



Tom and Kelly

“Wealth Accumulation Stage” – Pre-Retiree

AGE: Tom, 55, Kelly, 57

EMPLOYMENT: Tom, department manager with a major US employer, Kelly, senior managing director for a large consulting firm.

FAMILY STATUS: Married for 25 years; two children, Lisa, 35 (from Tom's first marriage), and Tom, Jr., 23, they have one granddaughter who is in elementary school.

HOMEOWNERSHIP: Own one home, in which they live

ANNUAL HOUSEHOLD INCOME: \$450,000

NET WORTH: \$3,400,000

INVESTABLE ASSETS: \$2,500,000

Tom and Kelly are feeling like it is time for a change. Tom is very stressed at work and needs to find a way “out of the rat race.” Tom's health has been compromised due to the stress and started the couple thinking seriously about retirement. Kelly is no longer enamored with her career and is ready to retire also. The couple also want to start traveling extensively and are wondering how to budget for those costs without hurting their long-term finances. They are active outdoor people who love playing golf, tennis, and exercising. They would love to spend the winters out west Scottsdale, Arizona or Las Vegas, Nevada.

The two have decided to seek out a financial advisor to find out if they have saved enough to retire comfortably. They want a plan that pulls together all areas of their finances—including income sources, retirement accounts, taxes, and investments—so they can understand what their retirement will look like. They also need guidance on steps they should take now, before they retire, so they can make a seamless and confident transition.

PRIMARY FINANCIAL CONCERNS

1. Understanding the decisions to make before retirement.
2. Maximizing retirement income using tax-efficient strategies.
3. Feeling confident that they have saved enough and are going to be OK.
4. Helping their son buy his first home and their granddaughter to pay for some of her college education.
5. Help with decisions about change of domicile

**This client story is based upon a composite of real client stories, each of which had a particular set of goals and objectives. The services described in these stories may differ from services provided to other clients, and the results achieved may not be similar, as every client's goals and objectives are unique.*