

Retirement Planning Process



Your wealth ... our passion

SETTING THE PACE . . .

Common Attitudes that leads to Challenges in retirement :

- **Ignorance**—Many of us simply never were trained, either formally or by example, to manage money. Our society is no help; its philosophy is spend, spend, spend. If you don't have it, get it. If you can't afford it, get it anyway; you deserve it. That type of attitude leads to . . .
- **Indulgence**—We tend to think we need everything NOW. Somehow it has become our “right” to have at least two new cars, a nice home, exciting vacations. The whole concept of starting out small and patiently building our lifestyles one step at a time has certainly flown out the window. That is a symptom of . . .
- **Poor planning**—No matter how noble our intentions may be, a person without a plan that gauges income versus expenditures is on the road to debt and financial troubles.



What is retirement Planning?

Retirement planning is the important task of deciding how you will live once you retire.

Involves the consideration of a number of factors, including at what **age you hope to retire**, how much money you will need to cover [living expenses](#) coupled with the things you plan to do once you've retired, and where your money will come from.

Generally speaking, retirement planning is planning your finances and your lifestyle for the period of life after you stop working.



**The power for effective retirement planning lies in
the ability to dream**

So write down your dreams.....



**We are living in an era that seems to be defined by
unyielding challenges that threaten our survival.**




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Quotes on Strategic Planning

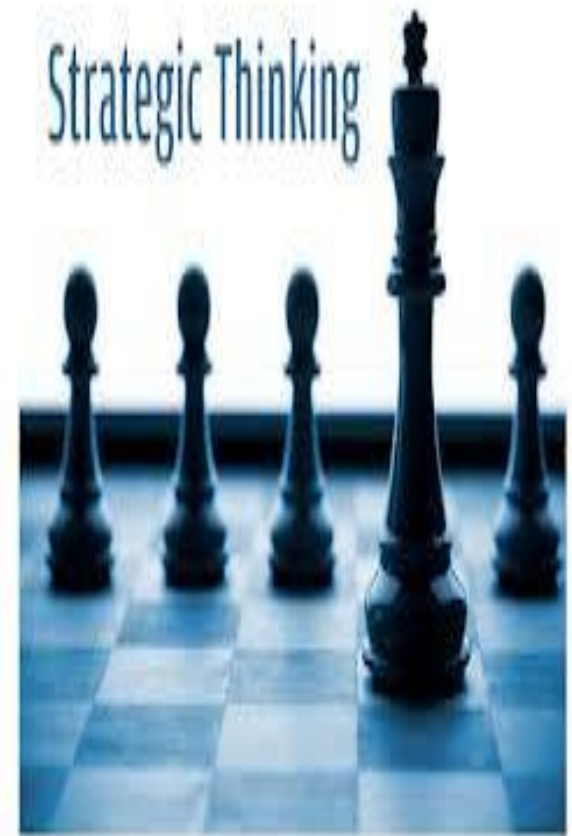
“Victorious warriors win first and then go to war, while defeated warriors go to war first and then seek to win.” -
— Sun Tzu

“The essence of strategy is choosing what not to do.” -
— Michael E. Porter

"However beautiful the strategy, you should occasionally look at the results."- — Winston Churchill

"The purpose of a business is to create a customer."- — Peter Drucker

"Sound strategy starts with having the right goal."- — Michael Porter



Quotes on Strategic Planning

"Strategy without tactics is the slowest route to victory. Tactics without strategy is the noise before defeat."- — Sun Tzu

"There is nothing so useless as doing efficiently that which should not be done at all."- — Peter Drucker

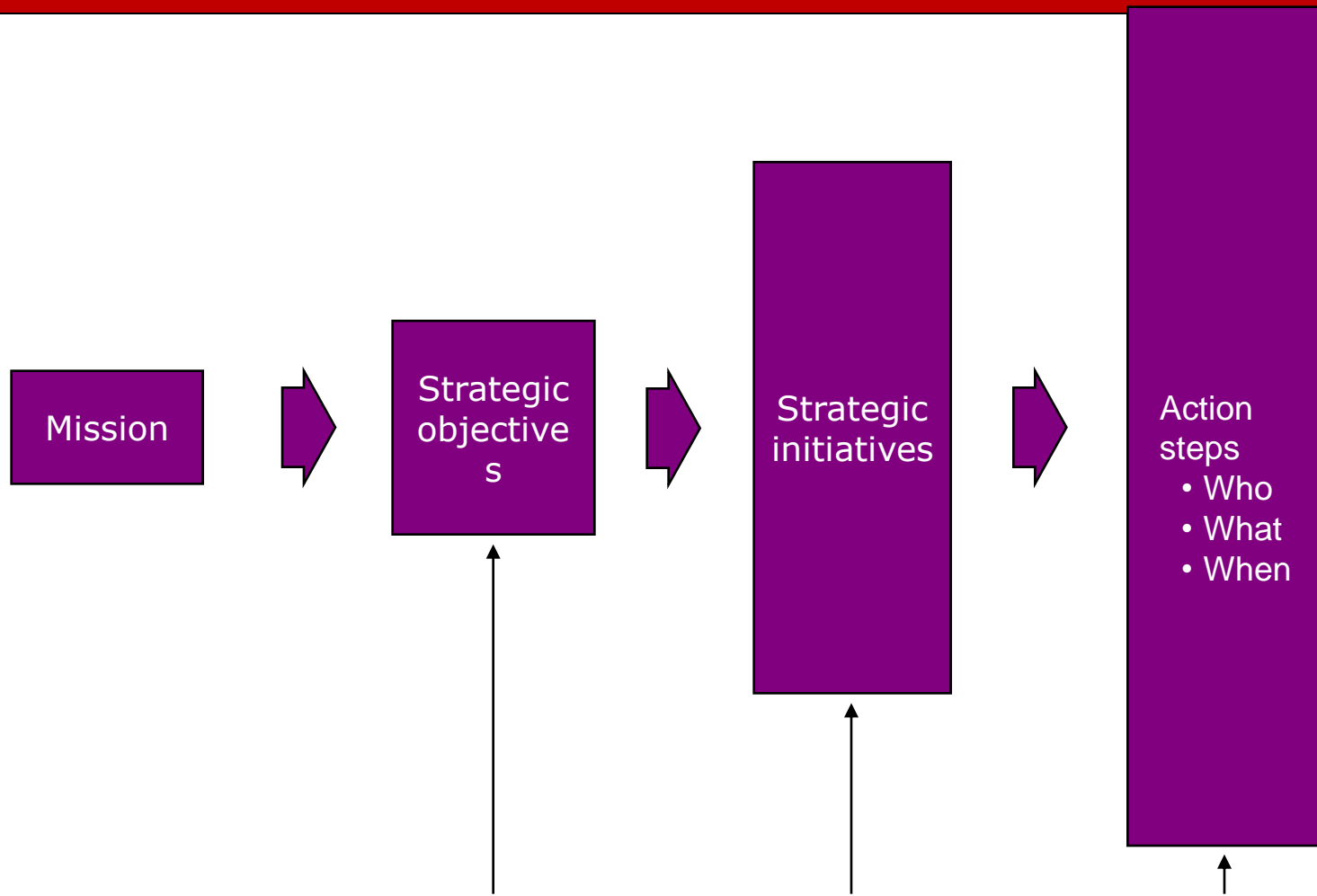
"The company without a strategy is willing to try anything."- — Michael Porter

"In real life, strategy is actually very straightforward. You pick a general direction and implement like hell."- — Jack Welch

"What's the use of running if you are not on the right road."- — German proverb



A STRATEGIC PLAN DRIVES ALIGNMENT AND ACTION



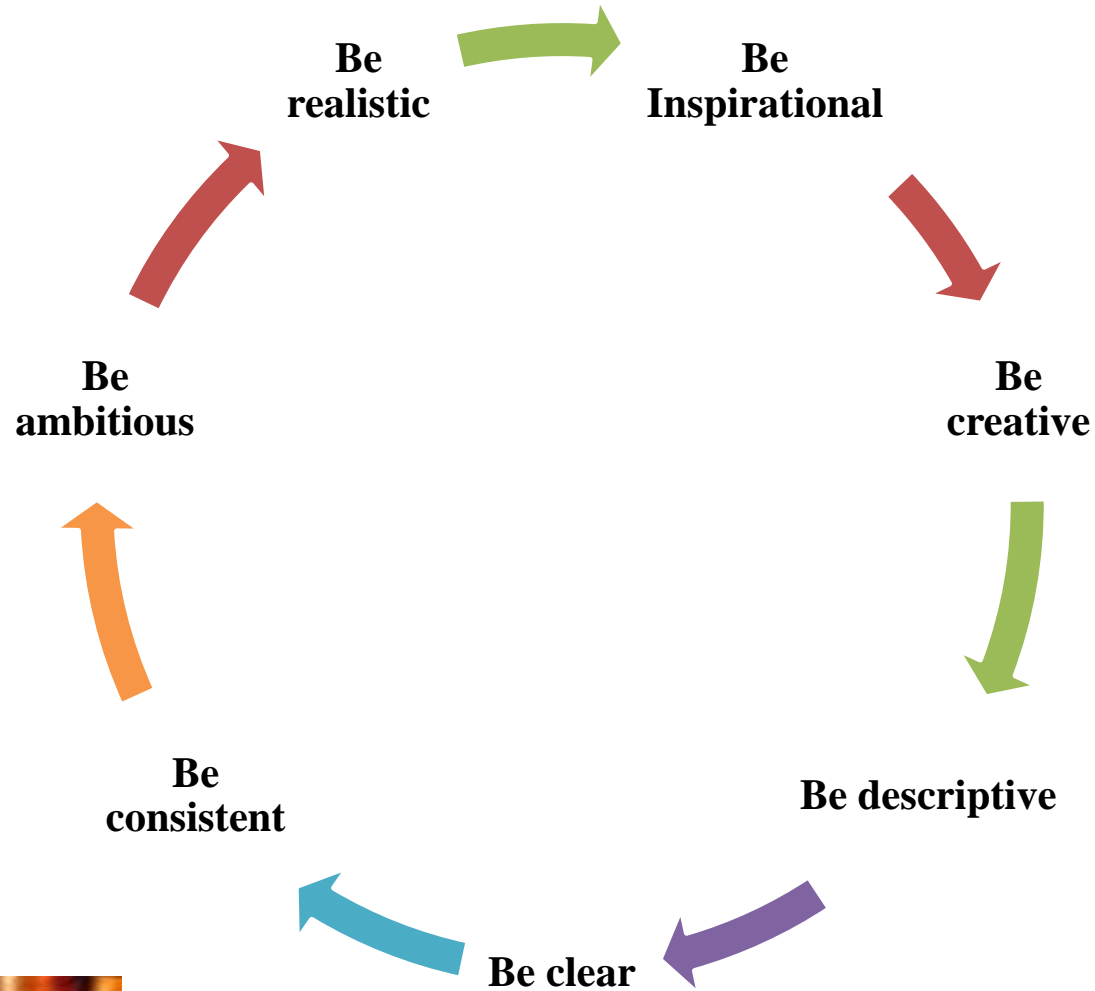
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The MASTER Strategy must be...

- M – Measurable
- A – Appreciated
- S – Sustainable
- T – Teachable
- E – Executable
- R – Relevant



Characteristics of a 'Good' Vision Statement



Change Management

Retirement planning is a
process of change
management



Psychology of change



Albert Einstein

“Life is like riding a bicycle. To keep your balance, you must keep moving.”



Change is Happening Everywhere!

All around us there is change that we have come to accept. Examples of every day changes are....

Clothes

Shape of the moon

The Weather

The News....



When Change Happens you can either....

React

Respond



Changes that come with Retirement.....



- A lot of Free Time
- The Threat of Depression and negative emotions
- The Discovery of friends and true relationships
 - Motivation
 - Fear of the Unknown
 - Financial Management
- So many Ideas – No Direction
 - Stress



Understand the Principles to Successful - Retirement Planning

- **Know yourself**
 - What is your vision
 - Do your personal SWOT analysis
 - What are your retirement goals



Personal SWOT

SWOT Analysis

Strengths



Weaknesses



Opportunities



Threats



Personal Vision and Mission Statement

Hosea 4 : 6 “ *my people are destroyed for lack of knowledge*”



Vision & Mission ...

- **Vision will attract resources**
- **Will connect you to the right people**
- **Will drive you to what you want to be**
- **Vision *Preserves live***



Four threads that vision weaves into the fabric of our daily lives

1. Passion

- Vision evokes emotion.
- There is no such thing as an emotionless vision.
- If you are trying to cast vision for something you have no passionate emotion about...you will not last long and your effectiveness will be extremely temporal.



Four threads that vision weaves into the fabric of our daily lives

2. Motivation

- Vision is the engine that powers motivation.

3. Direction

- Vision simplifies decision making.
- People without clear vision are often easily distracted.
- Without vision, there is no relational, financial or moral compass.



Four threads that vision weaves into the fabric of our daily lives

4. Purpose

- Personal vision translates into purpose.
- The purposefulness of your life and vision help carry you through the barriers that would otherwise slow you down and trip you up.
- Remember, your set of personal visions are unique to you...no one else shares your particular passions for what could be.





Beneficiaries



RBA Regulations regarding disposition of death benefits

Regulation 26 of the Retirement Benefits (Occupational Retirement Benefits Schemes) Regulations 2000 states that;

In the event of the death of a member of a scheme before attaining the retirement age, or of a member drawing retirement benefits, the scheme rules may provide that the death benefits, which shall include a capital sum and any other amount payable as benefits, may be payable in lumpsum to the nominated beneficiary, spouse, dependant child or any other dependant should any such entitled beneficiary elect in writing for lump-sum payment



Beneficiaries

What is a Beneficiary?

Person named by the participant in an insurance policy or pension plan to receive any benefits provided by the plan if the participant dies.



Beneficiaries- Importance

- Peace of mind knowing Deseret Mutual will release your information to that person or persons
- Assuring your money goes where intended
-
- To avoid potential legal battles



Beneficiaries

Beneficiaries for your life insurance plans can be:

- Family
- Friends
- A Trust

If minor children are named, a guardian must be named or one will be appointed through court proceedings. If one is not appointed, Deseret Mutual will hold the funds at simple interest until the minor is of age and requests the payment.



What if you do not have a spouse?

- Your child or any adult the age of 18 or older can be named as primary beneficiary.
- You may also consider naming a secondary beneficiary, for example, a trust, family, or friend



Beneficiaries



You may change your beneficiaries at any time

Life Events are main reasons for a beneficiary change, they are:

- Marriage
- Birth/Adoption
- Divorce
- Death



They Brought the Sick before Jesus



They looked up...to God



God weeps ... our passion

Success Factor No. 1: We have to look up

- [Psalm 124:8](#) Our help is in the name of the LORD, Who made heaven and earth

[Samuel 17:45](#) David said to the Philistine, "You come against me with sword and spear and javelin, but I come against you in the name of the LORD Almighty, the God of the armies of Israel, whom you have defied

- When we look up , we see solutions and not problems
 - We attract Gods attention
 - We see a way out of the issues we go through



Success Factor No. 2: Think it is possible

- They thought that it was still possible to reach Jesus even with the huge crowd around him
- Proverbs 23:7 for **he** is the kind of **man** who is always thinking



Success Factor No. 2

- Renew your mind Psalms : 12-13 “ the righteous shall flourish like
- Romans 12:2 “ D not conform to the Patten of this world but be transformed by the renewing of your mind
- 1 Peter 1:13 Guard your mind ...
- Isaih : 43: 19.



No.3 : who do you walk with ...?

- **The Psalms1**
- **The Righteous and the Ungodly** *1* Blessed *is* the man that walketh not in the counsel of the ungodly, nor standeth in the way of sinners, nor sitteth in the seat of the scornful. *2* But his delight *is* in the law of the LORD; and in his law doth he meditate day and night. *3* And he shall be like a tree planted by the rivers of water, [Jer. 17.8](#) that bringeth forth his fruit in his season; his leaf also shall not wither; and whatsoever he doeth shall prosper. *4* The ungodly *are* not so: but *are* like the chaff which the wind driveth away. *5* Therefore the ungodly shall not stand in the judgment, nor sinners in the congregation of the righteous. *6* For the LORD knoweth the way of the righteous: but the way of the ungodly shall perish.



who you walk with

- How far you in live is based .. People you walk with;
- Good friend will carry you ..
- They will support you...
- They will take you to the feet of Jesus....
- They give you hope ... the sick person would have been left to die ... but they said that he will not die , he will live to declare the goodness of the lord in the land of the living



No.5 Risk taking



No.5 Risk taking

- **Risk taking - The four lepers**
- The concept of "risk" usually refers to the probability of loss of a valued resource. For example, if I invest my money, what is risk (likelihood) that I will lose my money? If I go rockclimbing, what is the risk that I will lose my life or suffer pain? We can refer to this "risk of loss" as R-.
- But "risk" is also about gain (R+). Why do you gamble on the possibilities of life? In order to "gain" possible positive outcomes. Why do you speed on the road, given the increase in the likelihood of crashing (R-)? Because you seek R+ possibilities, or positive aspects of risk, such as the thrill of speed or satisfaction of getting somewhere on time.
- **The Four Lepers**
- "There were four lepers at the gates of Samaria. One said to the other: Why are we sitting here waiting to die? Let us go to the Syrian camp. If they let us live, we will live. If they kill us, we will die." II Kings 7:3-4

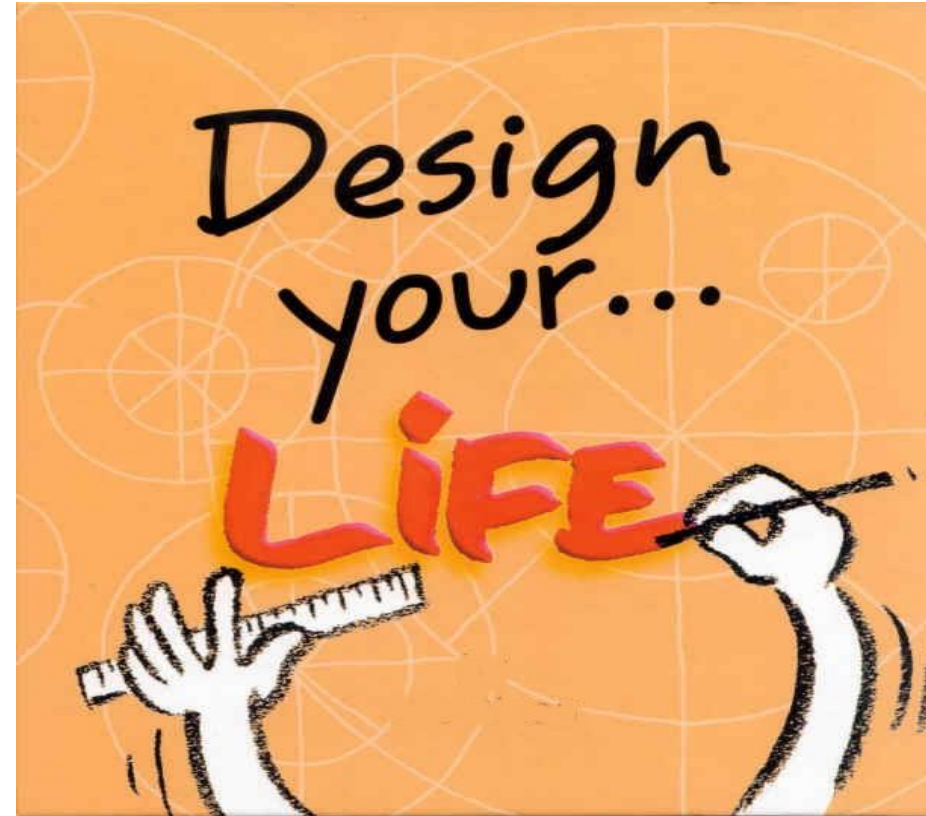


Manage your attitude



ATTITUDE

**You are the
artist ...**



EFFECTS OF NEGATIVE ATTITUDE

**Nothing on earth can help a man with a negative attitude
.....andnothing
on earth can stop a man with a positive attitude**



Attitude Control!



1831 - Lost his job

1832 - Defeated in run for Illinois State Legislature

1833 - Failed in business

1834 - Elected to Illinois State Legislature

1835 - Sweetheart died

1836 - Had nervous breakdown

1838 - Defeated in run for Illinois House Speaker

1843 - Defeated in run for nomination for U.S. Congress

1846 - Elected to Congress

1848 - Lost re-nomination

1849 - Rejected for land officer position

1854 - Defeated in run for U.S. Senate

1856 - Defeated in run for nomination for Vice President

1858 - Again defeated in run for U.S. Senate

1860 - Elected President



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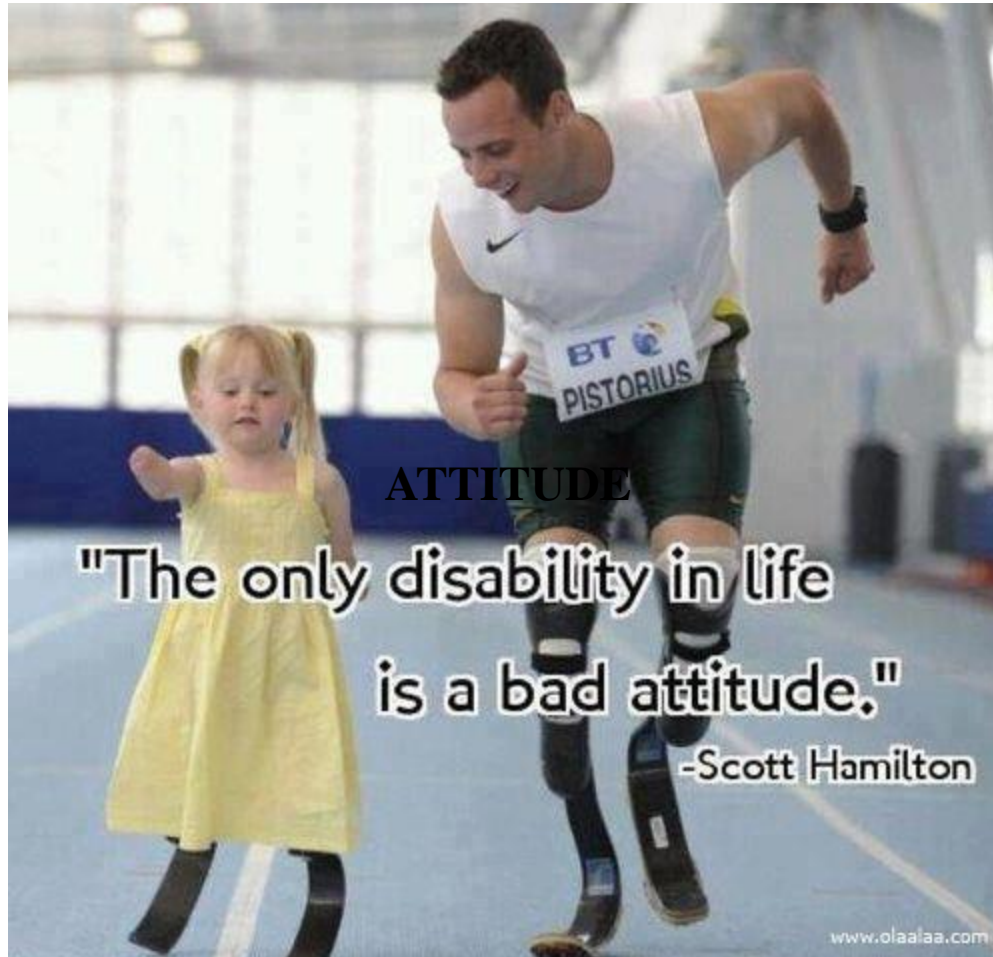
ITS ALL IN THE MIND



Sometimes the chains that prevent us from being free are more mental than physical

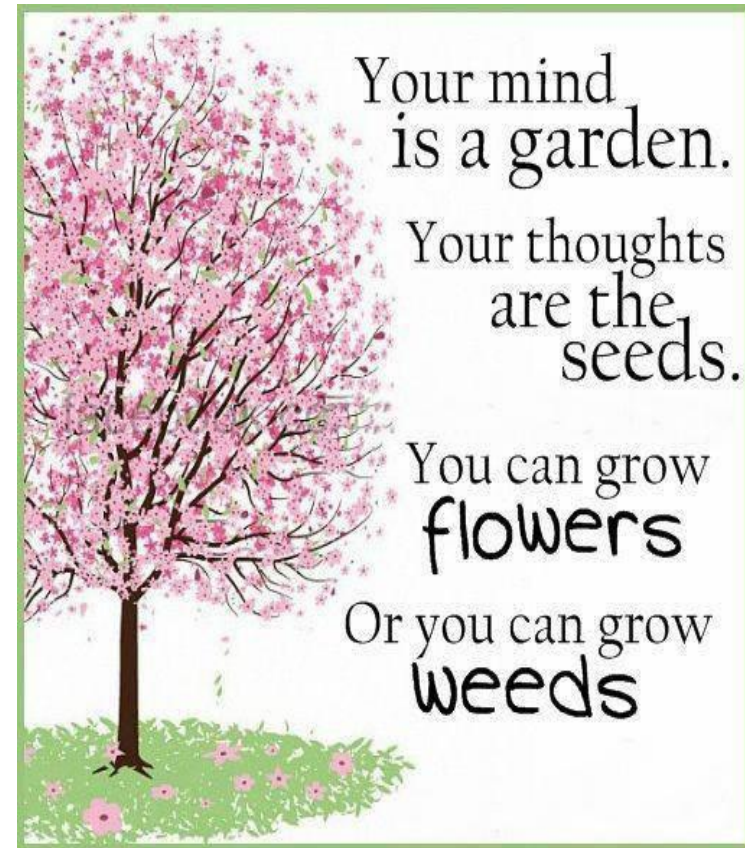


ATTITUDE

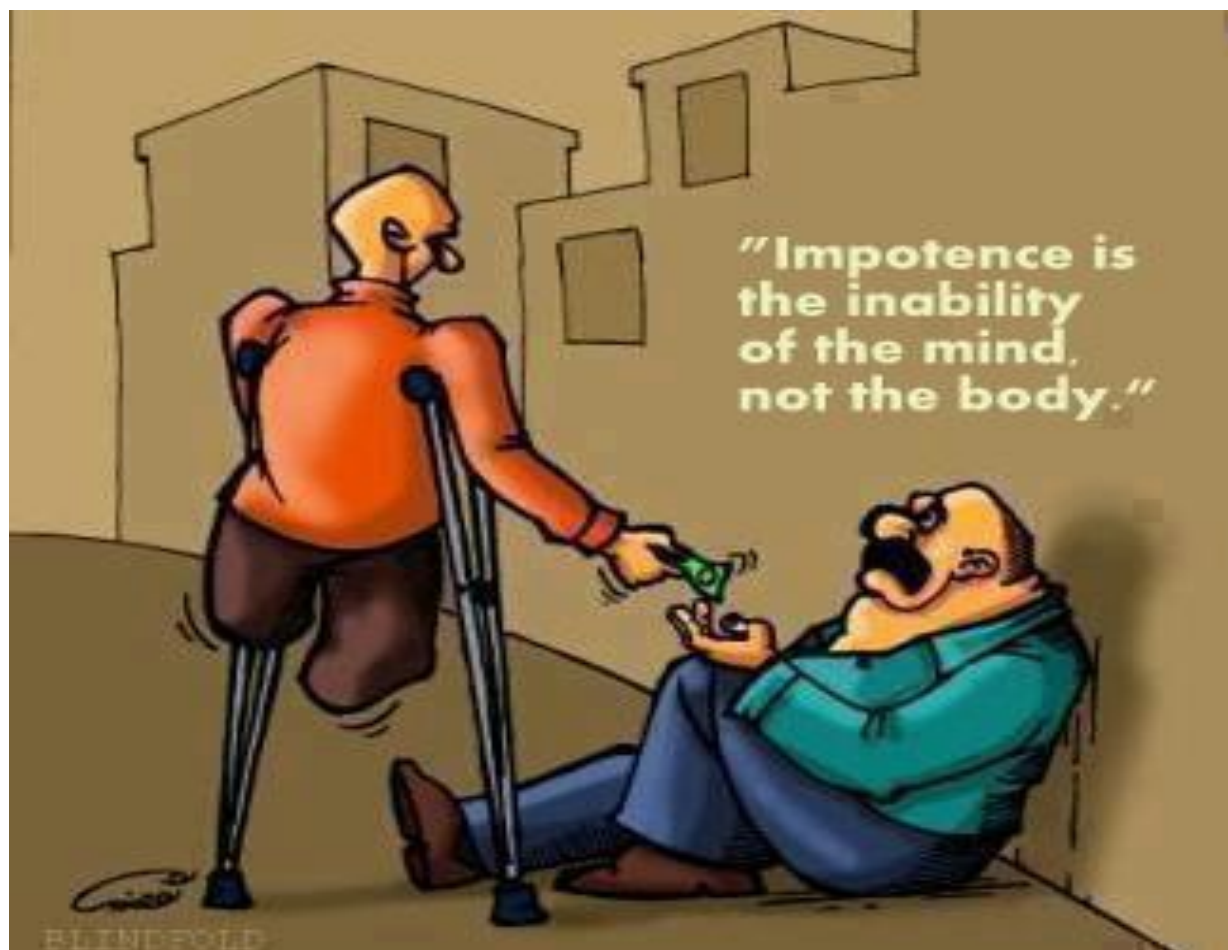


What defines a man's attitude?

- It is literally what he thinks, his character being the complete sum of all his thoughts.
- Circumstance does not make the man, it reveals him to himself.



So how do you develop a positive attitude...???



How to Develop a positive attitude

- Choose to be happy.
- Look at the bright side of life.
- Always be optimistic on circumstances
- Find reasons to smile more often
- Have faith in yourself
- Lock out of life negative thinking and worries



How to Develop a positive attitude cont..

- Associate yourself with happy people.
- Read inspiring stories and quotes.
- Repeat affirmations that inspire and motivate you.
- Visualize only what you want to happen.
- Learn to master your thoughts
- Concentration meditate on what builds you.



Finally don't be Afraid to make Mistakes



An old man said
"Erasers are made For those
who make MISTAKES."

A youth replied
"Erasers are made for
those who are willing to
CORRECT their mistakes !!"

<http://www.facebook.com/StatusMessages>

ATTITUDE MATTERS !!



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Commitment to Excellence

“Keep your thoughts positive, because your thoughts become your words. Keep your words positive, because your words become your behavior. Keep your behavior positive, because your behavior becomes your habits. Keep your habits positive because your habits become your values. Keep your values positive, because your values become your destiny.”

Mahatma Gandhi



..... Risk taking

- You will never write history without taking risks;



Four Dimensions of Renewal

Physical

**Exercise, Nutrition
Stress Management**

Mental

**Reading, Visualizing,
Planning, Writing**

Social/Emotional
Service, Empathy,
Synergy,
Intrinsic Security

Spiritual

**Value Clarification &
Commitment
& Meditation**



Life Cycle of Financial Planning



SMART Financial Goals

Specific

State exactly what is to be done with the money involved

Measurable

Write the exact dollar amount

Attainable

Determine how it can be reached, which is often determined by the individual's budget

Realistic

Do not set the goal for something unattainable or unrealistic

Time Bound

Specifically state when the goal needs to be reached



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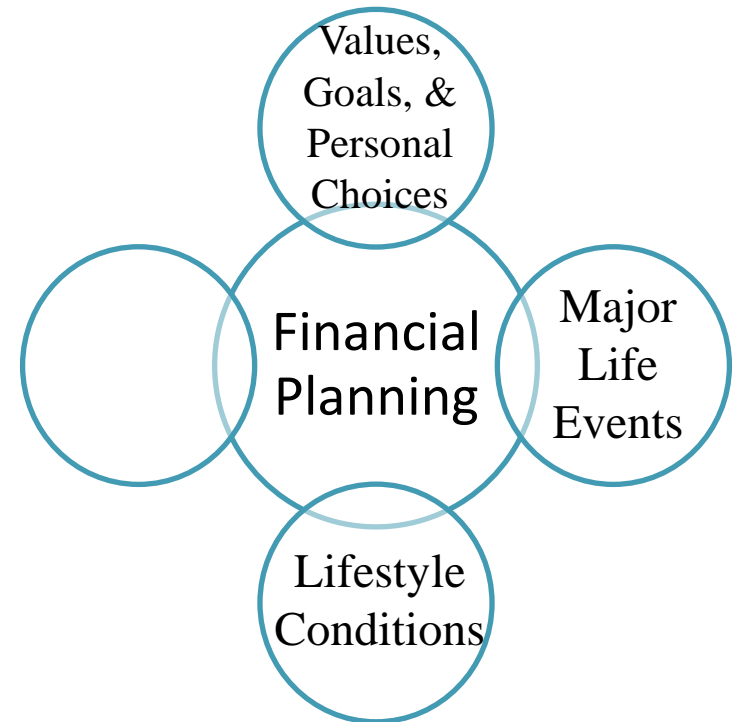
Personal Financial Management Jokes

- ❑ Money can't buy [happiness](#); it can, however, rent it." – *Unknown*
- ❑ "The only thing [money](#) gives you is the freedom of not worrying about money." – *Johnny Carson*
- ❑ "It is pretty hard to tell what does bring happiness; poverty and wealth have both failed." – *Kin Hubbard*
- ❑ "Whoever said money can't buy [happiness](#) simply didn't know where to go shopping." – *Bo Derek*
- ❑ "If you would know the value of money, go and try to borrow some." – *Benjamin Franklin*
- ❑ "The greatest luxury of riches is that they enable you to escape so much good advice." – *Sir Arthur Helps*



lifestyle conditions that may affect a person's financial plan

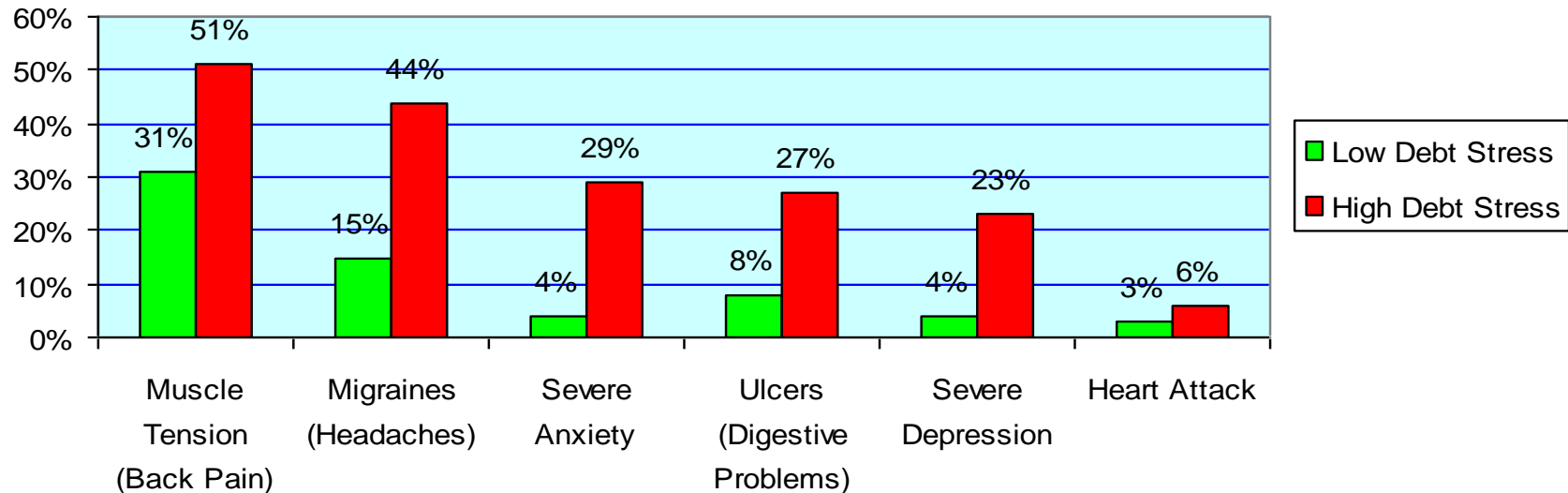
Marital status	Age
Income	Number of dependents
Education	Employment status
Health status	Economic outlook



Debt Management

The Associated Press Poll Stresses Of Being Buried Under Debt

(1,002 adults, taken 3/24/08-04/03/08, +/- 3.1% margin of error)



Which of the following illnesses and other health problems, if any, have you had in the past 12 months?

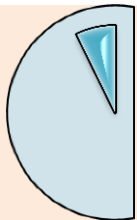


How to Manage your Debt

- Plan before you borrow.
- Do not commit more than 1/3 of income on loan repayments
- Thou shall not covet - don't borrow for things you desire but don't need.
- Avoid borrowing on consumption items - car, holiday, furniture, etc
- Avoid a 'savior' mentality - you can't save everyone.
- Write a list of all your debts and prioritize
- Pay your loans as fast as possible
- Avoid credit card debt - it is the most expensive.
- Record your expenses on a daily basis and plan on where to cut down.



Budget Busters



Housing



Food



Automobile



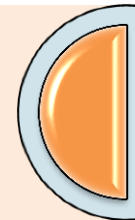
Debt and Savings



Insurance-Medical



Recreation/Entertainment



Clothing

- Remember budgets don't operate on auto-pilot, they require effort and family understanding. If you're determined to achieve and maintain a debt-free lifestyle, then living on a budget is essential. Don't **bust your budget**.



Ten Rules Of Poverty

1. Never wake up early
2. Never plan how to spend your money
3. Don't think of saving until you have real big money
4. Don't engage in activities usually reserved for the "uneducated"
5. Don't think of starting a business until an angel comes from heaven and gives you capital.
6. Complain about everything except your own attitude
7. Spend more than you earn
8. Compete in Dressing
9. Buy a second hand car that costs more than three times your gross monthly pay
10. Give your children everything they ask for since you are a loving parent

Source: *The East African*



12 THINGS SUCCESSFUL PEOPLE DO DIFFERENTLY

1. They create and pursue focused goals
2. They take decisive and immediate action
3. They focus on being productive, not being busy
4. They make logical informed decisions
5. They avoid the traps of trying to make things perfect
6. They work outside their comfort zone
7. They keep things simple
8. They focus on making small continuous improvements
9. They measure and track their progress
10. They maintain a positive attitude as they learn from mistakes
11. They spend time with motivational people
12. They maintain balance in their life



End of presentation

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