



ECHELON
accounting + wealth management

3 Strategies to Dial in your Retirement Income



Market volatility and the uncertainty in the economy have people worried about the stability of their retirement income.

When markets are rising, the income dilemma is easier to manage. But what happens when the market is going down or sideways? Many retirees and future retirees ask ***Will My Retirement Income be able to support my lifestyle?***

Retirement is different than when you are working, both for your taxes and your investments. You are no longer relying on social Security, your investments, and maybe a pension.

When you are working, your investments have one job: To Grow. So the more you save and the better your returns, the quicker you will get to your retirement goal. But in retirement, it's more complex because your investments must grow, support your lifestyle, and pay taxes.

This can be a challenge in good markets, but what happens in down markets? **We will show you 3 ways to create consistent income streams that can help you in all market conditions.**

Questions you may ask yourself

- Will my income be affected when the market drops?
- Can I maintain my lifestyle when the economy is struggling?
- How do I stabilize my cashflow when markets are volatile?
- Will my spouse be ok when I'm gone?

1

MAXIMIZE MY SOCIAL SECURITY

For many, Social Security is the largest source of guaranteed, inflation adjusted lifetime income you will receive. And there is a lot of information on the internet that is confusing and inaccurate. Luckily, there are still some sound strategies available to help you maximize your lifetime benefit.

Do you know how to maximize your Social Security Benefits?

Key questions to ask:

- Do I know how to claim Social Security to maximize the benefits for my spouse and me?
- Do I know the breakeven point for claiming early (receive money sooner) vs. claiming later (bigger check)?
- How does the 2019 Secure Act affect me?
- Do I know how to combine my benefits, my spouse's benefits, or potentially my ex-spouse's benefits to produce the highest amount of Social Security available?
- Have I spoken about my Social Security Benefit strategy with a financial professional?

2

LEVERAGE MY PENSION BENEFITS

If you have a traditional pension plan, maximizing your pension benefit is key to leveraging your pension.

Do you know how your pension benefits will affect your retirement?

Key questions to ask:

- How does my pension affect my or my spouse's social security?
- Is there a survivor benefit for my spouse?
- Will my pension adjust for inflation?
- Have I reviewed how my healthcare benefits coordinate with Medicare?
- Am I aware of potential methods to increase my payout?
- What part of my expenses will be covered by my pension income?
- Have I researched the financial health of my pension so I know the likelihood of my payout?

3

USE ADVANCE RETIREMENT INCOME STRATEGIES

Shifting your investment strategy from the "accumulation phase" to the "income phase" is critical to create the retirement income you need.

Fortunately, there are many strategies that don't fluctuate with the market. Adding these strategies for a portion of your portfolio can keep your income steady even when the markets are volatile.

Do you understand where and how you can use advanced income strategies in your portfolio?

Key questions to ask:

- Have I reviewed my portfolio to understand how my income will be generated?
- Are a portion of my assets positioned to provide a guaranteed stream of income?
- What happens to our income if my spouse out lives me?
- Are there other advanced income strategies that I should consider?
- Have I discussed adding advanced income strategies in my portfolio with a financial professional?

Don't allow stock market volatility to destabilize your retirement income

If you are concerned about how to turn your nest egg into steady retirement income, you aren't alone.

We offer a Free Retirement assessment to help you answer your investment and tax questions.

You will get answers on how to keep your taxes lower in retirement and maximize your Social Security.

We can also discuss how to balance market volatility with a more stable retirement income stream.

If you feel overwhelmed because you don't have a plan in place to address all of the issues you will face in retirement, that's ok.

We will outline any issues to be addressed and develop a plan for the future.

You are already making smart retirement choices by reading this guide

We can help you clarify the next steps you can take to set yourself up for a solid retirement.



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Here's what getting a professional opinion can deliver

- Software that analyzes Social Security rules and shows you how to optimally claim Social Security to maximize income now and later
- A personalized analysis of advanced claiming strategies, including 62/70, Start-Stop-Start, Claim and Grow, and limited-opportunity loopholes like File and Suspend and Restricted Filing
- A tax-smart income plan that shows you exactly how to structure withdrawals from retirement accounts and Social Security to minimize taxes

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This information is not intended to be a substitute for specific individualized tax advice. We suggest that you discuss your specific tax issues with a qualified tax professional.

1 - <https://unitedincome.capitalone.com/library/the-retirement-solution-hiding-in-plain-sight>

2 - <https://www.cnbc.com/2018/03/01/bad-social-security-advice-cost-recipients-131-million.html>

3 - <https://www.nysscpa.org/news/publications/the-trusted-professional/article/social-security-filing-strategies-under-the-new-rules>

4 - https://www.ssa.gov/oact/quickcalc/early_late.html

5 - <https://www.kiplinger.com/article/retirement/t051-c000-s004-restricted-application-social-security-strategy-is.html> better off with a different claiming strategy, we can help you "turn back the clock" with the SSA and get back on the right track.

*To learn how to optimize your Social Security, we're offering a
FREE Retirement Assessment to review your taxes, investments, and
current financial strategies.*



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