



MSS Strategy Session Notes

Date: _____

1. Standard Disclosure:

First, as we begin our strategy session, feel free to ask as many questions as you need. We will have a number of questions as well, and as we go back and forth asking and answering questions, we may discover that what you need and what we do are two different things and we will be up front in telling you if that is the case. We just want you to be comfortable with that. Fair enough?

2. Explain the Process:

We typically work through a four phase process in our strategy sessions.

- a First, we try to **DISCOVER** what it is that you are looking for and offer sample solutions.
- b Second, we work together to **DESIGN** a specific strategy that will fit your needs.
- c Third, we work with you to **DEPLOY** the strategy.
- d Fourth, we review and adjust the strategy at regular intervals. We call this **RE-DEPLOY**.

Does that sound like a good way to make a financial decision?

3. So, tell me what you were hoping we could do for you during your MSS Strategy Session? Most people have either a “**pebble in the shoe**” regarding their assets or **confusion** as to how their financial plan works together with their Social Security benefits to accomplish what they want in retirement. What we do is help people overcome their confusion and get the pebble out of the shoe. Would that help you?

Which would you like to tackle today, the pebble in the shoe or develop a plan to end the confusion?

Pebble in the Shoe

Develop a Financial Plan including Social Security Benefits

Questions:

- a. Do you know your FRA PIA? If so, what is/are the amounts?
- b. Are you retired? If not, when do you plan to retire?
- c. What was/is your occupation?
- d. What do you like or dislike about your current financial plan?
- e. How would you define success in that area?
- f. What would you change?
- g. Who do you include in decisions of this nature?
- h. Do you have a financial advisor currently?
 - What will their response be if we make changes to your plan?
 - How would you respond?
- i. If we could wave a magic wand and solve these issues, what would that look like?



Most people come in to see us because of our conservative approach to retirement planning, wanting a combination of guarantees and risk that fits them best. So, tell me:

1. What's important to you about safety & guarantees when considering your retirement plan?

2. What's important to you about the money you place at risk in the market?

a. What percent of your retirement income would you want guaranteed? _____%

b. What is your current monthly income? _____

c. What do you need for monthly income in retirement? _____

d. What are your current monthly expenses? _____

e. What will your monthly retirement expenses be? _____

4. **ABC Planning Model**

Naturally, most people want a perfect investment: an asset that has double digit gains, always liquid and always protected. Since there isn't such an asset, *obviously* people have to prioritize what they want in their portfolio. Typically, the ABC Planning Model will help you prioritize your assets. Let's take a look.

A	B	C
Low Interest Taxable Cash Bank Accounts CDs Savings Accounts	Moderate Interest Tax-Deferred Moderately Liquid Three Green Money Rules	Potentially Higher Returns Taxable Liquid 401k/IRA Stock/Bond Type Risk

In prioritizing you have to give up something in order to gain something. See the chart below:

	A	B	C
<i>Priority</i>	Liquidity	Protection	Gains
<i>Give Up</i>	Gains	Liquidity	Protection

5. We have rules when it comes to Column B & C assets:

Green Money Rules:

Rule #1: Protect your principal

Rule #2: Protect your gains

Rule #3: Protect your income

Red Money Rules:

Rule #1: Must be actively managed

Rule #2: Must be liquid

Rule #3: Must be long term

- | | | |
|---|-----|----|
| a. Do these rules help you define your portfolio? | Yes | No |
| b. Does the percent of liquidity you've chosen feel right to you? | Yes | No |
| c. Does the percent of protection you've chosen feel right to you? | Yes | No |
| d. Does the percent of market risk you've chosen feel right to you? | Yes | No |

Notes:

Next Session

Date: _____

Time: _____

Items to Cover: