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“A Successful Retirement”

Goal: Avoid coming up short in retirement

Planning for a secure retirement, one in which retirees feel that they and their **resources will be safe** and produce the **lifetime of income** they need, seems more difficult than ever before. Those within sight of retirement or just into retirement quickly realize that the game changes from accumulating retirement assets (filling the bucket) to developing a **plan to distribute those assets** (emptying the bucket) in a **lifestyle-sustaining** manner while **protecting those assets from risk**. Once this is understood, the vision of what is important to a successful retirement and the challenges to planning it become clear. We can provide **insight, understanding** and **experience** as well as access to innovative financial products and strategies that provide **solutions**.

Let's use an example to illustrate the definition of success. An example outside of the finance world would be best. Many people know that Sir Edmund Hillary was the first to successfully climb Mt. Everest, the world's highest peak, in 1953. But, was he the first? The answer here lies in the definition of success. If you define success as not only climbing up but also safely getting back down, Hillary was the first to do that. We don't hear much of George Mallory who is suspected of reaching the summit years earlier in 1924. Why? He never made it back down.

We strongly believe that the same definition of success should also be applied to retirement income planning. How you empty the retirement bucket is as important as filling it. Retirees must properly **identify the risks** associated with this part of the plan and must develop a plan that is focused on providing **predictable and reliable** income while attempting to **mitigate the risks**. Then, retirees must take steps to position the retirement assets according to what the plan demands. A clear understanding of inflation risk, longevity risk, market risk, withdrawal risk and health care costs risk go a long way in helping clients develop a **realistic plan** around their individual preferences and **risk tolerance**. We specialize in helping clients plan for a successful retirement and help them develop a strategy that addresses these concerns and keep their assets **flexible**, allowing them to be **confident** going into retirement years.

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