



Chad and Tina

Top Concerns

CASH FLOW IN RETIREMENT

How should we source retirement income?

Will we have enough in retirement?

How can we avoid high taxes when it comes to withdrawing from accounts?

SOCIAL SECURITY

What is the best Social Security claiming strategy for us?

SUITABILITY

How does our life expectancy play a role in determining what plan is best for us?

How much risk can we afford to take at this stage in our lives?

*Main
Street
Advisors, LLC*

Chad and Tina are considering retirement. Chad is 66 and Tina is 58. Both have saved sufficiently over the years and have little to no debt. While they've worked with advisors in the past, none have met their expectations or provided them with the level of comfort and security Chad and Tina sought. As a result, Chad has independently managed their finances for the past 10 years. However, as they grow older and the amount and complexity of financial issues increase, Chad is not confident he should go solo anymore. Chad and Tina decide it is time to seek out the assistance of an advisor. They know they want someone who is a true fiduciary, and someone with which they can feel a connection. They schedule a meeting with Main Street Advisors, and decide to become a client.

How MSA Helped

After building out several scenarios and analyzing the numbers via a combination of custom spreadsheets as well as industry leading financial planning software (Money Guide Pro), the following recommendations were made:

- ◆ Delay claiming Social Security benefits to full retirement age to maximize the payout.
- ◆ Draw income from non-qualified taxable accounts to replace Paul's income thereby avoiding higher overall taxes.
- ◆ Although their respective risk/return profiles were different, MSA determined they could reduce the risk in their investment portfolios while still meeting their life expectancy retirement goal estimates.

This client scenario is real, as are the strategies employed. However, the client's identity has been protected.