Plan Your Legacy
- Beneficiary designations
- Estate and charitable giving strategies

Live in Retirement
- Retirement income planning
- Drawing from savings
- Ensuring lifelong income

Save for Your Goals
- Saving for retirement
- Education funding
- Saving for a specific need
- Managing your portfolio

Protect Your Future
- Health insurance
- Life insurance
- Property, casualty and liability insurance
- Disability income insurance
- Long-term care insurance
- Wills, power of attorney and trusts

Strengthen Your Financial Position
- Emergency reserves
- Budgeting and cash flow
- Managing debt
- Mortgage/rent

Income Sources
- Tax-efficient financial strategies

Legacy
- Beneficiary designations
- Estate and charitable giving strategies

Distribution
- Retirement income planning
- Drawing from savings
- Ensuring lifelong income

Accumulation
- Saving for retirement
- Education funding
- Saving for a specific need
- Managing your portfolio

Protection
- Health insurance
- Life insurance
- Property, casualty and liability insurance
- Disability income insurance
- Long-term care insurance
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FINANCIAL PYRAMID
As you work toward your goals, it’s important to start with a strong foundation that is built from your income sources. The tiers of the financial pyramid demonstrate our underlying philosophy for developing a solid financial strategy. This pyramid guides how we help you be wise with money by optimizing your income to help protect what’s important to you.

1. **Strengthen your financial position**
   - Build emergency reserves of three to six months of lifestyle needs.
   - Manage your cash flow; generally allocate 50% for needs, 30% for wants and 20% for savings.
   - Minimize debt, keeping mortgage payments less than 28% of gross income and total debt payments less than 40% of gross income.

2. **Protect your future**
   - Protect your income and assets in the event of sickness or injury.
   - Protect your family and goals in the event of premature death, considering:
     - Immediate needs for cash, such as final expenses or debts.
     - Future cash needs to fund your goals.
     - Income to be provided to your loved ones, including during their working years and retirement years.
   - Protect your retirement assets and lifestyle by planning for long-term care and health insurance in retirement.

3. **Save for your goals**
   - Maintain regular monthly savings, allocating assets based on your risk tolerance and time horizon.
   - Diversify savings to minimize long-term tax impact.
   - Prioritize your goals (e.g., prioritize retirement over education funding).
   - Identify monthly savings needed to support your retirement lifestyle.

4. **Live in retirement**
   - Identify and track how much you need to withdraw from your savings for your desired lifestyle.
   - Determine whether and when to convert savings to guaranteed income.
   - Set aside assets for the next two to seven years of income and allocate remaining retirement savings for growth based on your risk tolerance.
   - Review your portfolio and limit annual withdrawals to between 4% and 5% of portfolio.

5. **Plan your legacy**
   - Consult with an attorney and draft appropriate legal documents.
   - Ensure that beneficiary designations are up-to-date and aligned with legal documents and your goals.
   - Consider the tax impact to your family, important causes and legacy.

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