



John and Mary

“Stability Stage”- Retiree

AGE: John, 71 and Mary, 68

EMPLOYMENT: Retired

FAMILY STATUS: Married for 46 years; three children, Sarah, 43, Phillip, 40, and Tracy, 37, and five grandchildren

HOMEOWNERSHIP: They own a house in Delaware and a second home in South Carolina for winters.

ANNUAL HOUSEHOLD INCOME: \$250,000

NET WORTH: \$8,000,000

INVESTABLE ASSETS: \$6,500,000

**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.*

John and Mary are enjoying retirement life to the fullest. They have an active lifestyle and plan to maintain it as long as they can. They love socializing, boating, fishing, eating at their favorite restaurants, and being active.

But without the financial stability of their careers and John's declining deferred compensation payments, they are wondering if they have enough to sustain them for the rest of their lives. How do they balance spending their savings on leisure and travel now with having enough money to pay for the increased costs that come in the later years of life? They are also concerned about their adult children as one of them went through a tough divorce that prompted them to help financially.

The couple have decided to seek a financial advisor who can give them clarity about their retirement. They want an advisor who can help them prepare a long-term plan covering income and taxes, philanthropy, and making prudent financial decisions when it comes to helping their kids and grandchildren. Ultimately, they want peace of mind that the actions they are taking today will not result in issues tomorrow.

PRIMARY FINANCIAL CONCERNS

1. Having enough money to last the rest of their lives.
2. Paying for potential health or long-term care expenses.
3. Generating enough income to sustain their lifestyle.
4. Leaving an inheritance without sacrificing their needs.
5. Having an estate plan to protect the children.