

Purpose Driven Retirement Planning

Joe Jordan In-Person

or Virtual Presentation I



www.JosephJordan.com

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Purpose Driven Retirement Planning

Purpose Driven Retirement Planning is my new presentation in which I discuss how clients need help both planning for their financial future and preparing for a "Life of Significance" with meaning and purpose in retirement. My goal is to motivate advisors and provide them with up-to-date, actionable ideas so they can be successful in these challenging times.

Faced with volatile markets, capricious government policies, and fearful clients, this is your advisors' best opportunity to proactively reach out to clients and new prospects, build trust and relationships, and deliver extraordinary value. To be successful, they need to take the business from the head to the heart. I will inspire your advisors to make their calls, generate referrals, and add value to their client relationships.

Length: 30-60 minutes

Format: In-person or virtual presentation

TOPIC OUTLINE

CLIENTS NEED PLANNING THAT WILL IMPROVE THEIR LIVES

- Clients need to plan for their financial future and major lifestyle changes.
- Overcoming the fear of rejection - Learn how to face your fears by realizing that you are part of a noble profession.
- The new Purpose Driven Retirement Planning - Evolving from Financial Advisor to Life Coach.

POWER OF GRATITUDE

- To maintain that positive attitude.
- Establish gratitude Fridays.

OUR PRODUCTS AND SERVICES WERE MADE FOR MARKETS LIKE THIS

- Clients need a plan, clients need a partner.
- Strategies to reduce the impact of the Sequence of Returns.
- Ways to reduce taxes and increase Social Security payments.
- How the SECURE Act changed wealth transfer.

CLIENT CENTRICITY - FOUR PILLARS OF LIVING A SIGNIFICANT LIFE

- BELONGING - the need for human contact.
- PURPOSE - requires a commitment greater than what is in it for you.
- STORYTELLING - all wisdom comes from specific human experiences. Provides access to six months (two per month) of financial planning stories via email.
- TRANSCENDENCE - out of body experience when you help others.

TOPIC OUTLINE (Continued)

BUILT ON 2 FOUNDATIONS - PROSPECTING AND EVERYTHING ELSE

- Prospecting tips and tools.

THE 6 RETIREMENT RISKS

- A) LONGEVITY - LIVING TOO LONG
Maximize Social Security by delaying (unique explanation) plus explanation of mortality credits and possible use of immediate annuities to support fixed expenses and provide lifetime income. Why longevity and life insurance are especially important issues for women.
- B) MARKET AND INTEREST RATE RISK/VOLATILITY
They go up and down!
- C) WITHDRAWAL RATE RISK
Eye opening discussion on how much one must set aside to provide additional income. Clients don't know how to turn assets to income.
- D) SEQUENCE OF RETURN RISK
Simple to follow explanation of this risk and how losses in early years of retirement can be especially damaging. The importance of having a buffer asset to minimize the damage to the portfolio during market downturns.
- E) PURCHASING POWER RISK
Simple non-analytic easy to follow explanation of loss of purchasing power Using postage stamps and S&P from 1993 to 2023 (30 year retirement horizon tied to life expectancy of non smoking couples). The rising costs of Medicare premiums and IRMAA (Income-Related Monthly Adjustment Amount), and their impact on Social Security benefits.
- F) HEALTH RISKS
The odds of having a chronic adverse health condition in retirement.

END WITH STORYTELLING

- Where I tell my story, makes it personal.