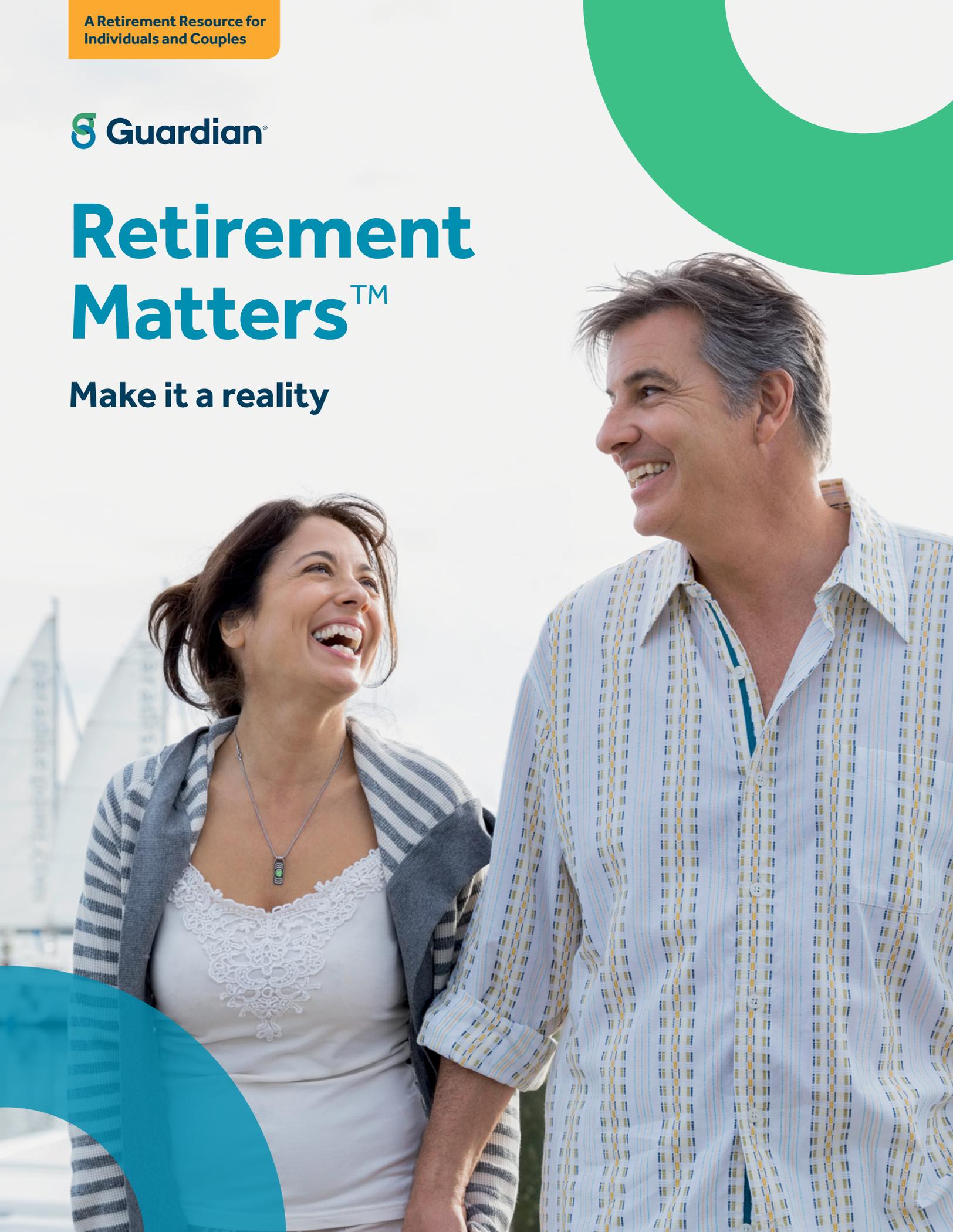


A Retirement Resource for  
Individuals and Couples

 Guardian®

# Retirement Matters™

Make it a reality





Define what  
matters to you



## Relationship Matters



## Home Matters



## Lifestyle Matters



## Health Matters



## Money Matters



## Retirement Matters™

Life stories. We all have them, but everyone's journey is unique. No two paths are alike.

**What elements make up your story? While answers like family, career, goals, and passions may come to mind, we know that it isn't just one of those things — it's all of them.**

Our life stories go far beyond our finances. Planning for retirement means taking into consideration the whole you — who you love, what you love, and how you want to live your entire life.

Planning for retirement requires a lot more than just managing finances. That's why we don't start with a number to back you in to.

We start with you and take a 360° view of the whole person: your relationships, living arrangements, hobbies, health, and your finances.

By addressing all aspects of your life, we can discover what your "Retirement Reality" is, and find a way to get you there.

**We invite you to consider the questions on the following pages and think openly and without fear about your future.**



## Relationship Matters

Who are the people in your life, today? Are there friendships you'd like to rekindle in retirement? If so, write down a few ways you might go about doing it...over wine, at college reunions, vacationing with friends?

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What about kids, grandkids, or aging parents? Will you need to support them in any way? Jot down a few ways this may impact your future.

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### **“Do you want to come over for dinner?”**

Harvard research<sup>1</sup> suggests meaningful relationships are a prescription for better emotional, mental, and physical health.

Good, close relationships appear to buffer us from the problems of getting old.



## Home Matters

Do you think you'll stay in the home you're in now, downsize, or move to a warmer climate? Write down a few thoughts about how your living arrangements might change in retirement.

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### **Interested in greater freedom and flexibility?**

- **Hit the road in an RV!**  
This can lower costs of living and allow you to spend a few weeks with the grandkids then move on to other adventures.
- **Downsize (big time).**  
Retirees are opting for “tiny houses” (400 sf or less).<sup>2</sup>
- **Resettle abroad.**  
Half a million American retirees live in foreign countries, and the number is accelerating. The reason? Favorable climate, affordable health care, and cultural opportunities — at a lower cost<sup>3</sup>.





## Lifestyle Matters

How do you see your future when every day seems like a Saturday? Think of the things you like to do with your free time. Shop? Golf? Volunteer? Eat out? Garden? Write them down.

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How about the things you have always wanted to do but life got in the way? Hobbies? Vacations? Jot down what you'd like to see yourself doing, either on your own or with your significant other.

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### Do you like to eat out? Consider the Rule of 219.

This refers to how much it will cost for a couple to eat out three times a day for 20 years, spending only \$5 per meal — a whopping \$219,000! Spending only \$5 per meal is not all that lavish. Consider budgeting properly for this lifestyle if it matters to you.



## Health Matters

Health care costs are a big unknown in retirement. It's wise to examine what you spend today as well as consider known health concerns that might be down the road. Outline how much you spend a month on prescription medication, supplements, and vitamins.

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### Considerations for a smart planning strategy:

- One study<sup>4</sup> examining Medicare recipients discovered that some couples could need as much as \$370,000 for premiums and some out of pocket health care expenses, not including costs for long-term care.
- According to Peter Stahl, author of "Top of the First: The Convergence of Health Care and Financial Planning" — maximizing your Health Savings Account (HSA) now for use in retirement is a smart planning strategy, if you have an HSA. Do you have an HSA? If so, include it in your notes.



# Money Matters

How do you earn your money today? Do you have any supplemental means of income like a side business?

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How much money are you able to put into savings per month via 401k, IRA, CDs, or Money Market accounts?

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How much do you have in brokerage accounts? Do you know your rate of return?

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How much debt do you have? Will it be gone by the time you retire? How important is it to leave money to loved ones after you're gone?

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How much of your monthly paycheck is used on basic living expenses (mortgage, utilities, insurance, internet/cell phone, etc.)?

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How much of your monthly paycheck goes to your more discretionary expenses (based on your lifestyle and passions)?

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According to Robert Merton, author of "The Big Idea: The Crisis in Retirement Planning," (Harvard Business Review, July-August 2014) people should focus their retirement planning on *monthly* income, not net worth.

**Do you have ideas on how you can create monthly guaranteed income? If so, jot them down.**

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**Now, jot down ideas on how you can create lifetime, guaranteed income?**

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## Retirement Matters™

It's impossible to plan financially if you don't know what you're planning for. By examining your responses to the questions in this guide you're closer to making your retirement a reality.

### Next steps:

- Use this guide to discuss your thoughts about retirement with your family (significant other, kids, aging parent, etc.).
- Talk to friends and family who have already retired. What can you learn from their choices?
- Consider the risks that could impact what matters to you, such as inflation or outliving your money. Then, do what you can to take those risks off the table.
- Work with a trusted financial professional who has you — and only you — in mind while helping you reach your goals. Having the right advocate by your side is key to a confident future.

**For more information on retirement planning, speak with your financial professional or visit [livingconfidently.com/myretirementmyreality](https://livingconfidently.com/myretirementmyreality).**

## Making Your Future a Reality

We are committed to helping you with every aspect of retirement. We've made it our mission to provide customized, holistic retirement solutions, including those that promise guaranteed income. Regardless of how the stock market or economy is doing now or in the future, the goal is to make sure you're prepared and protected.



You have the vision. Now, let's make it a reality.

<sup>1</sup> Harvard Health Letter, "Can relationships boost longevity and well-being?" June, 2017.

<sup>2</sup> <https://seniorplanet.org/tiny-houses-the-next-big-thing-for-seniors/>

<sup>3</sup> <http://www.investopedia.com/retirement/best-countries-to-retire/>

<sup>4</sup> Employee Benefits Research Institute (EBRI), Notes, Volume 38, No. 10, December 2017.

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