IPI Wealth Management, Inc.
Strategic Lifestyle and Wealth Management™

IPI 2017 Summer Conference

Portfolio Construction for Bill & Betty:

Bill - DOB	09/01/1950	age 67
Betty - DOB	05/22/1955	age 62

Bill – Social Security	$2,500 per month
Betty – Social Security	not currently taking but, at eligibility age 62, it will be approximately $984 per month

Bill - retiring December 31, 2017 and his 2017 income will be $240,000
Betty – retired January 1, 2017

Children

3 adult children ages 37, 34, and 32
4 grand children ages 14, 11, 7, and 4
no other grandchildren expected
7 year old is a special needs child

Asset Holdings Summary

Bill	401K	$768,000
	Roth IRA	$150,000
	Raymond James portfolio	$628,000
	Cash	$180,000
	Pension at Retirement	$6,200 per month
Betty	401K	$424,000
	Roth IRA	$ 28,000
Joint	Cash	$202,000

Home	Value	$350,000
	Mortgage	$128,000, rate 3.65%, 5th year of 15 year fixed mortgage

Lake House	Value	$220,000
	no debt	
Cars (2)	1 – 7 years old, no value	
	1 – 1 year old, $35,000	
	Will need a new car when Bill retires	

Spending Pattern – current spending $15,000 per month or $180,000 per year

Bill's parents are deceased
Betty's mother is living and father is deceased

Betty will inherit approximately $620,000 plus when her mother passes away. Her mother's health is not good and she is 84 years of age

Retirement plans include:

1. Family trip with children and grandchildren annually at various locations where Bill and Betty will pay for the rental of a house/cabin.
2. Bill and Betty would like to start 529 plans for the 3 grandchildren that will probably go to college and would like to fund a special-needs trust for the other grandchild.
3. Bill has $500,000 of life insurance through work that will drop to $100,000 when he retires. The policy has no cash value.
4. Betty has a $5,000 whole life policy from her parents. The policy is paid up and has a current death benefit of $8,700 (estimate) and a cash surrender value of $8,700 (estimate).
5. Bill and Betty's tax return is rather straight forward 25% marginal tax bracket with a $28,000 capital loss carryforward.
6. Bill and Betty share the same values when it comes to spending and risk. They want to enjoy their retirement years and are not focused on creating a large legacy event. Their children to be financially stable. Bill and Betty understand and appreciate there needs to be some risk acceptance if they are going to be market participants. They both concur that they are long term investors and need to have a variety of investments that bridge the risk spectrum from moderate to aggressive risk positions.
7. The final piece of the financial puzzle is that Betty is the co-owner, with her mother, of an indexed annuity. The value is $549,000 (she thinks). There appears to bet a few years left on the surrender period. Both Betty and her mother are confused about this annuity. This is in addition to the other assets in Betty's mothers name only. Betty is an only child.