



**Harvard**  
FEDERAL CREDIT UNION

# Retirement

Building a Comfortable  
Lifestyle for Tomorrow



**ATRIA**  
Wealth Solutions

# Today's Webinar

## Reducing Background Noise

We've muted all attendees to help with audio quality.

## Using the "Q&A" Feature

Submit questions at any point. Let's test it!

## Presentation & Recording

This presentation is being recorded and will be posted on our YouTube channel to re-watch.

## Post-Workshop Survey

Take our post-workshop survey and let us know how we did.

# Meet Your Hosts



**Ty Robinson**  
Community Engagement  
Specialist



**Jen Fries**  
Community Engagement  
Manager



**Terrence Bazile**  
Community Engagement  
Specialist

# Not-For-Profit Banking at Harvard FCU



## Community Focused

Harvard FCU is dedicated to empowering our community at Harvard and beyond. Once a member, always a member, even if you leave your job. When you join membership extends to all family members.



## Products & Services

Free access to ATMs nationwide. Credit cards with cash back rewards. Home loans for purchases and refinancing, student loans and refinancing options, auto loans and more.



## Access Anywhere

Convenient locations and Online Banking. Mobile Banking and Digital Wallet ready. Access to the nationwide CO-OP Shared Branching Network.

## Meet the Presenter

### Raj Bhanshali

Investment Advisor  
Representative, CUSO Financial  
Services, L.P., Harvard Federal  
Credit Union





# Imagine Your Ideal Retirement

What do you see?



How to get there



With So Many  
Financial  
Challenges, How Do  
You Make  
Retirement a  
Priority?

## Three Keys to Funding a Comfortable Retirement





# Factors That Influence Your Retirement Income Needs

Retirement Age

Inflation

Retirement  
Length

Lifestyle

Health-Care  
Needs





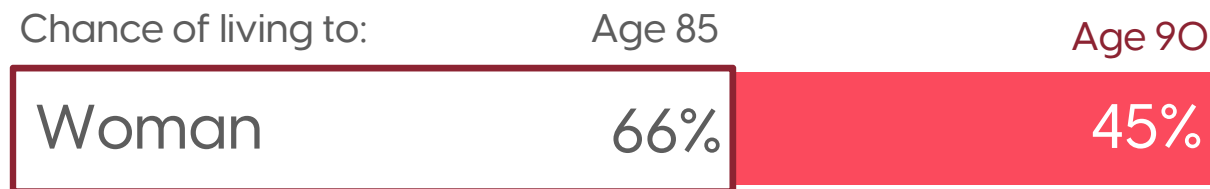
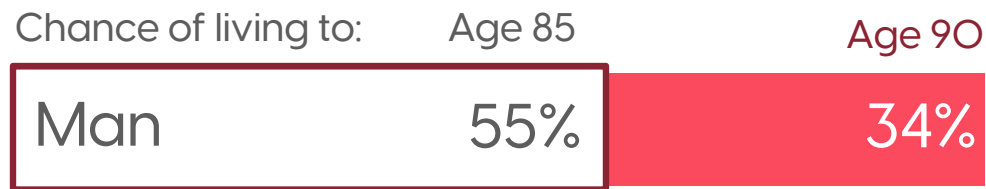
# Retirement Age

- The earlier you retire, the shorter the period of time you have to accumulate funds, and the longer those dollars will need to last.
- Social Security isn't available until age 62.\*
- Medicare eligibility begins at age 65.

\*Claiming Social Security at age 62 results in a permanently reduced benefit amount.





# Length of Retirement

At age 65, a healthy individual may expect to spend 20 years or longer in retirement.



Source: Society of Actuaries, 2024

# Inflation

	Item	Cost Today	Future Cost in 20 Years
	Gallon of milk	\$4	\$7
	Haircut	\$45	\$81
	Running shoes	\$100	\$180
	New car	\$47,000	\$84,887

Assumes a 3% inflation rate

Future costs in this hypothetical example are based on mathematical principles and used for illustrative purposes only. A 3% annual inflation rate cannot be guaranteed. Actual results will vary.

# Possible Sources of Income

- ✓ Social Security
- ✓ Continued employment earnings
- ✓ Personal savings and investments
  - Tax deferred
  - Taxable



# Social Security

- Benefits are based on career earnings and the age when you claim Social Security
- Social Security is designed to replace only a portion of pre-retirement income
- The estimated average monthly benefit for all retired workers in 2024 is **\$1,907**
- Visit **[ssa.gov/myaccount](https://ssa.gov/myaccount)** to create your own personal account and view your estimated Social Security benefits online

Source: Social Security Administration, 2024



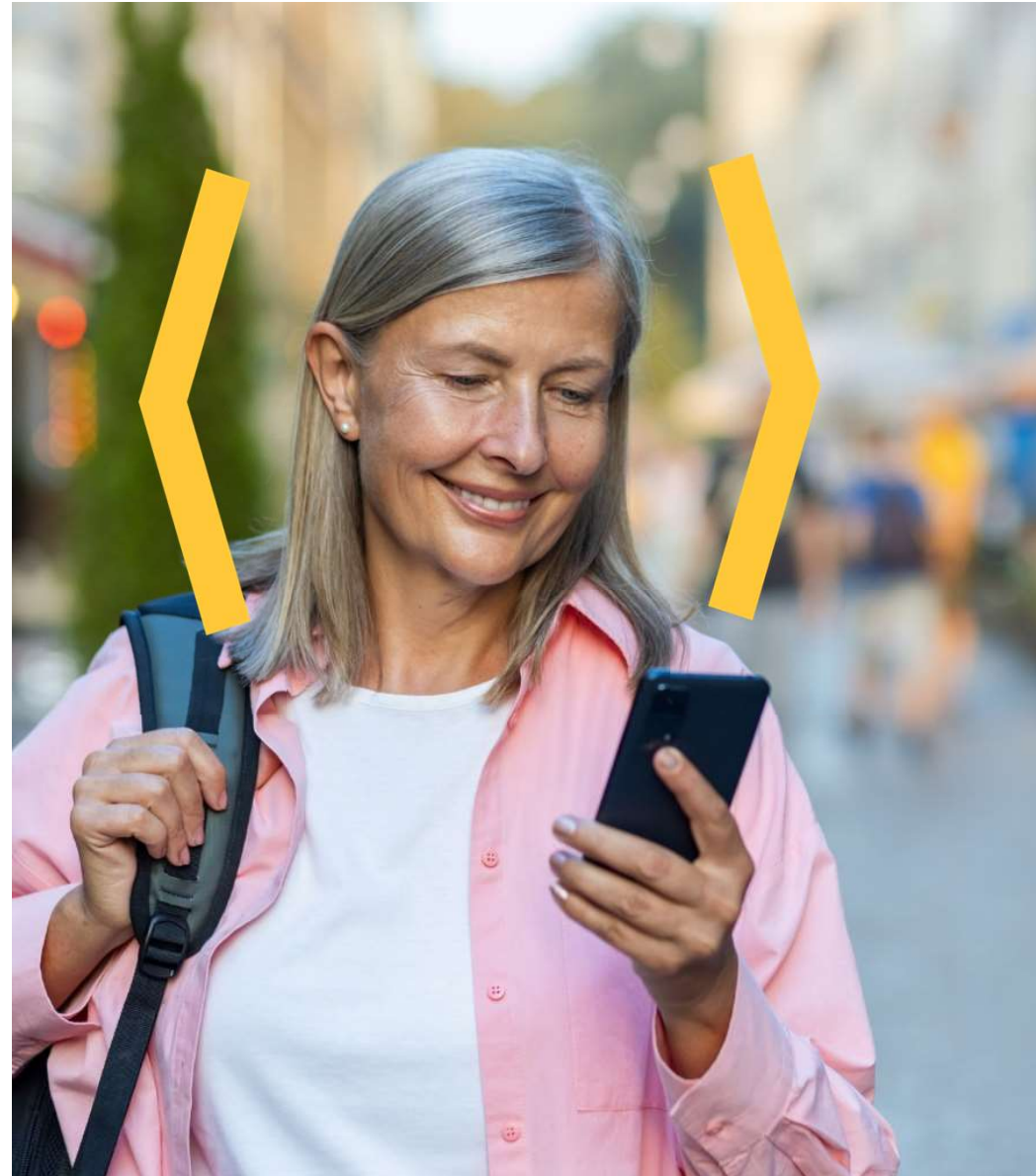
# Personal Savings and Investments

- **Tax-deferred vehicles**

- Work-based retirement savings plans
- IRAs
- Annuities

- **Taxable vehicles**

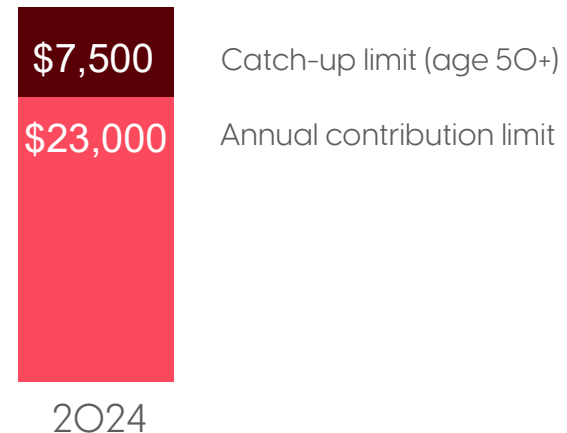
- Stocks, bonds, cash alternatives
- Mutual funds, ETFs



# Work-Based Retirement Savings Plans

- Pre-tax contributions
- Tax-deferred accumulation
- Possible employer match
- Annual contribution limits

## Retirement Savings Plan Contribution Limits





# Roth Contributions

- After-tax contributions
- Funds grow tax deferred until withdrawn
- Qualified distributions are free of federal income tax
- Must meet 5-year holding requirement AND have reached age 59½ or be disabled
- Nonqualified distributions are taxable

# Roth IRA

- After-tax contributions
- Tax-deferred accumulation
- Tax-free qualified withdrawals
- No required minimum distributions (if you're the original owner)
- Annual contribution limits
- Income eligibility phaseouts

# Traditional IRA

- After-tax contributions
- Tax-deferred accumulation
- Tax-free qualified withdrawals
- No required minimum distributions (if you're the original owner)
- Annual contribution limits
- Income eligibility phaseouts

# Annuities

- After-tax contributions
- Tax-deferred accumulation
- No federal contribution limits
- No mandatory distributions
- Guaranteed returns\*

\*The guarantees of fixed annuity contracts are contingent on the financial strength and claims-paying ability of the issuing insurance company.





# Types of Annuities



**Fixed**



**Variable**



**Indexed**

Variable annuities are sold by prospectus. Please consider the investment objectives, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other information about the variable annuity contract and the underlying investment options, is available from your financial professional. Be sure to read the prospectus carefully before deciding whether to invest.

# Invest Wisely

## Three Fundamental Principles

1. Diversification
2. Asset allocation
3. Dollar-cost averaging

# Taxable Investments



**Stocks**



**Bonds**



**Cash  
Alternatives**

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## Mutual Funds and EFTs

Mutual funds and exchange-traded funds are sold by prospectus. Please consider the investment objectives, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other information about the investment company, is available from your financial professional. Be sure to read the prospectus carefully before deciding whether to invest.



## Diversification

Investing in different investment vehicles in an attempt to **limit exposure to losses** in any one sector of the market.

# Asset Allocation

A systematic approach to diversification that determines an **efficient mix of assets** for a given investor.



# Personalizing Your Asset Allocation Model

1. Investment Goal(s)
2. Time Frame
3. Risk Tolerance



# Conservative Asset Allocation Model

Time frame

20 years

Primary goal:

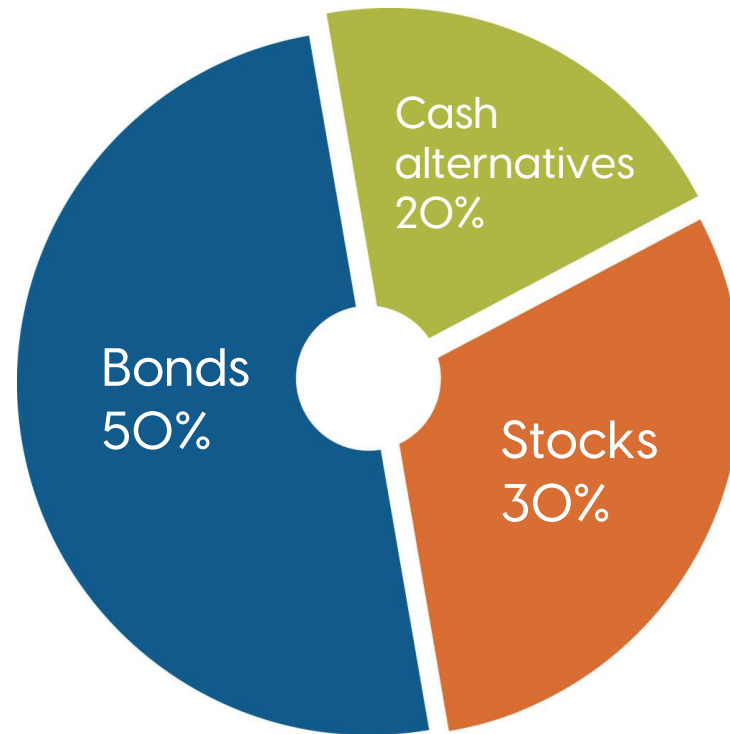
minimize volatility

## 2004–2023 Performance

Best year 20.22%

Worst year –15.76%

Avg. annual 6.19%



Source: London Stock Exchange Group, 2024. This hypothetical example is used for illustrative purposes only. Past performance is not a guarantee of future results. The returns shown do not include taxes, fees, and other expenses. Actual results will vary.

# Aggressive Asset Allocation Model

Time frame

20 years

Primary goal:

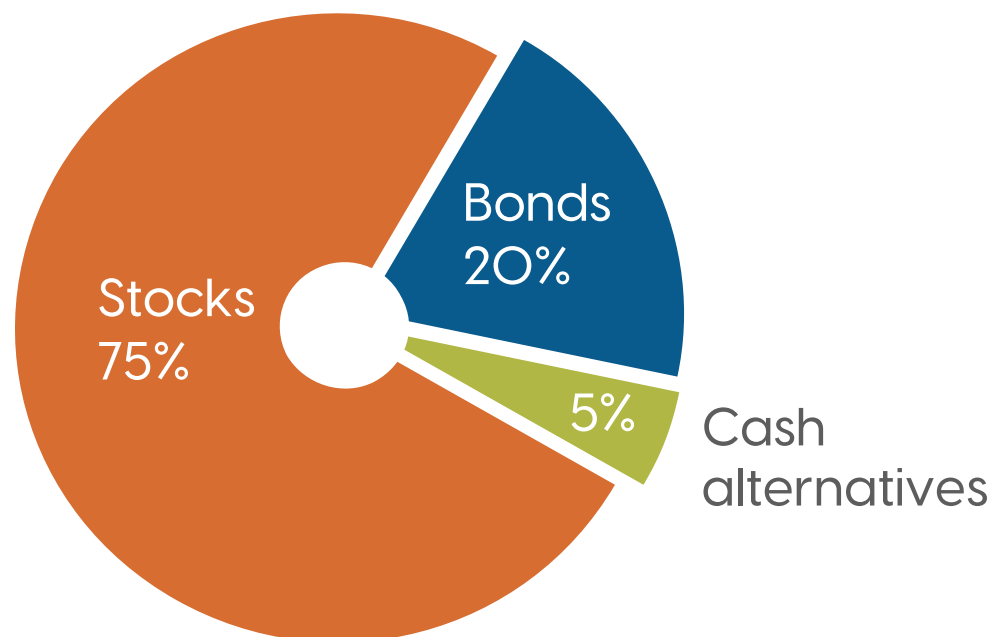
pursue growth

## 2004–2023 Performance

Best year 28.33%

Worst year -29.65%

Avg. annual 8.70%



Source: London Stock Exchange Group, 2024. This hypothetical example is used for illustrative purposes only. Past performance is not a guarantee of future results. The returns shown do not include taxes, fees, and other expenses. Actual results will vary.

# Dollar-Cost Averaging

A strategy that **involves investing a set amount of money at regular intervals** on an ongoing basis.

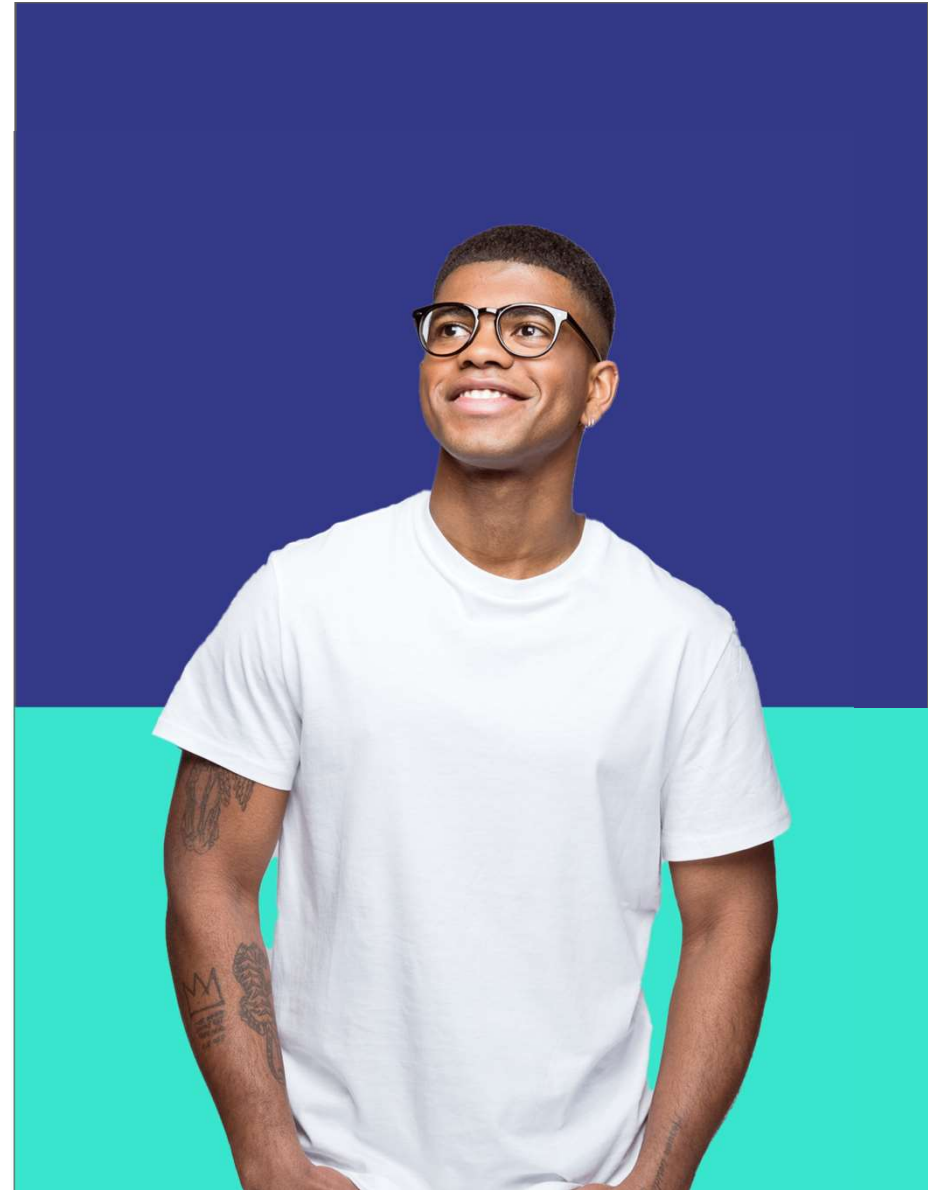
# Dollar-Cost Averaging Example

	Regular Investment	Market Price/Share	Shares Acquired
Month 1	\$100	\$6.00	16.7
Month 2	\$100	3.00	33.3
Month 3	\$100	4.00	25.0
Month 4	\$100	8.00	12.5
Month 5	\$100	5.00	20.0
Total	\$500	\$26.00	107.5
Average price per share: \$5.20 ( $\$26 \div 5$ ) Average cost per share: \$4.65 ( $\$500 \div 107.5$ )			

This hypothetical example is used for illustrative purposes only.  
Actual results will vary.

# Periodic Portfolio Reviews and Maintenance

- Typically, at least once a year
- After a major lifestyle change
- As the result of a change in your investing outlook



# Prepare for the Unexpected



## **Insurance products can help you:**

- Provide for loved ones
- Fund unexpected expenses
- Protect a business
- Preserve your estate





# Long-Term Care Strategy

Most 65-year-olds will need some form of long-term care services during their lifetimes.

Source: U.S. Department of Health and Human Services, 2024

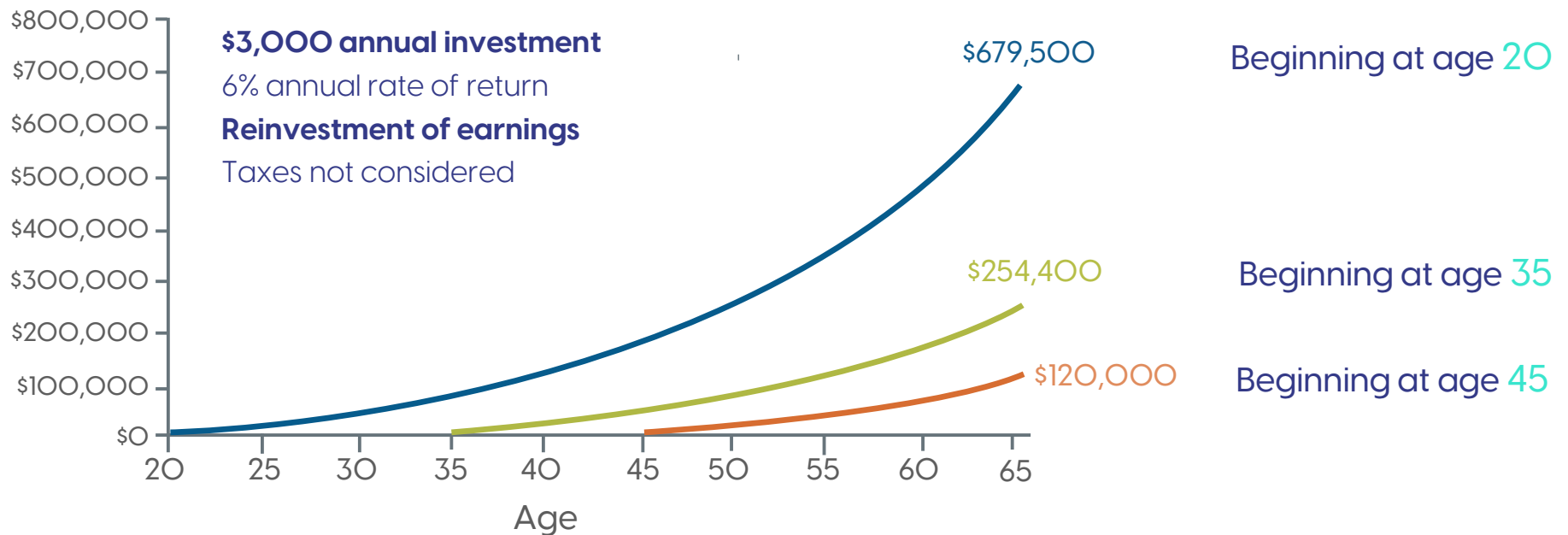
# What Can You Do Today?

Commit to developing and keeping your retirement savings plan a high priority.

# Putting Your Knowledge to Work

- Do it yourself
- Work with us
- Procrastinate

# Start Saving Now

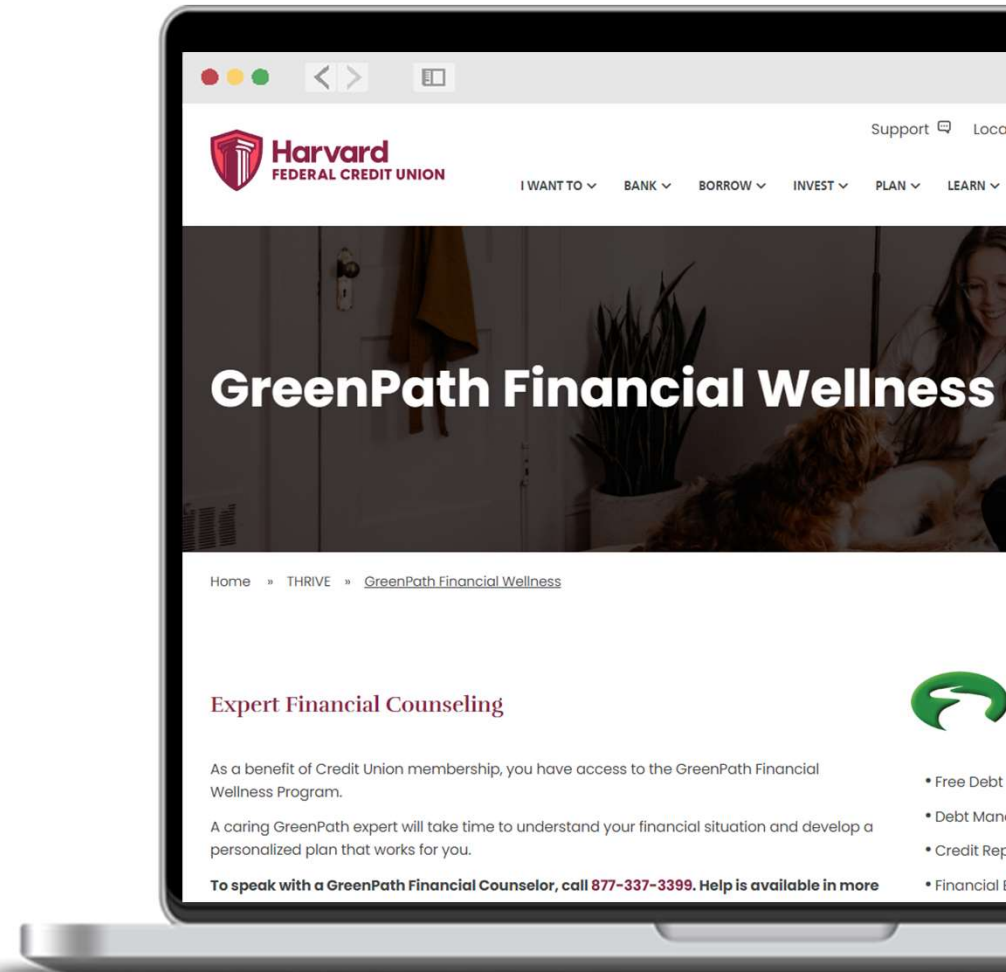


This hypothetical example of mathematical compounding is used for illustrative purposes only and does not represent the performance of any specific investments. Taxes are not considered. Rates of return will vary over time, particularly for long-term investments. Investments offering the potential for higher rates of return also involved a higher degree of investment risk. Actual results will vary.

# Free Financial Counseling

GreenPath Financial Wellness offers free credit, and budget counseling

[HarvardFCU.ORG/GREENPATH](https://HarvardFCU.ORG/GREENPATH)





**Questions?**



# Disclaimer

This presentation is a general overview of principles you may want to consider. Only you can decide what is best for you. This presentation is educational in nature and is not intended to be, and should not be construed as tax, legal or investment advice. You should always consult a certified advisor for advice on your specific situation. The examples used in this presentation are for illustrative purposes only.



# Let's keep in touch!

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