



Investing Before & After Retirement

WORKBOOK

Freeman Linde, CFP®





INSTRUCTIONS

Update the blanks with information from the workshop.

INVESTING PRINCIPLES

The two main Asset Classes are _____ and _____.

The average annual growth of fixed income over 30 year was: _____.

Don't think of equities as _____ but rather as _____
in the best _____ in the world.

Equity Essentials

Companies cannot and do not _____ a _____.

There are two ways to make money as the owner of _____:

_____ - Growth in the _____ of the companies.

_____ - _____ paid to the owners of the companies.

The average annual growth of equities over 30 year was: _____.

Would You Rather:

Be an _____: Receive the _____ and _____.

Be a _____: _____ money to companies for low _____.

How Much of Each?

Traditional methods for determining your equity to fixed income ratio include:

A _____ Tolerance Questionnaire.

Invest your life savings in just _____.

_____ Default Fund.

Invest your life savings in just _____.



How Should We Invest Before Retirement?

_____ Performance doesn't guarantee _____ returns.

The _____ is the best indicator of what may happen in the _____.

History does not _____ itself, but it _____.

Beware!

Your mortal enemy is _____: the _____ of everything you want and need to buy.

Anything that is earning less than inflation (~3%) is _____.

Our money must grow much _____ than inflation. How?

Invest in _____. Become an _____ in the _____ businesses in the world.

Equities have ___ the return of fixed income. and ___ the return of inflation.

The Four Horsemen

The Behavioral _____ that Destroy Us are:

1. _____.
2. _____.
3. _____.
4. _____.

How to Lose Money

The only way to _____ money is to _____ your investments when they are _____.

Selling equities when they are down in _____ is the only way to turn a temporary _____ into a permanent _____.

This is a mistake from which you may _____ recover.





What is the Point of Investing

Many Portfolios, including the defaults and the 60/40 portfolio, are designed to _____.

We shouldn't care how much it goes up and down in the _____.

We should only be concerned with how much we get in the _____.

We want to invest for _____.

We want to manage our _____, not market volatility.

Typical Retirement Strategy (and it's Problems)

Accumulation Goal: _____ Retirement Nest Egg

Distribution Goal: _____ Retirement Nest Egg

People live off an _____, not a Nest Egg.

_____ doesn't stop in retirement.

The cost of everything you need and want to buy will _____ or _____ in retirement.

Your retirement _____ must also double or triple in retirement.

Retirement Goal: Preserve Your Retirement Nest Egg.

Retirement Goal: _____ a Retirement _____.

3D Retirement Income

Your Retirement Income needs Three _____.

1. _____: Income that _____ than the Cost of Living.
2. _____: Income that _____ than You and Yours.
3. _____: Income that _____ than the Stock Market.

You Need a Plan

You cannot achieve Direction, Duration, and Diversion on accident.

All _____ investing involves continuously _____ on a _____.

All _____ investing involves constantly _____ to the _____.





Annuities Fail

Annuities _____ create 3D Retirement Income.

Annuities only last “_____”, not “longer” than you do.

(Goodbye Inheritance!)

Annuities generate a _____ amid _____.

The Strategy

You need a _____, funded by a _____ of equities, with a sufficient _____ of fixed income.

Investing in _____ is the solution _____ retirement.

Equities create the _____ we need (10% average growth vs. 2.5% average inflation).

Equities create the _____ we need (by withdrawing less than the real growth, we can live off the growth).

The best retirement income does not come from _____ your retirement nest egg, but from living off the _____.

What About *When* the Stock Market Crashes!?

Stock market declines are _____ when you are _____ retirement accounts.

Stock market declines are _____ when you are _____ retirement accounts.

Red Bucket, Blue Bucket


We place the majority of our retirement money in _____ investments.

We place some of our money in _____ investments.

Equities are up most of the time (four of five years on average).

We pull our income from our _____ bucket during _____ years.





We pull our income from our _____ bucket during _____ years.
Thus, we never _____ our equities when their _____ is down,
and never turn a temporary _____ into a permanent _____.
We _____ our blue bucket as needed after our red bucket _____.

How Much Should I Put in My Blue Bucket?

NOT by a percentage or age.

You need _____ set aside in your Blue Bucket.

This should cover the average and extreme equity downturns.

Average: <2 years (2018, 2020, etc.)

Extreme: 4-5 years (2001, 2008, etc.)

Consider the Value of your Home

Your home is only worth what someone is willing to pay for it. It goes up and down, and you make the most money from it when you sell it high.

Equities are the same way.

Blue Bucket: Insurance

The Blue Bucket helps ensure we never _____ our equities at a _____, and thus ensure we never turn a temporary decline into a permanent loss.

Transitioning to Retirement

When will you need the money?

The transition period starts _____ before you retire.

Evaluate where you are in the _____.

Begin building your Blue Bucket at a _____.

You need to have 2-5 years of _____ not covered by Social Security by retirement.





Additional Resources

Workshops

See more workshops at RetireMentorship.com/Workshops

Maximizing Social Security

Choosing when to take Social Security may be the single biggest decision of your retirement! Ensure you are Maximizing Social Security. In this workshop, you will learn:

- How Social Security Works
- Factors for Claiming Social Security
- Strategies for Maximizing Social Security

Reducing Taxes in Retirement

Taxes are the largest expense most people will pay. If you do nothing, you may end up paying tens or even *hundreds* of thousands of dollars in *extra* taxes in retirement. In this workshop, you will learn:

- The Retirement Tax Bomb
- Strategies for Lowering Taxes
- How to Leave the IRS Weeping

Estate Planning Essentials

Estate planning is for everyone, not just the wealthy. If you don't decide what happens to your assets, the government will. Take control of your life, even in death. (P.S. A Will is not enough.) In this workshop, you will learn:

- Strategies for Controlling Your Assets
- Essential Documents Everyone Needs
- Key People to Name
- Affordable Options to Get It Done



RetireMentorship Podcast



Listen wherever you get your podcasts and online at RetireMentorship.com



Listen on
Apple Podcasts



Listen on
Google Podcasts

LISTEN ON  **Spotify**

LISTEN ON  **iHeartRADIO**

3D Retirement Income Book



3D Retirement Income: Creating a Retirement Income that Outpaces Inflation, Outlives You, and Outperforms Others.

Free to all RetireMembers. Sign up FREE at RetireMembers.com.

Get Help

Get a Fee-Only Fiduciary Certified Financial Planner™.

Why do these matter?

- **Fee-Only:** No commissions, ever. Only advice and planning.
- **Fiduciary:** Fiduciaries must act in *your* best interest, not theirs.
- **CFP®:** The **Gold Standard** in financial planning expertise.

Work with us: LaxFP.com or go to [Go to FeeOnlyNetwork.com](https://FeeOnlyNetwork.com).

Disclaimer

This workshop is educational only and is not intended to be investment, legal, or tax advice or recommendations, whether direct or incidental. Again, **this is not investment advice**. Consult your financial, tax, and legal professionals for specific advice related to your specific situation. Never take investment advice from someone who doesn't know you and your specific situation. All opinions expressed in this workshop are the opinions of the people expressing them. Any performance referenced is historical and is no guarantee of future results. All indices are unmanaged and may not be directly invested in.

