Retirement Planning Workbook

This workbook is designed to help you start building your retirement income plan.

It covers the information you need to collect to complete your inventory of retirement income sources and expenses.

Please complete as much as you can before meeting with a NFP Representative.



Strategies to help ensure your assets last a lifetime



Defining Your Retirement

Your retirement will be uniquely yours. Think about what you will do once you retire. Having at least some idea of how you will organize and spend your days is a valuable exercise to work on with your spouse, partner, close friends—or on your own.

Jot down a number of plans and ideas you are considering for retirement. Here are a few questions to help you get started:

- What hobbies do I have today that I want to spend more time doing in retirement?
- What new things have I always wanted to try?
- Would I want to work in some capacity when I retire from this job?
- Do I want to start a new business?
- If I volunteer, what organization(s) will I support?
- How much travel do I want to do and where do I want to go?

Your Plans and Ideas		Spouse's/Partner's Plans and Ideas			
Activities I may want to pursue	Amount of time I expect to spend	Activities I may want to pursue	Amount of time I expect to spend		



Identifying Your Sources of Retirement Income

Now that you have an idea of what you want to do, it's time to see how much you'll be able to afford to do. What sources might you have to create your "paycheck" in retirement?

List as many sources as you have, plus assets and accounts that could be converted into income. Indicate time frames where applicable.

Lifetime Income	Description/Timing	You	Spouse/ Partner
Social Security		\$	\$
Pension Plans		\$	\$
Fixed Annuities		\$	\$
Other		\$	\$
Other		\$	\$
	Total Lifetime Income	\$	\$

Tax-Deferred Assets	Description	You	Spouse/ Partner
Employer-Sponsored Retirement Plans [401(k)s, 403(b)s, etc.]		\$	\$
IRAs: Traditional, Rollover, SEP		\$	\$
Inherited IRAs		\$	\$
Variable Annuities		\$	\$
Other		\$	\$
	Total Tax-Deferred Assets	\$	\$



Identifying Your Sources of Retirement Income (continued)

Taxable Investment Income Sources	Description	You	Spouse/ Partner
Taxable Investment Accounts		\$	\$
Savings Accounts		\$	\$
CDs		\$	\$
Other		\$	\$
	Total Taxable Investments	\$	\$

Additional Investment Income Sources	Description	You	Spouse/ Partner
Real Estate/Rental Income (month)		\$	\$
Inheritance		\$	\$
Employer Stock Options		\$	\$
Life Insurance		\$	\$
Property/Collectibles		\$	\$
Roth IRAs (Tax-free)		\$	\$
Other		\$	\$
	Total Investment Income Assets	\$	\$



Estimating Your Retirement Expenses

Write down approximate monthly expenses you will — or might — have in retirement. Take into account your lifestyle and goals, and identify which expenses are essential (must have) and which are discretionary (nice to have).

If you prefer, just give an overall "best estimate" for each category.

		You	Spouse/ Partner	Is it essential?	Is it discre- tionary?	Will it vary over time?
Housing	Mortgage/Rent	\$	\$			
Best estimate:	Taxes					
\$	Insurance					
	Repairs/Maintenance					
	Fees					
	Other					
Utilities	Electric	\$	\$			
Best estimate:	Oil/Gas					
s	Phone/Cable/Internet					
	Water/Sewer					
	Other					
Health Care/ Medical	Long-term Care Insurance \$		\$			
Insurance	Medicare/Medigap					
Best estimate:	Other Medical Insurance					
best estimate:	Dental/Vision/Hearing					
\$	Prescriptions					
	Out-of-Pocket Expenses					
Food	Groceries	\$	\$			
Best estimate:	Dining Out					
\$	Other					
	Other					



Estimating Your Retirement Expenses (continued)

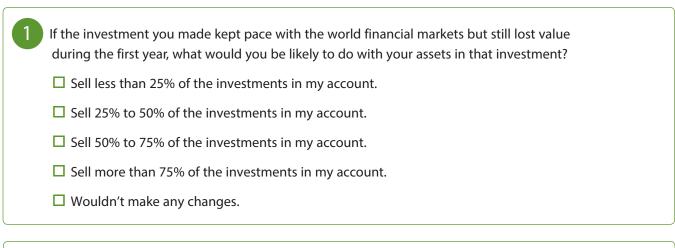
		You	Spouse/ Partner	Is it essential?	Is it discre- tionary?	Will it vary over time?
Personal	Clothing	\$	\$			
Best estimate:	Products					
\$	Services					
	Other					
Family Care	Support Children/ Grandchildren	\$	\$			
Best estimate:	Support Parents/Others					
\$	Family Obligations					
	Other					
Transportation	Auto Loan/Lease Payments	\$	\$			
Best estimate:	Excise Tax/Registration Fees					
\$	Gas					
	Car Insurance					
	Maintenance					
	Public Transportation/ Commuting Expenses					
Recreation	Memberships	\$	\$			
Best estimate:	Hobbies					
\$	Travel/Vacations					
	Other					
Entertainment	Movies/Events/Sports/Other	\$	\$			
Insurance	Life/Disability/Other	\$	\$			
Holidays/Gifts		\$	\$			
Charitable Giving		\$	\$			
Other Expenses		\$	\$			
	Total estimated monthly expenses in retirement	\$	\$	\$	\$	

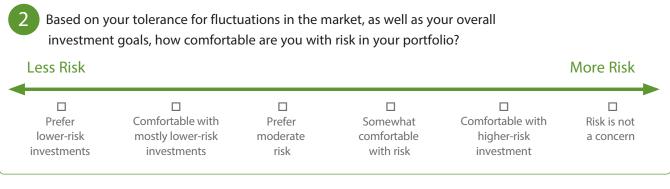


Assessing Your Comfort with Investment Risk

It's important to take a fresh look at how much investment risk you are comfortable with as you near retirement. Since most investments fluctuate over the short term, you'll want to think about how a drop in your investment portfolio could impact your retirement plans.

Please answer the following four questions:











Achieve your financial goals.
Contact your financial representative today.

Michael Hoch

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