

# STETSON LAW

GULFPORT CAMPUS

*Details & Registration on Page 7*

**Tuesdays, April 21 & 28**  
6:30 pm to 9:30 pm

OR

**Thursdays, April 23 & 30**  
6:30 pm to 9:30 pm

OR

**ACCELERATED 1-DAY CLASS**

**Saturday, April 25**  
9:00 am to 2:00 pm

# THE CHANGING WORLD OF RETIREMENT PLANNING™

PROVIDED AT NO COST THROUGH



## YOU WILL DISCOVER HOW TO:

- Evaluate the recently passed OBBBA legislation and its potential impact on your retirement
- Avoid the three basic “pitfalls” of retirement distribution planning
- Assess your financial readiness for retirement
- Use the 3 basic types of retirement accounts to maximize cash flow moving forward
- Evaluate the benefits of a Roth Conversion
- Maximize Social Security income
- Reduce, or eliminate unwanted expenses or delays with estate planning
- Reduce the financial impact of long-term care through proactive planning



CALL [727.hybrid@mail](mailto:727.hybrid@mail) OR REGISTER ONLINE AT [WWW.NSFE.ORG](http://WWW.NSFE.ORG) (Course ID 81170)

# COURSE DESCRIPTION

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## WHO SHOULD ATTEND THIS COURSE

You will find this course relevant if you are developing a retirement plan, nearing retirement, or recently retired. Regardless of your stage in the process, you'll learn updated strategies that will help you build and preserve wealth in volatile times. Above all, this course is designed to help you assess your current financial position, then lay out a personalized roadmap that helps you achieve your retirement goals.

## WHY THIS COURSE MATTERS

Many of the retirement strategies utilized by your parents have grown outdated and may no longer have application to those looking to retire today. This class compares and contrasts the old retirement paradigms of yesteryear and the new paradigms of today as you prepare to retire in the 21st century. You'll learn about the effects of Social Security taxation as well as the common distribution pitfalls in retirement.

Perhaps most importantly, this class will teach you how to develop a personalized strategy as you confront the challenges of retiring in a rapidly changing world.

## BALANCED FINANCIAL INFORMATION

There's a difference between taking your financial cues from media outlets and learning the basics of retirement planning from a trusted, reliable, unbiased source. This course is designed to give you an exhaustive and comprehensive view of financial education while uncovering the many new pitfalls that threaten to derail many retirees in the 21st century.

## COURSE ORIGIN

David McKnight, National Best-Selling Author, developed and has been teaching the concepts in *The Changing World of Retirement Planning™* curriculum since 2010. This course has been taught by hundreds of financial advisors to over 150,000 pre-retirees and retirees in over 350 colleges and universities across the nation. The course instructors are mentored by David McKnight on the retirement strategies taught in this course.

# COURSE OVERVIEW

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## RETIRING IN THE 21ST CENTURY

- The old retirement paradigm vs. the new paradigm
- How to create a clear vision for retirement
- Creating a retirement road map
- Keys to transitioning to retirement

## TAX RATE RISK

- Why experts say tax rates could double
- How rising taxes may affect your retirement cash flow
- The “Catch 22” of 401ks and IRAs
- How lost deductions may affect your taxes in retirement

## RETIREMENT DISTRIBUTION PLANNING

- The three basic retirement accounts
- How to accumulate dollars in the right types of accounts for retirement
- What’s better for you: tax-deferred or tax-advantaged accounts?
- How to define a “true” tax-advantaged investment
- When should you convert to a Roth?
- How IRAs and 401ks cause Social Security taxation
- Strategies to reduce or eliminate taxes in retirement

## MAXIMIZING SOCIAL SECURITY

- The causes of Social Security taxation
- The Social Security thresholds you need to be aware of
- The real cost of Social Security taxation
- Strategies to eliminate Social Security taxation
- Social Security maximization strategies

## ESTATE PLANNING

- Planning for incapacity
- Reducing Estate Taxes
- A will vs. a trust
- How to avoid probate
- Asset gifting
- Transferring property at death

## LONG-TERM CARE PLANNING

- How a long-term care event may affect your retirement
- Medicaid spend-down rules
- Community spouse rules
- The 4 common alternatives to pay for long-term care
- Recent innovations in long-term care planning

## PROTECTING AGAINST MARKET LOSS

- The impact of dramatic market loss in retirement
- Is “buy and hold” appropriate in retirement?
- How to mitigate two types of investment risk
- Why “asset allocation” alone may not be enough
- How to truly diversify your retirement portfolio

## RETIREMENT DISTRIBUTION PITFALLS

- How the new rules on “Rate of Withdrawal” affect you
- How to ensure you won’t run out of money in retirement
- How to liquidate your retirement assets in the right order
- How to eliminate “sequence of returns” risk

\*contractual guarantees are based on the strength and claims-paying ability of the insurance company

# SECTION SUMMARIES

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## SECTION 1

### RETIRING IN THE 21ST CENTURY

How is retirement planning in the 21st century different than that of your parents? Chances are, your retirement looks and feels vastly different than the generation before you. As a result, your approach to the retirement planning process must change. This course begins by exploring an updated approach to retirement planning that accounts for all of the challenges and pitfalls that are unique to the rapidly changing world in which we now live.

## SECTION 2

### TAX RATE RISK

Some experts have suggested that tax rates may have to rise dramatically to keep Social Security and Medicare solvent.<sup>1</sup> If you're like most Americans, you've saved the lion's share of your retirement in tax-deferred accounts like 401ks and IRAs. If tax rates go up, how much of your hard-earned money will you be able to keep? This section discusses strategies that you can implement that may help insulate your assets from the impact of higher taxes.

## SECTION 3

### RETIREMENT DISTRIBUTION PLANNING

There is a lot of static in the media and on the internet about how to best save for retirement. In this section you'll learn about the three basic types of investment accounts and how to use them to maximize cash flow in retirement. Should you contribute to an IRA or a Roth IRA? How about Roth Conversions? This section teaches you how to position your savings so as to minimize taxes and maximize cash flow in retirement.

## SECTION 4

### MAXIMIZING SOCIAL SECURITY

Some pre-retirees are not aware that their Social Security can be taxed. In this section you'll learn about the impact of Social Security taxation on your retirement. We'll also look at the IRS thresholds that cause Social Security taxation. Finally we'll discuss strategies you can implement that can put you in a position to receive your Social Security free from tax.

<sup>1</sup> <https://www.pgpf.org/article/social-security-reform-options-to-raise-revenues/>

*“You now have math and certainty in your corner when it comes to making a critical tax payment decision that may well determine how long your money lasts in retirement.”* -David McKnight, author of *The Power of Zero*

## **SECTION 5**

### **ESTATE PLANNING**

Estate planning involves more than just reducing your taxes. It’s also about making sure your assets are distributed as you wish – both now and after you’re gone. In this section, we’ll discuss strategies and techniques to reduce or eliminate estate taxes, delays, and legal challenges following your death. You’ll also learn how to build an estate plan that addresses your wishes should you have an incapacity due to an illness or injury. Finally, we’ll investigate the benefits of using a trust versus a will when determining how to best transfer your assets upon death.

## **SECTION 6**

### **LONG-TERM CARE PLANNING**

In this section we’ll cover the Medicaid rules that govern asset spend-down in the event you should need long-term care. Then we’ll cover the four most common strategies used to mitigate long-term care risk. Finally we’ll help you assess which long-term care planning strategy is best suited to your particular situation.

## **SECTION 7**

### **PROTECTING AGAINST MARKET LOSS**

The investment strategies that got you to this point may not necessarily be the ones that see you safely through retirement. This section discusses the two types of investment risk in every investment portfolio and how to mitigate them. It also helps you lay out a strategy to increase the likelihood that you won’t outlive your retirement assets.

## **SECTION 8**

### **RETIREMENT DISTRIBUTION PITFALLS**

How much money can you safely take out of your retirement accounts without risking running out of money? Does the order in which you withdraw your various assets in retirement matter? What happens if you experience market loss while taking distributions? This section discusses all of these retirement pitfalls and outlines strategies and solutions designed to create more certainty and predictability in your retirement plan.

\*contractual guarantees are based on the strength and claims-paying ability of the insurance company

# ASSETS & BENEFITS



## THE CHANGING WORLD OF RETIREMENT PLANNING™ WORKBOOKS

As part of this course, you will receive a two volume set of workbooks that provides examples and illustrations designed to reinforce the concepts taught in class. These workbooks help you follow along during the presentation and give you a step-by-step process to help implement the knowledge you obtain during the course.

## COMPREHENSIVE APPROACH

Instead of focusing on a specific strategy or topic, this course takes a more comprehensive view of your retirement. This broad-based approach lays a foundation for proactive planning in an updated, 21st century context. Because of the educational nature of the class, no specific financial products are presented or discussed.

## AN INTERACTIVE CLASSROOM SETTING

This course is taught by a nationwide network of instructors. These instructors are financial professionals from your community who bring to their classes years of experience and knowledge from their careers in personal finance. They often supplement their presentation with real life stories and experiences to help personalize the principles and strategies taught in their classes. This personal and interactive approach to the material helps make the educational process both practical and informative.

## OPTIONAL RETIREMENT PLAN REVIEW

If you have questions on how the principles you learned in this class apply specifically to your financial situation, you may arrange for a private strategy session with your instructor after the conclusion of the course. The review is complimentary for all attendees but is not required.

## COURSE INSTRUCTOR INFORMATION

Your course instructor is Shaun Mathena.

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# DETAILS & REGISTRATION

Advance registration is required.  
Enrollment capacity is dependent on room size. Additional enrollment options may become available online.

## 3 ENROLLMENT OPTIONS

1

**Tuesdays**  
**April 21 & 28**  
6:30 pm - 9:30 pm

2

**Thursdays**  
**April 23 & 30**  
6:30 pm - 9:30 pm

3

*Accelerated 1-Day Class*

**Saturday**  
**April 25**  
9:00 am - 2:00 pm

## LOCATION

### Stetson Law, Gulfport Campus

1401 61<sup>st</sup> South, Gulfport, FL 33707

## COST

There is no cost to attend this event. The two volume workbook set is provided complimentary to you.

## 3 REGISTRATION METHODS

1

For express registration, scan the QR code with your device. The Course ID is not required when using this method.



2

REGISTER ONLINE AT

[WWW.NSFE.ORG](http://WWW.NSFE.ORG)

**Course ID: 81170**

3

REGISTER BY PHONE AT

[727.hybrid.mail](http://727.hybrid.mail)

SOFA the organization, does not offer to sell financial products nor promote any one particular company. Though the presenter may mention specific financial instruments and their functionality, SOFA's role is only to educate and inspire. SOFA only represents the educational workshop – all other endorsements are non-SOFA related.

# THE CHANGING WORLD OF RETIREMENT PLANNING™

*On-Campus Retirement Education for Ages 50 to 70*

COURSE OFFERED FOR FREE AT:

## STETSON LAW-GULFPORT CAMPUS

*Additional enrollment dates may become available online.*

Retirement Course Registration



4590 Ulmerton Rd #104  
Clearwater, FL 33762

This lecture is sponsored by the Society for Financial Awareness,  
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*This course will cover retirement planning strategies that are often overlooked and how they can be implemented.*

FULL COURSE SYLLABUS INSIDE.

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OR ONLINE AT [WWW.NSFE.ORG](http://WWW.NSFE.ORG) (Course ID 81170)