/>	<input type="checkbox"/>	\$10,000	6		
			<input type="checkbox"/>	<input type="checkbox"/>				
			<input type="checkbox"/>	<input type="checkbox"/>				
			<input type="checkbox"/>	<input type="checkbox"/>				
			<input type="checkbox"/>	<input type="checkbox"/>				



## Leave Bequest

Do you want to leave something for the kids? Or "see" your name on that new building? Create bequests for the money you'd like to leave at your death to family, friends, charities and institutions.

Importance High Low 10 ↔ 1	Description	Recipient	When Will This Bequest Be Given		Target Amount	
			End of Plan			
			C1	C2		
2	e.g., Bequest to My College	State College	<input type="checkbox"/>	<input checked="" type="checkbox"/>	\$100,000	
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		
			<input type="checkbox"/>	<input type="checkbox"/>		



## Anything Else / Other

Did we miss something? If it's expensive or important and doesn't have its own picture – make it an Anything Else Goal, but be sure to add a good description.

Importance High Low 10 ↔ 1	Description	Start			Target Amount	How Often	How Many Times			
		Year	At Retirement							
			C1	C2						
1	e.g., Club Membership		<input checked="" type="checkbox"/>	<input type="checkbox"/>	\$10,000	Annual	15			
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						
			<input type="checkbox"/>	<input type="checkbox"/>						

# Retirement Age and Living Expense

## Retirement Age *If already retired, skip to Living Expense*

When would you like to retire? Enter your Target Retirement Age. Then, indicate how willing you are to delay retirement beyond that age, if it helps you fund your Goals.

	Client 1 (C1)	Client 2
<b>Target Retirement Age</b>	Age:	Age:
How willing are you to retire later (if necessary) to attain your Goals?	<input type="checkbox"/> Not at All <input type="checkbox"/> Slightly Willing <input type="checkbox"/> Somewhat Willing <input type="checkbox"/> Very Willing	<input type="checkbox"/> Not at All <input type="checkbox"/> Slightly Willing <input type="checkbox"/> Somewhat Willing <input type="checkbox"/> Very Willing
What order of Retirement do you prefer?	<input type="checkbox"/> Both retire in the same year. <input type="checkbox"/> Either can retire first.	<input type="checkbox"/> Only Client 1 can retire first. <input type="checkbox"/> Only Client 2 can retire first.

## Living Expense



Everyone must pay the bills. This Goal is for your basic day-to-day living expenses (e.g., food, clothes, utilities, etc.) during retirement. By making your Basic Living Expense a separate Goal, you can see exactly what it takes to pay the bills for the rest of your life. When you're confident that you have your basic expenses covered, you can sleep better at night and feel free to enjoy spending money to fulfill your other Retirement Lifestyle Goals.

Importance High    Low 10 ←→ 1	Description	Target Annual Amount
10	Living Expense	\$ _____ or <input type="checkbox"/> Use Program Estimate if not Retired

Be sure you don't "double count" any expenses during retirement. For example, if you entered a separate Goal for a car, don't include the purchase cost of this car in your Living Expense, but do include all operating expenses (e.g., gas, taxes, maintenance). If you're not sure how much money you need, use the Budget Worksheet on page 13.

## Adjustments to Living Expense

Your Retirement Living Expense amount may include some expenses that will end during retirement. When the expenses end, your Living Expense amount would be reduced. Please indicate any expenses that will end.

Description	Annual Amount (current dollars)	Year Expense Will End	Check if amount inflates
e.g., Mortgage	\$16,000	2021	<input type="checkbox"/>
			<input type="checkbox"/>
			<input type="checkbox"/>
			<input type="checkbox"/>