

# Modern Retirement Planning

COURSE FOR ADULTS - AGES 50-70

## HOW YOU'LL BENEFIT FROM THIS COURSE

- 1 Set lifestyle goals
- 2 Create a comprehensive retirement plan
- 3 Take control and stay flexible with your "nest egg"
- 4 Potentially reduce your effective tax rate on investment income with non-traditional investments
- 5 Evaluate long-term care alternatives
- 6 Determine if you should convert your Roth IRA
- 7 Reduce risk in your retirement portfolio without reducing your income
- 8 Avoid taxes and delays with the proper estate plan

## LOCATION



### Golden West College

Criminal Justice Bldg., Room 105  
15744 Goldenwest Street  
Huntington Beach, CA 92647

## DATE & TIME

**Thursdays**

**May 11th & May 18th, 2023**

**6:00pm-9:00pm**

# Modern Retirement Planning

## WHAT IS IT?

Modern Retirement Planning™ (MRP) is a workshop study of the latest concepts and concerns for structuring a successful retirement plan. Goal setting techniques and creative strategies designed to maintain control and flexibility will be the common theme for the course.

MRP introduces a unique “alternative strategy” section. Non-market securities can reduce portfolio correlation when diversification doesn’t provide enough stability during volatile markets.

The course will address estate planning issues as well as alternative approaches to long-term care.



## WHO SHOULD ATTEND?

Modern Retirement Planning™ is both timeless and timely. Anyone interested in the following should attend this course:

- Setting realistic goals
- Addressing inflation
- Avoiding common mistakes
- Assessing investments
- Managing risk
- Lowering taxes
- Efficient estate planning
- Grasping concepts and strategies

## COURSE OBJECTIVE:

To familiarize you with the concepts and terminology associated with the retirement planning process.

## COURSE GOAL:

To prepare you to more confidently exert control over your retirement planning process than before you took the course.

**Objective, unbiased, and up-to-date instruction delivered by an industry professional.**  
**- no “selling” of anything.**

# What to Expect

## COURSE OBJECTIVE

Modern Retirement Planning™ is a course designed to help individuals comprehend the principles for successful retirement. You will learn how to set reasonable goals based on your personal means. A primary objective will be to become familiar with the concepts and terminology that are so frustrating to individuals approaching retirement age. The course is not biased toward any company or product, but rather focuses on the concepts needed to make informed decisions. With knowledge, you gain confidence. With confidence, you gain control. Take control of your retirement!

## REGISTRATION INCLUDES:

- **Modern Retirement Planning™ Workbook** - a 200+ page textbook written in an easy to understand format. The text will follow and clarify the concepts being discussed in class. It is yours to keep and will be a valuable reference tool for years to come
- Your **spouse or guest** may attend at no additional cost.
- **Optional one-on-one strategy session** with a retirement planning industry professional - If you have personal concerns or questions about specific products, you may arrange to meet privately with the instructor. This opportunity is offered at no additional charge. Guests of students may also schedule a consultation. This session is optional and is not required to complete the course.

## INSTRUCTION

Modern Retirement Planning™ is both entertaining and informative. Qualified financial professionals who bring years of experience and real-life stories to the classroom teach the course. Interactive-lecture encourages students to ask questions and benefit from group discussions. The six-hour course will be taught in two three-hour sessions.

## ABOUT YOUR INSTRUCTOR

Christopher G. Haberl, CLU, ChFC, has been advising individuals, businesses, and families for over 28 years. He offers securities and advisory services through Centaurus Financial, Inc., member FINRA/SIPC, a Registered Investment Advisor. California Life Insurance License No. #0B33151. Haberl Wealth Management and Centaurus Financial, Inc. are not affiliated companies.

**Education is knowledge  
and knowledge cultivates  
confidence.**



# Day 1

## SECTION 1

### ✓ SETTING GOALS

Every successful retirement plan has a successful beginning...the game plan. The amount you need to plan for starts with determining what your lifestyle will be. Will you travel? Will you stay home with the grandchildren? Will you start a new career or serious hobby? It's hard to hit a target if you don't have one! Some will be debt free. What is the best way to manage out-of-control debt? We are living much longer and retiring much earlier than our parents and grandparents. Our money will need to last longer, how do we plan accordingly?

## SECTION 2

### ✓ CONSIDERING THE COSTS

What was your income 20 years ago? What is it today? Inflation is a cost we must consider throughout our retirement years! Will our tax rate change? What lifestyle are you planning for? One must consider all costs when calculating how much money you will need for retirement. Are you prepared to retire? Studies show that most people think they will have enough money to retire on. The same research shows that very few have sat down to determine all the costs.

## SECTION 3

### ✓ NEST EGG SOURCES

You should identify your resources as: (a) nest egg funds, (b) emergency funds, or (c) special goal funds. Identify each source as taxable, tax-deferred, or tax-free. Know the rules of each source. A 403(b) is not the same as a 457. The IRA is not the same as a Roth IRA. What is the difference in a defined benefit plan and a defined contribution plan? Should you convert your Roth? What can we expect from Social Security? When is the best time to start taking Social Security payments? A comprehensive plan should consider the aggregate of all sources.

## SECTION 4

### ✓ ESTATE PLANNING

Wills, trusts, inheritance taxes, gift taxes, income taxes, capital gains taxes, probate, conservatorship, powers of attorney...what about all this? Estate planning is concerned with the living estate as well as how to pass your estate to the heirs as tax efficiently as possible. Can you control the estate for your heirs after your death? There are many strategies for control and efficiency concerning the estate. Will your estate be private or public when you pass? Should you hold assets jointly or as tenants-in-common? What is community property? Which trusts do you need and which do you want to avoid? Every situation is different based on your needs.



# Day 2

## SECTION 5

### ✓ TRADITIONAL INVESTMENTS

The most critical decisions you make during retirement could be your choice of investments to fund your “nest egg”. While stocks and bonds are the building blocks of traditional investments, there are many ways to arrange them. Mutual funds, exchange traded funds (ETF), unit investment trusts (UIT), and variable annuities (VA) are just a few. Know the difference between a professionally managed account and a brokerage account. Learn the difference between fixed and variable growth. Which investments have the best opportunity to reduce taxation and still meet retirement goals?

## SECTION 6

### ✓ NON-TRADITIONAL INVESTMENTS

This section, will discuss “non-market correlated” investments. If used properly, non-traded, non-correlated investments can reduce your effective tax rate while providing additional diversification to your retirement portfolio. These investments are less liquid than traditional stocks and bonds, but can be a great alternative to market risk if used properly.

## SECTION 7

### ✓ PROTECTING YOUR ASSETS

The unexpected peril is the greatest enemy of a good retirement plan. How do you protect your most important assets during retirement? Too much protection is expensive, but not enough can be a disaster. How do we calculate the right amount? Alternative Long-Term Care programs can be less expensive and easier to control than traditional insurance programs. Do you still need life insurance or are you already self-insured? What does Medicaid cover? How do you know if you are self-insured?

## SECTION 8

### ✓ STRATEGIES

When taking income at retirement, it is important to maintain control of your nest egg and stay flexible in a constantly changing environment. Learn alternative strategies designed to maintain control of your money and maximize your efforts. You will benefit from the unique cost-saving ideas discussed in this section.

Foresight Education, LLC, provides the Modern Retirement Planning curriculum on an “as is” basis to your instructor and makes no warranties or representations regarding the sufficiency of the curriculum for your individual legal, tax, or estate planning needs. Foresight Education, LLC recommends consultation with your own legal or tax counsel regarding your specific needs. Your instructor is an independent investment advisor and is not an affiliate, employee, or consultant of Foresight Education, LLC, and therefore, Foresight Education, LLC, does not endorse, approve of, monitor, or take responsibility for your instructor's statements or actions at any Modern Retirement Planning Workshop.

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# Course Curriculum

## SETTING GOALS

- An educated approach to goal setting
- Retirement Objectives
- Prepare for new opportunities
- Keep good records
- Control debt and credit
- Creative Strategies to Reduce Taxes
- Capital Gains vs. Ordinary income
- 8 mistakes to avoid

## CONSIDERING THE COSTS

- How long will you be retired?
- Life expectancy and inflation
- Early retirement concerns
- Will your nest egg last?
- Can you retire now?

## NEST EGG SOURCES

- Roth and Traditional IRAs
- Employer sponsored retirement plans
- Defined contribution vs. defined benefit plans
- Social Security concerns
- Roth conversions
- Working while taking social security
- "Other" income sources

## ESTATE PLANNING

- How to reduce probate
- Trusts and wills
- Which trust is right?
- Joint ownership and community property
- Gift taxes
- Inheritance taxes
- Addressing mental incapacity
- Durable power of attorney

## TRADITIONAL INVESTMENTS

- Determine risk tolerance
- Emergency funds and cash accounts
- Stocks and Bonds
- Mutual Funds
- Unit Investment Trusts
- Exchange Traded Funds
- Professionally Managed Accounts
- Fixed vs. Variable Annuities
- Asset allocation

## NON-TRADITIONAL INVESTMENTS

- Traded vs. Non-traded REITS
- Non-traded alternative investments
- Commodities
- Foreign exchange
- Hedge funds

## PROTECTING YOUR ASSETS

- Assessing your need for insurance
- Life Insurance
- Health and Medicare insurance
- Disability income needs
- Long-term care options

## STRATEGIES

- Avoid irreversible mistakes on pension choices
- When a 401k should not be rolled over
- Serious decisions when changing or terminating jobs
- Pension maximization
- Rollover or direct rollover? There is a difference.
- Lump sum distribution? Yes or No?
- Avoid penalty before 59½.
- Keep control of pension and annuity withdrawals.
- Control and flexibility during retirement

# 4 Easy Ways to REGISTER

## 1 PHONE

Call today to register or for any questions. Have your credit card information ready.

714-895-0800

## 2 MAIL

Complete the registration form and mail with your registration fee.

Please make your check payable to:  
Golden West College

Mailing Address:  
Community Education & Activities  
Golden West College  
15744 Goldenwest Street  
Huntington Beach, CA 92647

## 3 ONLINE

Scan this QR Code



Click "Sign Up Here" to be directed to the registration page.

## 4 IN PERSON

Community Education/Public Safety  
Building:

Walk-up Window

We accept Visa, MasterCard, American Express, or Discover by phone.

Modern Retirement Planning™ is one of many courses powered by Foresight Education, LLC.



### REGISTRATION FORM:

(complete only if mailing registration)

Course: Modern Retirement Planning

Location: Golden West College

Course ID#: 3042.202

I will attend:

☐ THURSDAYS: May 11th & May 18th, 2023  
6:00pm-9:00pm

Your Name \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

☐ I am bringing my spouse or guest at no additional charge.

Name of spouse or guest \_\_\_\_\_

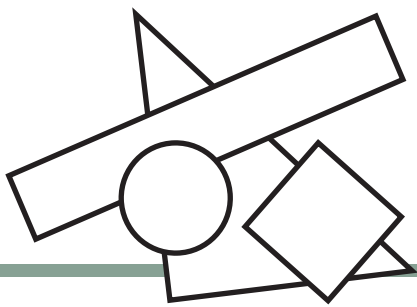
**Registration Fee: \$59**

Advance registration is required!  
(Registration Fee includes 1 workbook)

I am paying by:

☐ Check (make payable to Golden West College)

Visit <http://gwccommunityservices.com>  
for additional course information



# Modern Retirement Planning™

TAKE CONTROL OF YOUR FINANCIAL FUTURE.



Community Education & Activities  
Golden West College  
15744 Goldenwest Street  
Huntington Beach, CA 92647

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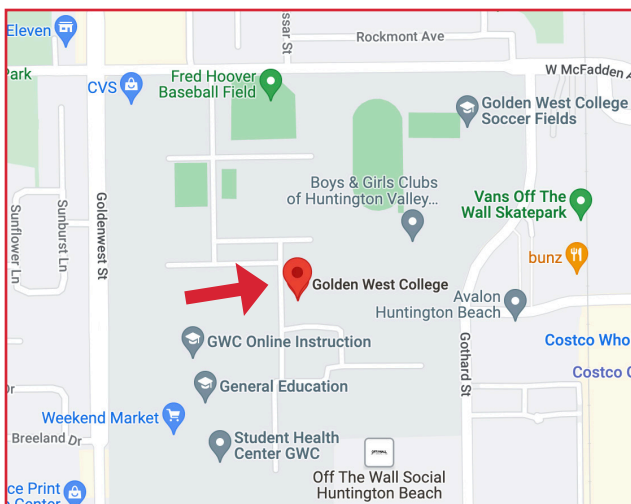
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[Firstname] [Lastname]  
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## ARE YOU **CONFIDENT** IN YOUR **RETIREMENT PLAN?**

### GOLDEN WEST COLLEGE



**Course for Adults - Ages 50-70**  
Look inside for registration details.

People today are shouldering more personal responsibility to finance longer and more expensive retirements. This calls for a fundamental shift in the way we plan for retirement. We must transition from just accumulating savings to creating a way to have a lifetime of income.

**ATTEND THIS COURSE AND GET PRACTICAL INSTRUCTION ON YOUR FINANCES.**

Offered at:

**GOLDEN WEST COLLEGE**

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