



# Berson Money Management

Creating financial security in a changing world

## Case Study: Risks approaching retirement and beyond

- Retire while maintaining current standard of living
- Building a team of financial experts to work closely together
- Navigating Medicare and Social Security
- Debt review, restructure and elimination if needed
- Optimizing net worth to create a strategic investment plan to provide lifetime income
- Investing wisely to provide downside protection while attempting to maximize upside growth
- Protection against unknown "potholes in the road" to financial security
- Understanding of liability, health, tax and estate issues with team of experts
- Concerns: inflation; not running out of money during one's lifetime; aging parents

## CHALLENGES

- Built from the ground up an easy to understand and follow financial strategy
- Bringing the right team of experts to the table who work together
- Creating clear goals with a road map to meeting them
- Proving a system to eliminate the surprises along the way
- Social Security optimization

## SOLUTIONS

- Emotional support with a clear strategy that is easy to understand and follow
- Claiming Social Security benefits at the right time to avoid costly mistakes
- Understanding of how to build the right Medicare plan in order to attempt to avoid future problems
- Reducing and/or eliminating debt by understanding the complex options and teaming with right specialists
- Investing wisely to provide security and comfort over time
- Workable strategy to creating financial security in a changing world so we minimize money issues going forward
- A team to provide solutions to challenges as they occur

## BENEFITS

# Case Study:

## Risks approaching retirement and beyond



### CLIENT INFO

- Married couple
- Aging parents
- Approaching retirement and concerned with the risks they face in retirement
- Large amount invested in the stock and bond markets but limited strategy or understanding of the investments. Real estate holdings but limited strategy on ways to make real estate an integral part of investment plan.

### INCOME

- Spouse self employed and all income to come from investments once retired

### EXPENSES

- Significant real estate debt
- Aging parents who may not have enough assets to cover lifetime care
- Legacy and charitable planning
- Maintain a high income during retirement while minimizing costs and taxes

### FINANCIAL SITUATION

- Strategies needed to enhance the estate, tax, medical and liability needs
- Need for understanding of how best to you the financial team, questions to answers and goals to be addressed. The financial team includes client's CPA, Estate Attorney, Mortgage Broker, etc. Create a strategy that takes these areas into consideration.
- Path needed on how to transition the various retirement plans and close a practice

### RESULTS

- Identifying their needs and the right questions to ask
- Maximizing Social Security claiming decisions to enhance lifetime income
- Tax efficient retirement withdrawal planning
- Ready and able to handle road blocks along the journey
- Gaining an appreciation of the complexity involving rules on money and investing
- Reversing conventional thoughts and using the equity in your home to supplement income

**VISION, STRATEGY  
SOLUTIONS, ACCOUNTABILITY  
HANDS-ON IMPLEMENTATION**

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Management**



For illustrative purposes. Not all client situations, risk tolerance, income, savings and investments, as well as results are the same. Past performance and/or the success of a planning goal or investment objective will be achieved is not guaranteed. Recommendations involving the investment in securities involves risk, including the potential for the loss of principal, and each client must be prepared to bear. Investment strategies using home equity may compound risk since the investment involves leverage (borrowed funds). While this strategy may increase buying power, it also increases exposure to market risk, similar to buying securities on margin. The difference is the mortgage loan is likely to be greater than any amount a securities firm would loan on margin. Unlike investing with savings, when an investor uses their home equity they stand to lose more than the principal invested if the investment strategy does not perform as planned - they may lose the collateral supporting the loan (their home).