

THE NEW FINANCIAL LONGEVITY BUNDLE®



Universal Wealth Management, LLC

Karen Emma

945 Reservoir Avenue

Cranston, RI 02910

401.331.7600

401.331.7800

www.universalwm.com

info@universalwm.com

Securities, Advisory and Insurance Services offered through Royal Alliance Associates Inc. Member FINRA, SIPC and a registered investment advisory. Additional insurance services offered through Universal Wealth Management, LLC, which is not affiliated with Royal Alliance Associates, Inc. or registered as a broker-dealer or investment advisor.

Neither Royal Alliance Associates, Inc. nor its representatives or employees provide legal or tax advice. Invest involves risk including potential loss of principal. No investment strategy can guarantee a profit or protect against a loss in periods of declining values. Past performance is no guarantee of future results. Please note individual situations can vary.

This message and any attachments contain information, which may be confidential and/or privileged, and is intended for use only by the intended recipient, any review, copying, distribution or use of this transmission is strictly prohibited. If you have received this transmission in error, please (i) notify the sender immediately and (ii) destroy all copies of this message. If you do not wish to receive marketing emails from this sender, please reply to this email with the word REMOVE in the subject line.

The information presented here is not specific to any individual's personal circumstances.

To the extent that this material concerns tax matters, it is not intended or written to be used, and cannot be used, by a taxpayer for the purpose of avoiding penalties that may be imposed by law. Each taxpayer should seek independent advice from a tax professional based on his or her individual circumstances.

These materials are provided for general information and educational purposes based upon publicly available information from sources believed to be reliable—we cannot assure the accuracy or completeness of these materials. The information in these materials may change at any time and without notice.

The New Financial Longevity Bundle® A Lifeline Letter from Universal Wealth Management

There was a time, a generation ago in the 20th Century, when thinking (at all) about supporting yourself in your retirement years generally involved only one thing: the size and viability of your financial portfolio and your non-liquid assets (if any).

Not so in the 21st Century.

Today, financial portfolios and non-liquid assets, while obviously important, are only one of the critical elements that make up and affect the cash flow that you will absolutely need for your retirement income – cash flow that ensures that you do not outlive your money.

In order not to outlive your money, you need to recognize and manage all of these critical elements. Do this and you will have what we call a Financial Longevity Bundle® —Lifetime Cash Flow!

The first step may be the most difficult. No matter how comfortable you feel today, don't assume everything will be okay. Don't ignore the *New Reality*. To help you understand that New Reality, here are Eleven Deadly Errors that you need to avoid:

Deadly Error 1: Disregarding Extended Longevity

Many today still believe that a “very long life” is unusual and not in the cards for them. That belief is no longer valid. In the 21st Century, we are experiencing a longevity revolution. However, most individuals today still believe that a very “long life” is not in the cards for many people, especially themselves.

In the early 1920s, an average 10-year old male could expect to live about 64 years; his wife, a year or so longer. By the end of the century, life expectancy increased another 11 years, bringing the average to age 75. Today that number is up to age 77 and rising rapidly.

In 2010, the U.S. Census reported 53,364 centenarians (people 100 years or older) -- a 66 percent increase since 1980. By 2020, only three years from now, the number of centenarians is expected to increase to 200,000. By 2030, the population over 80 years old in the United States is expected to increase from 9.3 million to 19.5 million. You could be one of them.



THE NEW FINANCIAL LONGEVITY BUNDLE®

Deadly Error 2: Grossly Insufficient Lifetime Saving

Benjamin Franklin said “a penny saved is a penny earned.” He would never have approved of today’s saving habits. In the United States, savings and investments have declined significantly as a percentage of GDP over the last 40 years. Savings and investments have all but collapsed since the 2008 financial crisis.

The excuses often heard:

1. *Every year the government deducts more and more for Social Security and Medicare.*
2. *I have no money left after 401(k) / retirement plan contributions, taxes, increasing healthcare costs and inflation.*
3. *How can I save anything when I have a family to support?*

Lack of saving is a particularly virulent disease of American youth. They suffer from a rampant need for immediate gratification that is fed by technology which conveniently delivers to the door while obscuring costs. Large college loans, irresponsible spending, delayed maturity, social pressure from contemporaries, despair for the future and moral decline – all contribute to a corrosive savings malaise.

Deadly Error 3: Unaffordable Mortgages / Lifestyle

Levels of lifestyles barely financed at the peak of your income are difficult to maintain on reduced cash flow needed to last for possibly 40 years. A painful symbol of this is the financial drain of a large long-term mortgage on a house that was barely affordable when purchased.

Deadly Error 4: Failure to Monitor / Manage Retirement Plans (Pensions / 401(k) plans)

A pension fund and a 401(k)/Qualified Plan may not be monitored or managed successfully. However, for many it is easier to trust that all is being properly managed or at least monitored by plan administrators. Employees often purchase company stock in 401(k)’s out of loyalty and rarely sell it for fear of retribution regardless of how poorly it may be doing or is expected to do. Many also still believe that if they save in these types of retirement vehicles alone they will have more than enough in retirement. Others, need immediate cash flow while working, never save enough in these means for their retirement.

Securities, Advisory and Insurance Services offered through Royal Alliance Associates Inc. Member FINRA, SIPC and a registered investment advisory. Additional insurance services offered through Universal Wealth Management, LLC, which is not affiliated with Royal Alliance Associates, Inc. or registered as a broker-dealer or investment advisor.

Neither Royal Alliance Associates, Inc. nor its representatives or employees provide legal or tax advice. Invest involves risk including potential loss of principal. No investment strategy can guarantee a profit or protect against a loss in periods of declining values. Past performance is no guarantee of future results. Please note individual situations can vary.

This message and any attachments contain information, which may be confidential and/or privileged, and is intended for use only by the intended recipient, any review; copying, distribution or use of this transmission is strictly prohibited. If you have received this transmission in error, please (i) notify the sender immediately and (ii) destroy all copies of this message. If you do not wish to receive marketing emails from this sender, please reply to this email with the word REMOVE in the subject line.

The information presented here is not specific to any individual’s personal circumstances.

To the extent that this material concerns tax matters, it is not intended or written to be used, and cannot be used, by a taxpayer for the purpose of avoiding penalties that may be imposed by law. Each taxpayer should seek independent advice from a tax professional based on his or her individual circumstances.

These materials are provided for general information and educational purposes based upon publicly available information from sources believed to be reliable—we cannot assure the accuracy or completeness of these materials. The information in these materials may change at any time and without notice.

THE NEW FINANCIAL LONGEVITY BUNDLE®

Deadly Error 5: Inept / Often Too Conservative / Too Aggressive Portfolio Management

Nothing can erode portfolio values faster than careless professional management. Investment advice should not be influenced by advisor personal profitability, increased fees and expenses and over-conservative/ over-aggressive portfolio management. And we continue today to see crippling failure by portfolio management to recognize the trend to extended longevity.

Deadly Error 6: Failure to Manage / Maximize Healthcare Costs & Plans

The cost of healthcare has become increasingly expensive. The average American while still employed can be lost in the healthcare system. Misunderstanding the impact of obligations such as copays, deductibles, and coinsurance can surprise and potentially impoverish you with healthcare debts for which one never planned. Medicare was supposed to help you when you retire, instead it has created more confusion and increased expenses for retirees.

Deadly Error 7: Failure to Maximize / Plan Social Security

The original promise of Social security: A government guaranteed retirement income that replaced in whole or in part your income from your job. However, over the years, the payment that you can expect has increasingly become only “in part.” Today Social Security can disappoint you if you fail to sort out and maximize its complex changing array of moving parts: payments, claiming options and multiple choices for individual/family situations. Moreover, the future value of Social Security payments is too often not anticipated as cost-of-living increases (COLA’s), if any. Instead, Social Security payments are being drastically reduced by deductions such as Medicare Part B expenses, penalties, and rising health plan costs.

Deadly Error 8: Divorce: End of Living on Two Incomes

Divorce is the enemy of retirement planning. Not only can a settlement divide assets and cash flow, but it can also end the obvious benefit of combining a couple’s Social Security and other income without necessarily an equal reduction in expenses. Divorce can also eliminate Social Security Retirement Benefits and may affect Social Security Survivor Benefits.

Securities, Advisory and Insurance Services offered through Royal Alliance Associates Inc. Member FINRA, SIPC and a registered investment advisory. Additional insurance services offered through Universal Wealth Management, LLC, which is not affiliated with Royal Alliance Associates, Inc. or registered as a broker-dealer or investment advisor.

Neither Royal Alliance Associates, Inc. nor its representatives or employees provide legal or tax advice. Invest involves risk including potential loss of principal. No investment strategy can guarantee a profit or protect against a loss in periods of declining values. Past performance is no guarantee of future results. Please note individual situations can vary.

This message and any attachments contain information, which may be confidential and/or privileged, and is intended for use only by the intended recipient, any review; copying, distribution or use of this transmission is strictly prohibited. If you have received this transmission in error, please (i) notify the sender immediately and (ii) destroy all copies of this message. If you do not wish to receive marketing emails from this sender, please reply to this email with the word REMOVE in the subject line.

The information presented here is not specific to any individual's personal circumstances.

To the extent that this material concerns tax matters, it is not intended or written to be used, and cannot be used, by a taxpayer for the purpose of avoiding penalties that may be imposed by law. Each taxpayer should seek independent advice from a tax professional based on his or her individual circumstances.

These materials are provided for general information and educational purposes based upon publicly available information from sources believed to be reliable—we cannot assure the accuracy or completeness of these materials. The information in these materials may change at any time and without notice.



THE NEW FINANCIAL LONGEVITY BUNDLE®

Securities, Advisory and Insurance Services offered through Royal Alliance Associates Inc. Member FINRA, SIPC and a registered investment advisor. Additional insurance services offered through Universal Wealth Management, LLC, which is not affiliated with Royal Alliance Associates, Inc. or registered as a broker-dealer or investment advisor.

Neither Royal Alliance Associates, Inc. nor its representatives or employees provide legal or tax advice. Invest involves risk including potential loss of principal. No investment strategy can guarantee a profit or protect against a loss in periods of declining values. Past performance is no guarantee of future results. Please note individual situations can vary.

This message and any attachments contain information, which may be confidential and/or privileged, and is intended for use only by the intended recipient, any review; copying, distribution or use of this transmission is strictly prohibited. If you have received this transmission in error, please (i) notify the sender immediately and (ii) destroy all copies of this message. If you do not wish to receive marketing emails from this sender, please reply to this email with the word REMOVE in the subject line.

The information presented here is not specific to any individual's personal circumstances.

To the extent that this material concerns tax matters, it is not intended or written to be used, and cannot be used, by a taxpayer for the purpose of avoiding penalties that may be imposed by law. Each taxpayer should seek independent advice from a tax professional based on his or her individual circumstances.

These materials are provided for general information and educational purposes based upon publicly available information from sources believed to be reliable—we cannot assure the accuracy or completeness of these materials. The information in these materials may change at any time and without notice.

Deadly Error 9: Non-Recognition of Future Family Responsibilities

Aged parents or indigenous favorite aunts living in your guest room or nursing homes, unemployed or dysfunctional children and grandchildren staying in your basement or playroom, family members suffering from mental illness and frequent visiting alcoholic or drug problem siblings- all can be unanticipated drains on retirement cash flow. Today we have parents, grandparents and other family members who go so far as to have co-signed college loans, auto loans and more. The co-signers always assume these loans will be paid back before or during their retirement. The co-signers also assume that after college the borrowers would easily be able to obtain well-paying jobs. Both assumptions are not bankable.

Deadly Error 10: Failure to Plan for Unanticipated Life Events

Only if you are unusually lucky can you absolutely count on not suffering in your lifetime such crippling events as: being involved in a serious automobile accident; being robbed or assaulted; losing your home in a fire or natural disaster; losing a leg to a shark; choking on a piece of steak; unexpected loss of a loved one; sudden contraction of a catastrophic disease; a crippling fall in bathtub or icy walk; need for an elder care nursing home – all could happen to you.

Deadly Error 11: Inadequate Estate/Generational Planning

Neglect, forgetfulness or absence of sound estate planning can result in serious erosion of cash flow late in life, with overwhelming debt at the end of life and costly estate settlement litigation. Along with disposition of assets, the potential burden of such possible financial obligations as a home underwater, medical bills, unpaid credit cards, auto loans, personal loans and funeral expenses need to be addressed.

The Eleven Deadly Errors can interact with and trigger each other. Any one or more of the Eleven Deadly Errors can seriously shrink your lifetime cash flow. Awareness and avoidance are hallmarks of a successful **Financial Longevity Bundle®**.