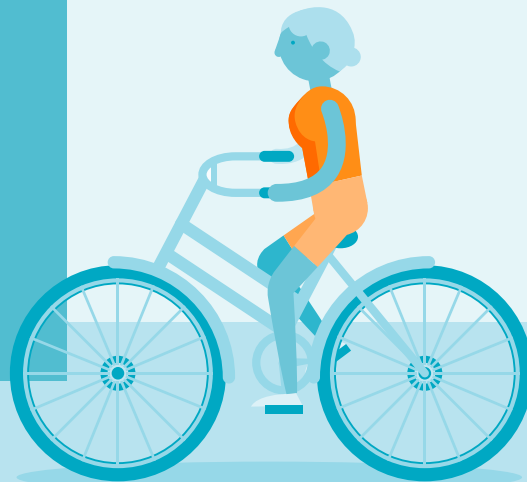


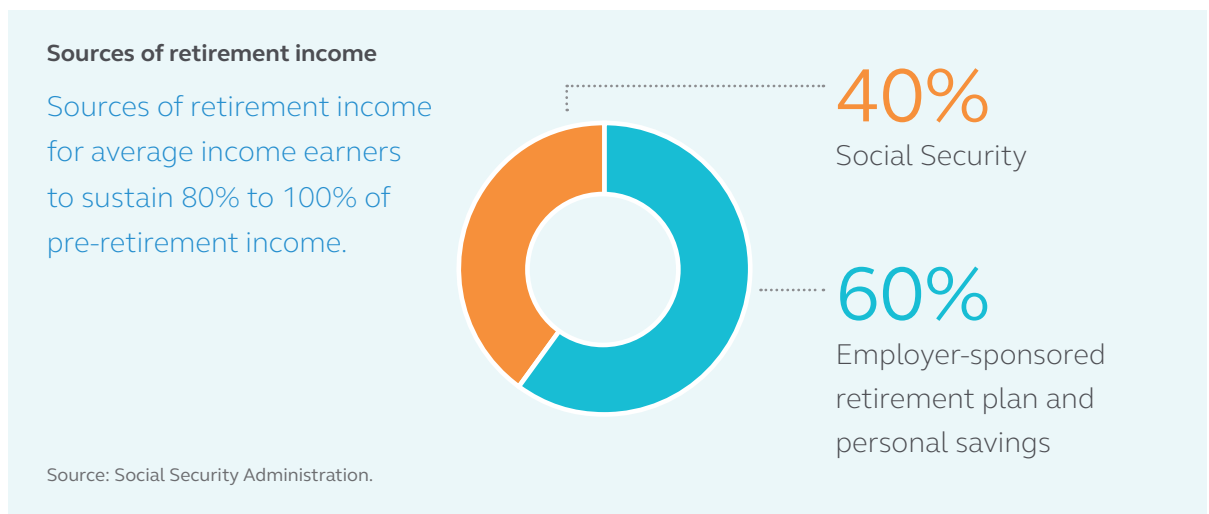
Get the most from Social Security

Investor guide

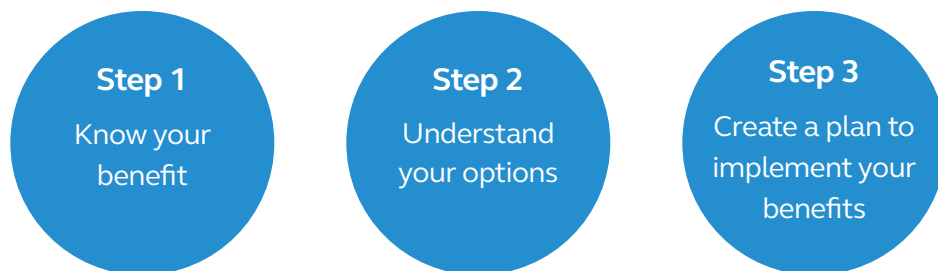


Expecting to get retirement income from Social Security?

You should be. If you're an average income earner hoping to sustain 80% to 100% of your pre-retirement income, you can plan to collect about 40% of that income from Social Security.



And the more you know, the greater your benefit may be. Start planning today by following these simple steps. Your financial professional can help.



NOT FDIC INSURED | MAY LOSE VALUE | NO BANK GUARANTEE

Step 1: Know your benefit

Your benefit estimate

Your Social Security retirement benefit is based on your recorded earnings while employed. The Social Security Administration now mails benefit statements to individuals age 60 and over, who are not receiving benefits and don't have a "My Social Security" account online. There are ways you can obtain details about your retirement benefits:



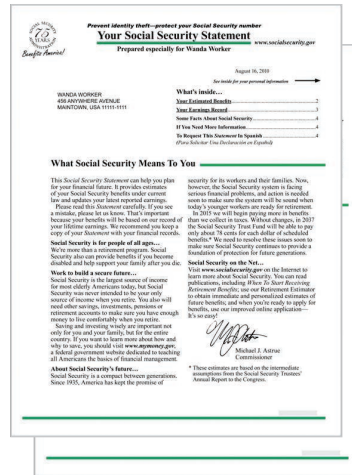
Contact your local **Social Security Administration office.**



Call the **Social Security Administration at 800-772-1213.**

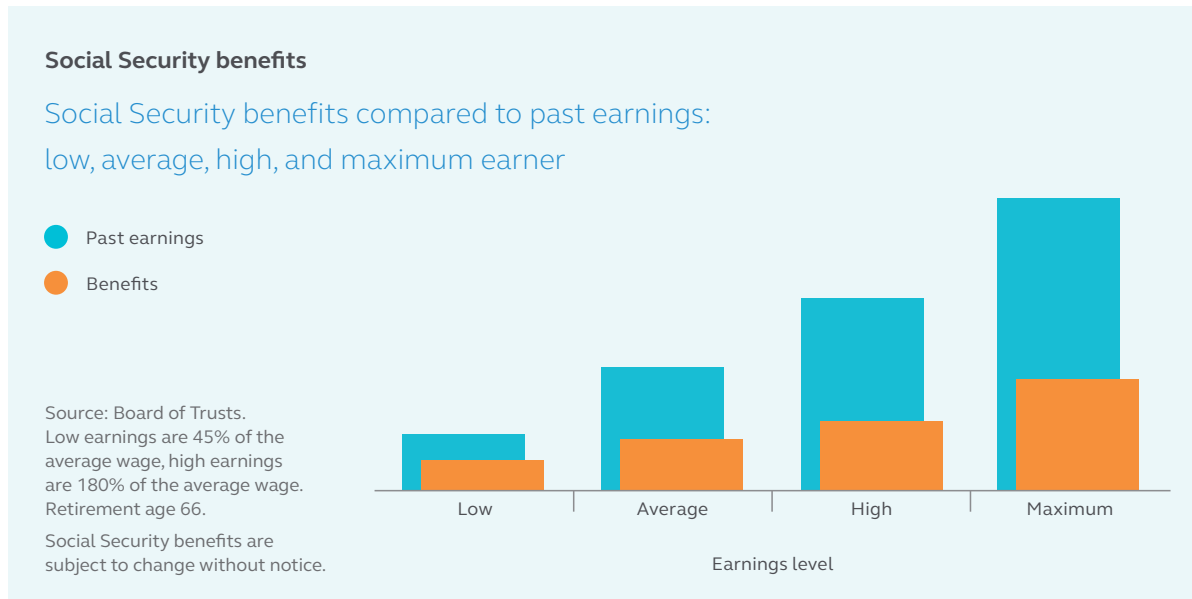


Visit **ssa.gov** and view your personalized information online.



What you can expect

The lower your earnings, the higher percent of earnings you'll receive from Social Security. The following chart provides a sample comparison of past earnings and corresponding Social Security benefit amounts.



Step 1: Know your benefit (continued)

Your Full Retirement Age

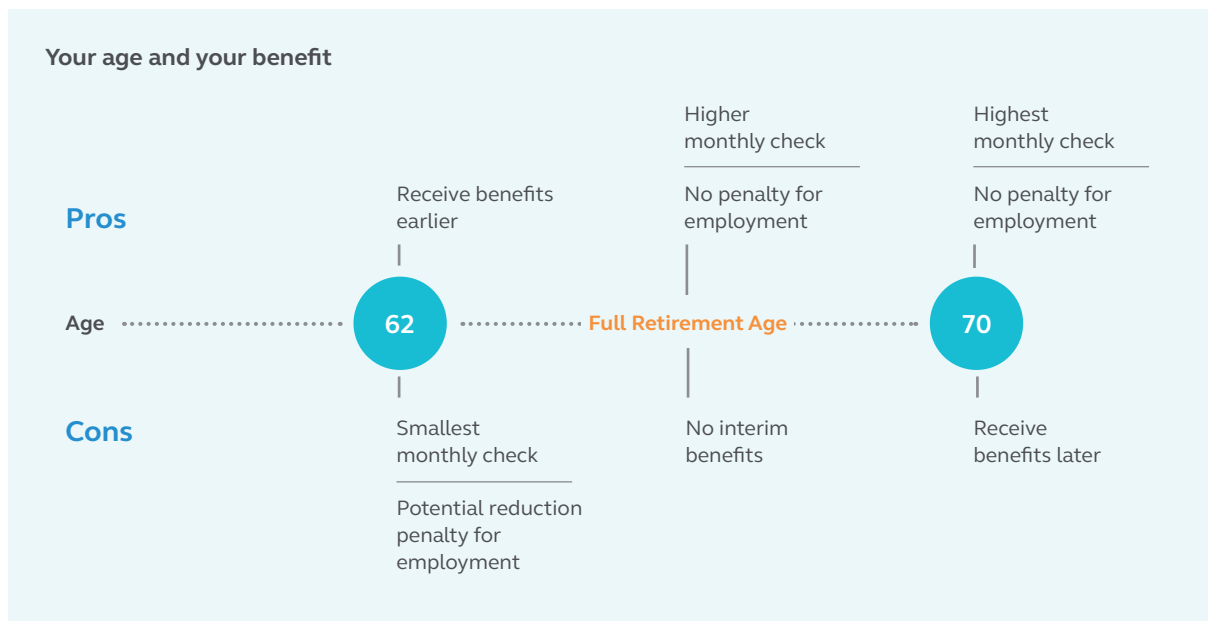
You can begin receiving benefit payments as early as age 62, but you should consider the advantages of electing benefits at or after your Full Retirement Age (FRA). Your Full Retirement Age depends on the year you were born, and determines when you can begin collecting full Social Security benefit payments.

As you decide when to begin receiving your Social Security payments, also consider the timing of other retirement income you plan to receive. The following timeline summarizes how your age aligns with your Social Security benefits, which may impact distribution from different retirement income sources.

Social Security Full Retirement Age

Birth year	Full Retirement Age	Age 62 reduction
1943 – 1954	66	25.00%
1955	66 + 2 months	25.83%
1956	66 + 4 months	26.67%
1957	66 + 6 months	27.50%
1958	66 + 8 months	28.33%
1959	66 + 10 months	29.17%
1960 and later	67	30.00%

Source: Social Security Administration.



Step 2: Understand your options

Work with your financial professional to become aware of your options. You may be able to increase your benefit through strategic choices related to:



Eligibility

Determining if you qualify



Timing

Electing benefit early vs. late



Working

Continuing to work while collecting your benefits



Taxes

Examining the tax impact of your benefit as part of your total income



Spousal benefit

Determining if you're eligible for a Spousal benefit



Do-over option

Changing your previous claiming decision

Eligibility

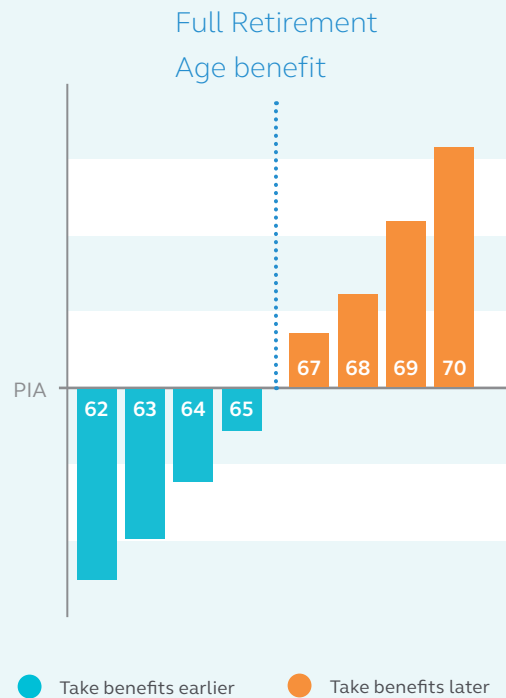
Your earnings throughout your working years determine your monthly Social Security payment. In 2018, \$5,280 of earnings yields 4 credits (the maximum that can be earned in 1 year). It takes 40 credits (minimum of 10 years of work) to qualify for Social Security benefits based on your own work record.

Timing

Sixty-two is the magical age that you can begin receiving your Social Security payment — but there may be advantages to delaying your benefit election until your Full Retirement Age... or even later.

The earlier your benefit payments begin, the more they are reduced. The longer you wait to collect your benefit, the greater your benefit payments become. For each year beyond Full Retirement Age that you delay receiving benefit payments, your benefit increases as much as 8%. At age 70, there's no longer a benefit associated with delaying.

Early vs. late Social Security benefit election



Step 2: Understand your options (continued)

Your unique circumstances determine the advantages or disadvantages of electing benefits early or late.

Consider electing benefits early if you:

- Need the payments to cover expenses right away.
- Are experiencing health concerns and anticipate a reduced life expectancy.
- Would rather take payments early and invest them or prefer to preserve other assets or investments.
- Are the lower-earning spouse, while the higher earner continues to remain employed.

Consider electing benefits late if you:

- Have other sources of income to cover existing expenses.
- Plan to continue working and want full benefits later.
- Are in good health and expect to exceed a normal life expectancy.
- Are the higher-earning spouse and want to surpass the Full Retirement Age to ensure surviving spouse receives the larger benefit amount.

Working

You can begin receiving your Social Security benefit while you're still working. Doing this before you reach Full Retirement Age may result in a reduced monthly benefit amount, depending upon the income you earn between age 62 and your Full Retirement Age. At Full Retirement Age, you can work with no reduction to your benefit.

Age	Employment Income 2018 limits	Considerations
Under FRA	\$17,040	For every \$2 over the limit, \$1 is withheld from benefits
In the year FRA is reached	\$45,360	For every \$3 over the limit, \$1 is withheld from benefits until the month in which FRA is reached
At FRA or older*	No limits on earnings	None

*At FRA your benefit amount is adjusted upward to accommodate for the earlier reduction.

Taxes

A portion of your Social Security benefit may be taxed depending on your income. You can estimate the impact of taxes using your provisional income, which is calculated by adding your adjusted gross income, your tax exempt income, and 50% of your Social Security benefit. If you anticipate a reduced income later in retirement, electing your Social Security benefit later may result in less of your benefit being taxed. Your financial professional can help you consider the potential tax implications based on your income amount and sources.

Filing single

Provisional income	Benefits subject to tax
Under \$25,000	0%
\$25,000 – \$34,000	Up to 50%
Over \$34,000	Up to 85%

Married filing jointly

Provisional income	Benefits subject to tax
Under \$32,000	0%
\$32,000 – \$44,000	Up to 50%
Over \$44,000	Up to 85%

Note: State and local taxes may differ.
Source: Social Security Administration.

Spousal benefit

If you're married you have additional benefit options available to help you maximize your household Social Security benefit. Consider the following options and examples as you plan how you will elect your benefit.

Your age	Your spouse's filing status	Benefit options
62 to FRA ²	Not filed	Own benefit ³
62 to FRA ²	Filed	Own benefit increased to half of spouse's FRA benefit, ³ if greater
FRA ² or older	Not filed	Own benefit (adjusted for delayed credits) ⁴
FRA ² or older	Filed	Own benefit (adjusted for delayed credits) ⁴ or half of spouse's FRA benefit, if greater

A lower-earning spouse may be eligible for up to 50% of the higher-earning spouse's benefit.¹

¹ The higher earning spouse must file for benefits.

² FRA – Full Retirement Age (66 for individuals born between 1943 and 1954). See page 4 for more details.

³ Benefits are reduced if taken prior to FRA.

⁴ Delayed credits – an increase in benefit for deferring the start of benefits after FRA to age 70.

Step 2: Understand your options (continued)

Spousal benefit (continued)

Be sure to work with your financial professional to evaluate both you and your spouse's ages and benefit amounts before making elections. The following example of a married couple — Sam and Ann — demonstrates that at age 66, Ann can claim a higher benefit by receiving a higher spousal benefit (\$1,035) as long as her husband Sam has filed and receives a benefit.

Married couples may also benefit from staggering the time that each individual begins taking their benefit. Staggering can allow you to increase one monthly benefit amount. This can positively impact your longevity risk by potentially increasing your Social Security benefit later and thus reducing the amount of income necessary from your personal savings.

Claim Now, Claim More Later

Since Sam has filed for benefits, and Ann was born before 1/2/1954, at her Full Retirement Age (66), She can file a Restricted Application to receive a spousal benefit (\$1,035) and her own benefit will earn Delayed Credits. At age 70 Ann can now elect to collect her own benefit which has increased to \$1,180.

Name	Age 62	Age 66	Age 70
Ann	\$675	\$900	\$1,180
Sam	\$1,562	\$2,071	\$2,733
Spousal Benefit	\$724	\$1,035	\$1,035

Do-Over option

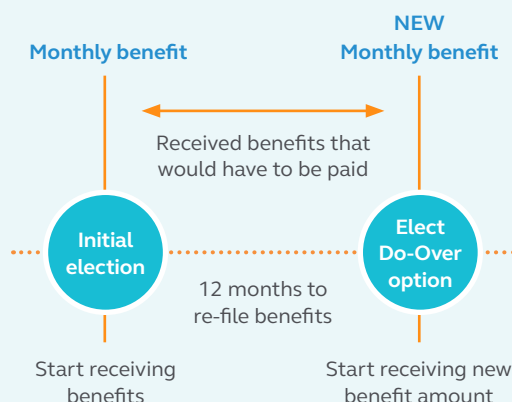
You have an option to increase Social Security payments, even after you have elected to receive benefits. This little-known provision enables you to halt your current benefits, pay back all you have collected interest-free, and restart your benefits at a new, higher rate based on your current age.

This strategy can have the greatest benefit if you are a high-net-worth retiree, or are the recipient of an inheritance, have sold a business, or are experiencing some other financial windfall.

Consult with your financial professional before you consider utilizing this strategy. The Social Security Administration made two significant changes to this provision in December 2010.

You may elect a withdrawal (Do-Over) decision, but it must be made within 12 months of the original election, and you're only granted one withdrawal per lifetime.

Do-Over option



Step 3: Create a plan to implement your Social Security benefit

Maximize your benefit

Timing your payments to maximize the impact of Social Security can be worth tens of thousands of dollars over your lifetime — and can sometimes alter your quality of life in retirement. Consider additional factors such as your work status, taxes, and the Do-Over option to help you maximize your benefit.

Think of Social Security as an integral, income-producing, inflation-protected component of your income-generating portfolio.

The key to success is to plan carefully. Your financial professional can provide guidance to help you:

- Evaluate what you expect to receive from Social Security.
- Determine when to start taking benefits.
- Apply for benefits.

Get started

Let's work together to maximize your Social Security benefit. Complete the information on the following page, and I'll contact you to set up a meeting.

Please bring these items to our appointment:

- An estimate of your Social Security benefits
- Most recent tax return
- Most recent pay statement from employer
- Latest statement from IRA, 401(k), and other retirement plan(s)
- Latest statement from mutual funds
- Life and disability insurance policies
- Annuity contracts
- Wills and trust document(s)

Understand your options.

73% of those receiving retirement benefits today are collecting a reduced amount.

Source: Social Security Administration, 2013.

Social Security planning worksheet

Your contact information

Name: _____

Email: _____ Phone number: _____

Social Security information

1. Your current age _____
2. Your spouse's current age _____
3. Will you work until your Full Retirement Age? Yes No Not sure
4. Are you considering delaying claiming your benefits past Full Retirement Age? Yes No Not sure
5. Will you continue working after Full Retirement Age? Yes No Not sure
6. Do you have adequate resources outside of Social Security to meet your income needs? Yes No Not sure
7. Are you planning for survivor benefits? Yes No Not sure
8. Do you have any health concerns or concerns about a shorter life expectancy? Yes No


Other financial information

Do you/your spouse have:

	You		Your spouse	
	Yes	No	Yes	No
A 401(k) plan with current or previous employer?				
Assets in IRA accounts?				
FDIC-insured certificates of deposit?				
Any fixed or variable annuities?				
Mutual funds or other investments?				

Create Your Retirement Action Plan

- Confirm your retirement date: _____
- Apply for Social Security benefits online at ssa.gov or by phone at 800-772-1213 (allow three months prior to income need).
- Determine if you need or want to work in retirement.
- Verify all income sources in retirement (i.e., pension, Social Security, individual retirement account (IRA), income annuity, trust, etc.).
- Evaluate retirement funds and expenses to create monthly budget.
- Ensure your retirement income sources and savings will allow you to retire on your target retirement date.
- Consult with your financial professional to create a plan to convert your retirement savings into a sufficient stream of income (your “retirement paycheck”) — consider planning for 30 years of retirement income.



Social Security planning for your family or friends

I know others who would also benefit from Social Security planning:

Name: _____

Phone number: _____

Name: _____

Phone number: _____

Name: _____

Phone number: _____

Name: _____

Phone number: _____

Notes



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