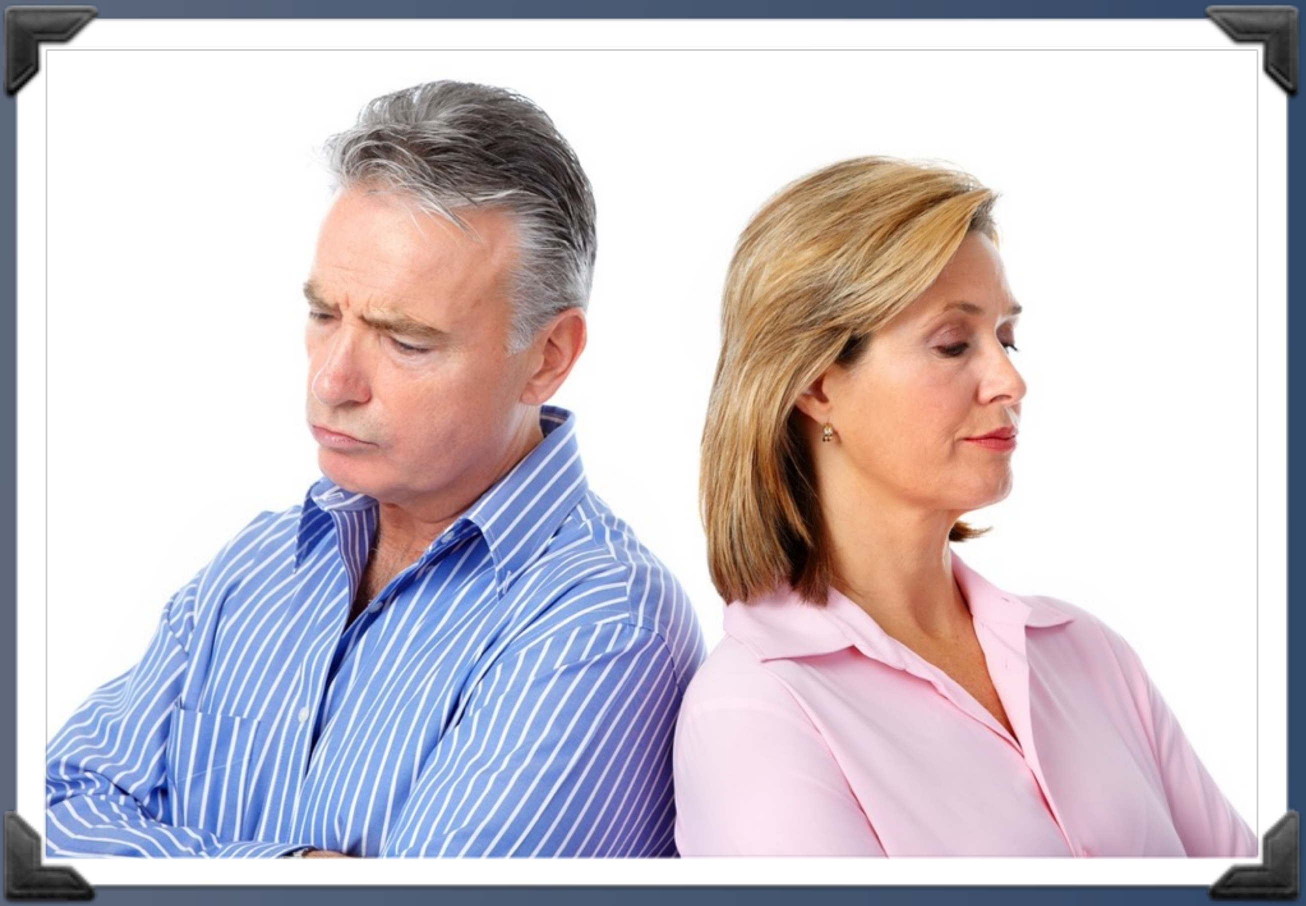


How to Blow Up Your Retirement

LIFETIME INCOME CASE STUDY

Presented by ***Puplava Financial Services, Inc.***
Registered Investment Advisor

Bob & Betty Blowup

Important Notice:

This is a hypothetical illustration based on real life examples. Names and circumstances have been changed. The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. To determine which investments or strategies may be appropriate for you, consult with a financial advisor prior to investing.

ESSENTIAL INFORMATION

Client:	Bob & Betty Blowup.
Ages:	Bob is age 58. Betty is age 59.
Retirement:	They both hope to retire in 3-4 years.
Life expectancy:	Bob age 90. Betty age 88.
Risk tolerance:	Moderately Conservative.
Investment objective:	Growth & Preservation of Capital.

WHO ARE BOB & BETTY?

Name: Bob

Age: 58

Job: Sales Manager

Bob works long hours due to the high demand of his job and has neglected their finances for a long time. They do not use a budget and if there is money in the bank account, they spend it. Bob manages their investments and makes his decisions based on what is the best performer at the moment and what he reads in various trading strategies and newsletters that he is subscribed to. This has led to a large turnover and low overall returns in their portfolios over time. Bob would like to retire early and travel the world with his wife and their kids.

Name: Betty

Age: 59

Job: Real-Estate

Betty does satisfactory work as a real estate agent and enjoys working for herself. Due to her experience in the profession, Betty and her husband own one rental property and are considering whether to purchase another. They recently bought a home because she loved the new property and felt it was the ideal home to retire in, even though it is larger and more expensive then their previous home. Family is very important to Betty and she loves spending a lot of money spoiling their kids and grandkids. She is anxious to retire and doesn't want to make any changes to their current lifestyle.

BOB & BETTY'S CURRENT RISK STRATEGY

Most Conservative **1** - 2 - 3 - 4 - 5 - 6 - 7 - 8 - 9 - **10** Most Aggressive

Current Risk Score

4

Portfolio Risk Score

8

WHAT IS IMPORTANT TO BOB & BETTY?

Retiring early

Maintaining the same lifestyle

Proper asset allocation

Not outliving retirement assets

BOB & BETTY'S CURRENT BUDGET

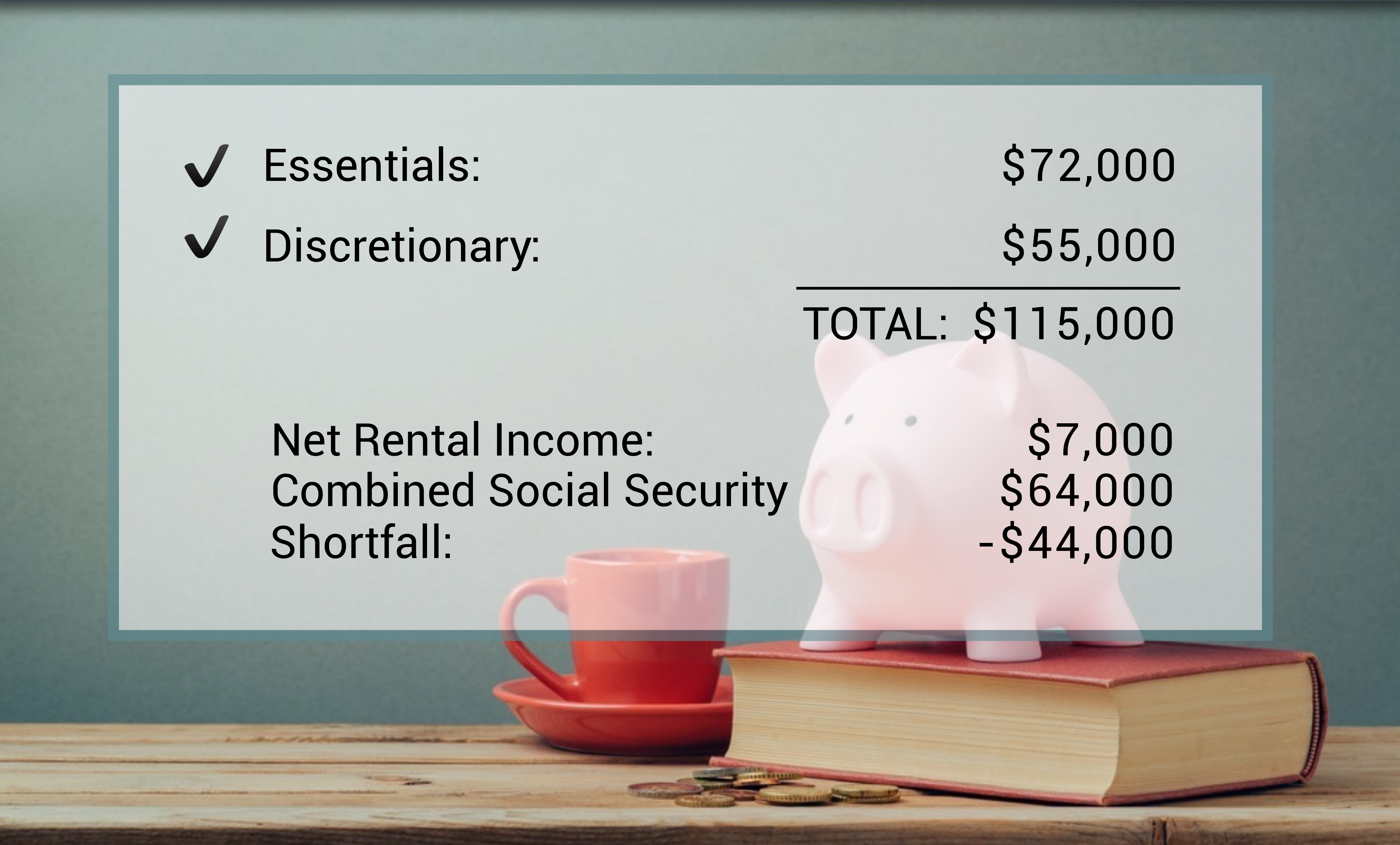
✓ Essentials:	$85,000
✓ Discretionary:	$43,000
TOTAL:	$128,000

Bob's Salary:	$85,000
Betty's Salary:	$64,000
Surplus:	$21,000

BOB & BETTY'S RETIREMENT BUDGET

✓ Essentials:	$72,000
✓ Discretionary:	$55,000
TOTAL:	$115,000

Net Rental Income:	$7,000
Combined Social Security	$64,000
Shortfall:	-$44,000



BOB & BETTY'S ASSETS

Non-Investment Assets

- ✓ Primary Residence: $660,000
- ✓ Rental Property: $350,000

Investment Assets

- ✓ Bob's Retirement: $360,000
- ✓ Betty's Retirement: $296,000
- ✓ Checking & Savings: $25,000

Total Investment Assets $681,000

Total Assets: $1,691,000

Liabilities: -$800,000

Net Worth: $891,000

BOB & BETTY'S FINANCIAL PLAN CHALLENGES

1. High living expenses.
2. Insufficient investable assets.
3. Longevity risk.

BOB & BETTY'S RETIREMENT INCOME STRATEGY

Net Rental Income	$7,000/Year
Combined Social Security	$64,000/Year

Investment Income

Bob's Retire.	$360K	Fixed Income & Dividend Payers @ 2.8%[1]	$10,080
Betty's Retire.	$296K	Fixed Income & Dividend Payers @ 2.8%[2]	$8,288
Savings & Cash	$25K		
		Total Investment Income	$18,368
		Grand Total Income	**$89,368**
		Less Budget	$115,000
		Shortfall	**-$25,632**

1 & 2: Yields are for current portfolio yields as of 4/31/17. Please see disclosures at the end of this presentation for security risks.

GOAL BASED RECOMMENDATIONS FOR BOB & BETTY

Goal	Strategy
Managing high living expenses	We recommended that they use a budget to help control their high levels of discretionary spending. We also made them aware about the potential tax benefits of moving to a different state with lower costs of living so that they can better afford their current lifestyle. In addition, we voiced our concerns about the recent home purchase and advised that they may need to consider downsizing in retirement to lower their expenses.
Maximizing retirement assets	Given their current financial situation, we recommended they delay social security until at least age 67 so they can collect full social security and give them more time to save for fewer years of retirement. Another alternative we provided them was the option to semi-retire and work part time in a less stressful role for Bob.
Mitigating longevity risk	Delaying retirement and lowering expenses helped manage concerns about potentially outliving retirement assets. In addition, we explained to them that some real changes needed to be made for them to be able to live a comfortable life in retirement. We focused the discussion to determine what changes they are most open to and what changes they are willing to make.

Disclosures:

1. Bonds are subject to market and interest rate risk if sold prior to maturity. Bond values will decline as interest rates rise and bonds are subject to availability and change in price.

2. The payment of dividend is not guaranteed. Companies may reduce or eliminate the payment of dividends at any given time.

3. Fixed annuities are long-term investment vehicles for retirement purposes. Gains from tax-deferred investments are taxable as ordinary income upon withdrawal. Guarantees are based on the claims paying ability of the issuing company. Withdrawals made prior to age 59 1/2 are subject to a 10% IRS penalty tax and surrender charges may apply.

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If you have any specific questions or comments, please give us a call at

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