



TERRELL
FINANCIAL GROUP

Social Security Maximization



**Solving The Retirement Puzzle
By Maximizing Your Social Security Benefits**

Presented by: Brett E. Terrell, Founder and President, Terrell Financial Group
Terrell Financial Group is not affiliated with or endorsed by any governmental agency.



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FULL-SERVICE RETIREMENT PLANNING

- Portfolio analysis and recommendations
- Active asset management solutions
- IRA/401(k) rollovers
- Asset protection
- Income planning
- Wealth management
- Long-term care solutions
- Wealth transfer strategies

THE TERRELL FINANCIAL TEAM

Brett Terrell

Annette Terrell

Cathy Glavina

Founder & President

Co-Founder & Vice President

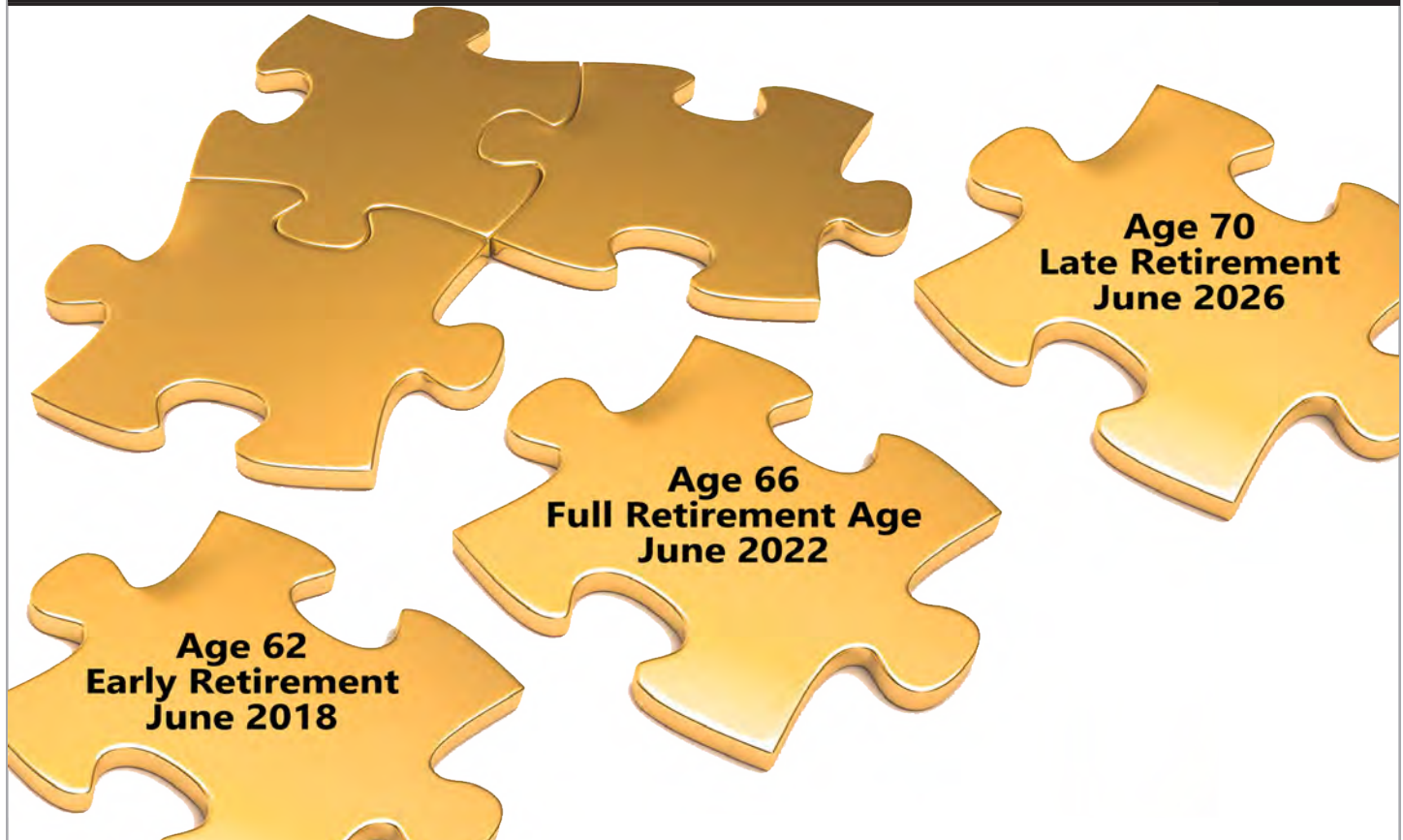
Executive Assistant

SEMINAR TOPICS

1. Finding your PIA
2. Deciding now or later
3. Understanding the divorce factor
4. Learning total benefits over your lifetime
5. Determining the best option for you
6. Protecting the survivor's benefit
7. Managing the impact of taxes
8. Choosing to work
9. Uncovering the bottom line
10. Filling the income gap

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SOLVING THE RETIREMENT PUZZLE



The Foundation: Social Security Planning

1

It is one of the largest retirement assets.

Social Security makes up on average 64.8% of the total household income.*

*Source: <http://www.ssa.gov/pressoffice/basicfact.htm>

2

It is the best "annuity" money can buy.

Every dollar you increase your Social Security income means less money you'll have to spend from your nest egg to supplement your income.

3

It might be your most important retirement decision.

In fact, the difference between the BEST and WORST Social Security election can be \$30,000, \$50,000 ... even up to \$170,000 *in lifetime benefits!*

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George and Mary Bailey A Case Study

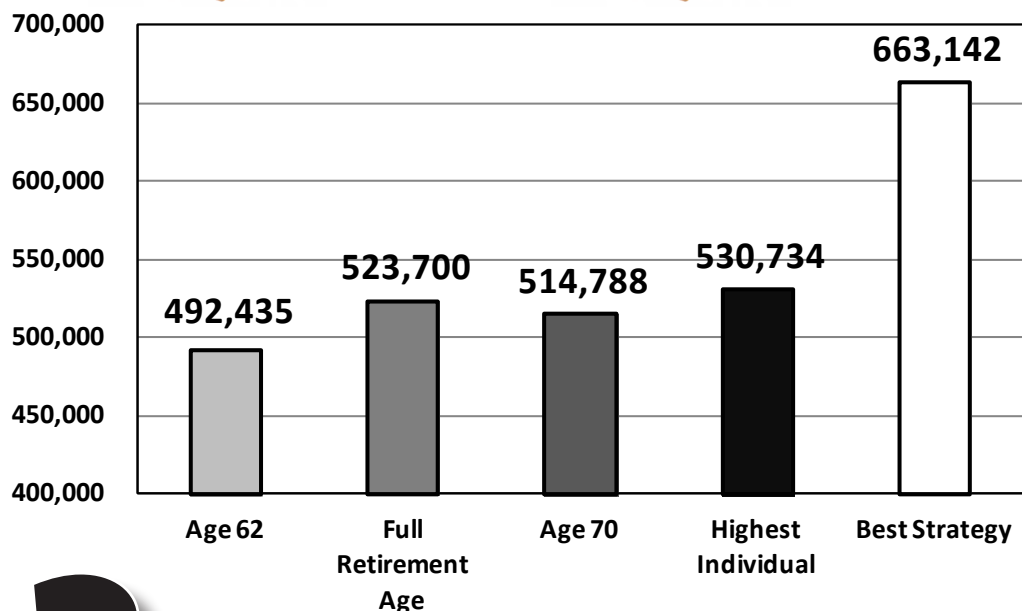


By using the Social Security Maximization Report, the Baileys may increase their lifetime benefits as much as **\$170,000.**

This illustration represents a hypothetical situation and is for informational purposes only.

Mary
 Age: 56
 PIA: \$900

George
 Age: 60
 PIA: \$1,900



[1] How many total credits do you need to qualify for Social Security?

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UNDERSTANDING YOUR MONTHLY BENEFIT

The question everyone should be asking: “When should I start taking Social Security?”

Your **Full Retirement Age (FRA)** is dictated by your year of birth.

FRA is the age at which you can begin your full monthly benefit.

In our examples, we will be working with people whose **FRA** is age 66.

Year of Birth	Full Retirement Age
1937 or earlier	65
1938	65 and 2 months
1939	65 and 4 months
1940	65 and 6 months
1941	65 and 8 months
1942	65 and 10 months
1943-1954	66
1955	66 and 2 months
1956	66 and 4 months
1957	66 and 6 months
1958	66 and 8 months
1959	66 and 10 months
1960 and later	67

<http://www.socialsecurity.gov/pubs/ageincrease.htm>

Filing Age	Factor	Monthly Income
62	75%	\$750
63	80%	\$800
64	86.7%	\$867
65	93.3%	\$933
66	100%	\$1000
67	108%	\$1080
68	116%	\$1160
69	124%	\$1240
70	132%	\$1320

http://www.ssa.gov/OACT/ProgData/ar_drc.html

The factor **changes each month** you wait.

Between age 62 and 70, there are **96 months** you could file for benefits.

Each would result in a **different benefit amount**.



[2] How many years do you have to be married to receive Social Security benefits from a former spouse?

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**If you have gone through a divorce...
 It might affect the retirement benefit
 to which you are entitled.**

**CALCULATING YOUR
 LIFETIME BENEFIT**



How much will your
 check be each month?

&



For how many months will
 you receive it?

Total Lifetime Benefit

Sounds simple enough.....



[3] Since 1993, up to what percentage of your Social Security benefit has been subject to income tax?

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MAXIMIZING YOUR LIFETIME BENEFIT

A simple break-even analysis will usually give you the wrong answer, costing you benefit dollars.

Why? Because Social Security offers multiple benefits and strategies!



Retired Worker Benefit

This is your "own" benefit based on your earnings history and when you trigger benefits.



Spousal Benefit

Once your spouse has filed for benefits and you have reached age 62, you are eligible to being receiving a reduced portion of his/her Primary Insurance Amount (PIA).



Survivorship Benefit

When one married person passes away, the surviving spouse may be eligible to receive the higher of the two monthly benefits he/she was receiving.



File and Suspend

This concept allows for a lower-earning spouse to receive up to 50 percent of the other's PIA amount if both spouses file for benefits at the right time.



Restricted Application

The higher-earning spouse may be able to start collecting a spousal benefit on the lower-earning spouse's benefit while allowing his/her benefit to continue to grow.

There are **tens of thousands of calculations** that go into finding the precise combination that will give you **the largest lifetime benefit**.

The Social Security Maximization Report will show you a specific strategy for the highest expected lifetime benefit.

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Through more than 20,000 calculations the Social Security Maximization report calculates the lifetime benefit for each strategy and combination.

Result: A specific strategy for the highest expected lifetime benefit.



By using the Social Security Maximization Report, the Baileys may increase their lifetime benefits as much as **\$170,000.**



The Bailey's Retirement Scenario

Income Source	George	Mary
Pension	\$14,400	\$ 6,000
Social Security	\$30,096	\$ 7,790
Income	\$44,496	\$13,790
Total Retirement Income		\$58, 286

Assets	
Savings	\$150,000
CDs	\$200,000
Investments	\$ 50,000
Life Insurance Death Benefit	\$ 25,000
Total Assets	\$425,000

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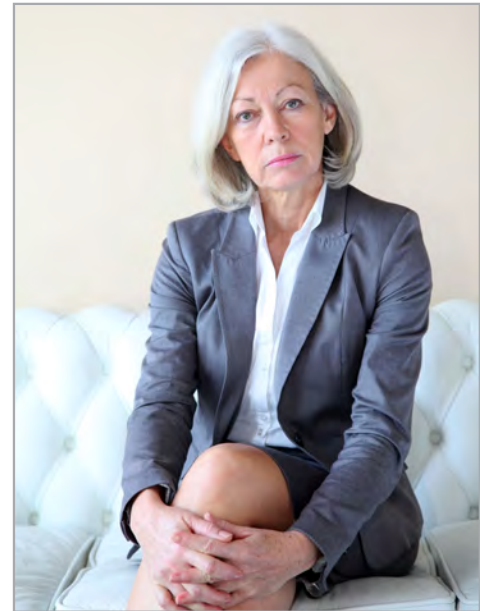
PROTECTING THE SURVIVOR'S BENEFIT

The death of a spouse during retirement can be a significant financial strain.

More than **70%** of all elderly persons with incomes below the poverty level **are women.**

More than half of elderly widows now living in poverty...were not poor before the death of their husbands.* *

*<http://assets.aarp.org/rgcenter/ppi/econ-sec/2010-03-poverty.pdf>



If Mary survives George, her household income will be reduced by **\$22,190** or **38% per year.**

Income Source	George	Mary
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Social Security	\$30,096	\$ 7,790
Income	\$44,496	\$13,790
Total Retirement Income		\$58,286
		\$36,096



[4] At what age can a surviving spouse begin receiving Survivorship benefits?



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Total Assets	\$425,000

If Mary survives George, her household income will be reduced by \$22,190 or 38% per year.



SOLUTION

Reposition the money from the CDs: \$200,000
Income base: 7 percent for 20 years
Example: Fixed indexed annuity

**Guarantee based on the claims paying ability of the insurance carrier*

Year	Age	Income Base	Withdrawal %	Annual Income
1	70	\$200,00		
3	72	\$228,980	5.5%	\$12,594
6	75	\$280,510	6%	\$16,831
9	78	\$343,637	6%	\$20,618
12	81	\$420,970	6.5%	\$27,863
15	84	\$515,707	6.5%	\$33,521
20	89	\$723,306	7%	\$50,361

This chart is for illustration only. It represents a hypothetical situation and is for informational purposes only.



[5] Which vice president had the deciding vote to increase Social Security taxation to 85 percent?

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TAXATION AND WORKING

AARP found that 80% of baby boomers plan to work during retirement.* Depending on your age, it could cost you **ALL of your benefits.**



What effect will working and taxation have on your net income?



As much as 85% of your benefits may be subject to income taxation.

Nearly every source of income is included:

- Wages
- Pensions
- Dividends
- Capital Gains
- Business Income
- Tax-Exempt Interest



[6] You already elected Social Security benefits and now realize you made a mistake. What are your options?

**http://assets.aarp.org/rgcenter/econ/boomers_envision_1.pdf*

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Social Security Puzzle: SOLVED!

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The Social Security Maximization Report will show you exactly how you could increase your lifetime benefits.

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FILLING THE INCOME GAP

“I HOPE so....” OR “I KNOW so....”



**You can either expose yourself to an acceptable amount of risk...
Or find an acceptable fixed rate.**



Source – Yahoo Finance – 1-1-2014

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Whether you are rich, poor, or somewhere in between, we all want a happy and successful retirement.

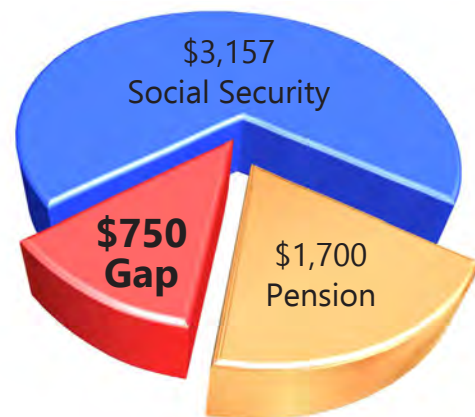


Knowing where your income is coming from is the foundation of a happy retirement.

- Offers increases for every year you wait to start income
- Provides a lifetime income
- Allows you to save as much as you want into the plan
- Potentially leave a legacy to your family – unlike Social Security

George and Mary's Income Gap

**\$5,607
 Monthly
 Income
 Goal**



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SOLUTION

Reposition \$130,952 into an income producing option.

*Guarantee based on the claims paying ability of the insurance carrier

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TAKE THE NEXT STEP.....



Schedule a **COMPLIMENTARY**, no-obligation, one-hour consultation to begin preparing your Social Security Maximization report.

CALL: (504) 838-0411

One decision can IMPACT your retirement by tens of thousands of dollars!

Here are the answers to our Social Security Benefits Quiz - how many did you know? For answers to all of your Social Security Maximization questions, call us TODAY to schedule an appointment!

[1] 40 credits

[2] 10 years

[3] 85%

[4] 60

[5] Al Gore

[6] If you change your mind within the first 12 months of electing benefits, you can withdraw the application and pay back any benefits.

Disclaimer

This is general information made available to the public. It is not intended to provide specific advice or to take the place of a personal consultation. This information should be considered only as one of many resources to assist in developing a retirement plan. It is the sole responsibility of the reader to conduct his or her own due diligence before taking action.

The contents are obtained from sources deemed reliable but are not guaranteed as to accuracy or completeness and are not to be construed as tax, legal or investment advice. If expert guidance is required, the services of a competent professional should be sought before acting on any information contained herein.

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THANK YOU.....

Thank you for attending our "Social Security Maximization" workshop. This could be one of the most important steps to secure your retirement and create a financial structure to stand the test of time!

Your next step is to schedule a complimentary consultation. Our first meeting is to simply gather information and review your financial situation and concerns about your income plan and Social Security. Our goal is to examine the key aspects of retirement and provide you with a financial plan to stand the test of time.

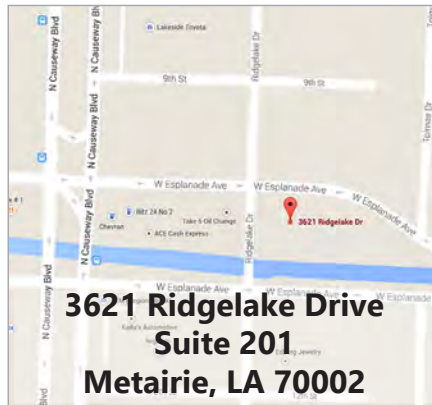
Please bring the following information with you to our first meeting:

- Social Security statement
- All insurance policies and investment statements
- Last year's tax return

All information is kept STRICTLY CONFIDENTIAL. After our first meeting, we will prepare a personalized summary with recommendations based on your unique goals.

I look forward to forming a long-term relationship based on trust and mutual respect.

Brett E. Terrell
 Founder & President,
 Terrell Financial Group



We are conveniently located one block off Causeway, at the corner of Esplanade and Ridgelake Drive.

We look forward to meeting with you soon to discuss how we can help you start solving the retirement puzzle, beginning with maximizing your Social Security benefit!

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