THREE WAYS TO OPTIMIZE YOUR RETIREMENT SAVINGS

Discover how different options in your 401(k) affect taxes, what the biggest determinant of investing success is, and what the most important parts of your plan should be. BONUS: What doesn't work and what to watch out for!

Doug Oosterhart, CFP® | www.lifepointplanning.com | doug@lifepointplanning.com

LifePoint Planning

Hi there, Doug Oosterhart here...

Thanks for downloading the guide!

I'm excited to show you how we've helped our clients optimize their retirement strategies and avoid some common (and costly) mistakes...

And listen, I get it - you've already got a financial planner and you're super busy.

You're knee deep in day-to-day obligations and you don't have the time to study and learn the nuances of all the strategies, how they play a role in your planning, and why it even matters in the first place.

But I do, and today I'm going to show you how to optimize your wealth building strategies.

How much money will these strategies help you save and not lose over the long-term?

Well, in certain cases, it could range from a few hundred thousand to more than a million.

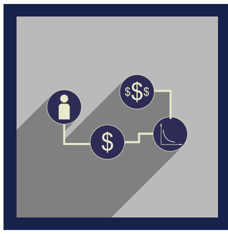
Do I have your attention now?

I hope so, because I love sharing the knowledge I've gained over the better part of a decade, bringing a rare combination of youth, experience, and expertise to my clients. After all, most clients tell me that they appreciate their advisor being younger than them since I'll be in my prime when you're in retirement.

So get ready to discover 3 ways that my clients are currently maximizing their retirement savings.

Oh, a quick note before we begin...PLEASE don't get too upset if your current planner hasn't brought these to your attention. Often times, they could be a generalist. We are specialists.

With that disclaimer, let's start maximizing your savings by exploring 3 ways to optimize your retirement strategies...



1 Pre-tax, Roth, or After-tax 401(k) Savings?

What if I told you that HOW you save into your 401(k) can potentially have a multi six figure difference in taxes when you take the money out for retirement…

Well, you might say, “Doug, I've already talked with my "money manager" about 401(k) savings…”

And while that might be the case, it doesn’t change the fact that most plans are now offering **3 different ways** to save and sometimes there are opportunities to super charge your long-term tax savings.

We currently have a client that is **able to pack his 401(k) with $62,000 this year** (that includes the company match)! Not only **deferring the normal $25,000** (since he's over 50, otherwise it would be up to $19,000), but also creatively making after-tax contributions and converting them to Roth contributions.

Confused yet? Don't worry. We specialize in helping you decide on what strategy is best for you. Long story short - this client is estimated to **save about $150,000 in taxes** during retirement.

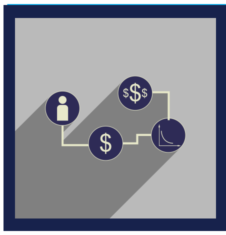
Some may call it a loophole. I like to think of it as simply using the tax code to your advantage, because it's all perfectly legal.

It's actually the perfect strategy for savvy and aggressive savers. Some companies may have more/less options than others, but we will work with you to make sure you're taking advantage of all the options suited to your specific situation and goals.

Now there’s a lot to consider before changing your contributions or current elections.

You will need to know what options are available in your plan, how much you're currently saving relative to the maximum allowed, and then decide the best strategy for you.

BUT, these are small hurdles for potentially significant tax savings in the long run.



2 Don't Make This Million Dollar Mistake

Did you know that the biggest determinant of investing success is how the investor behaves during their investing career?

What do I mean? Human nature (the way our brains are hard wired) actually plays the biggest role in building and keeping wealth.

In *Thinking Fast and Slow*, Daniel Kahneman says that a loss feels 2.5-4 times worse than a gain feels good. Think about your investment accounts - when you see them go down, the magnitude of loss feels a lot higher (you feel worse) than when you see it go up.

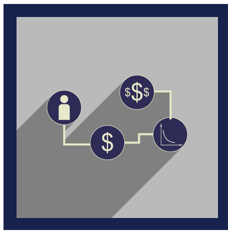
To combat this, a lot of investors sit on the sidelines until they feel "the time is right" to invest their money. There are a couple of problems here. The first one is that **NO ONE knows when the market will go up or down**. Not me, not you, not Warren Buffett (he would say the same thing). If no one can predict this accurately, all you're doing is guessing - and that's a recipe for disaster.

The second problem with market timing is that over the past 100 years, the market only went down about once every five years (obviously, past performance doesn't guarantee future results). The years in which the market goes down are tough to choose. The math and evidence shows that investors who keep their money invested consistently, even during down markets, end with higher balances than those who try to time the market.

Just in the past year, we've met multiple clients with multiple six figure sums sitting in cash. They all have the same story - they've had the money in cash since 2008, and they're waiting for the right time to invest. The problem is that now they've **missed out on the market tripling over the past 10 years** which makes them even more scared to invest. **Two of these clients have had $400,000 in cash for 10 years - if that money was invested, it would've tripled to $1,600,000. A $1,200,000 mistake.**

You could say hindsight is 20/20. However, there has never been a 10-year period in the market, where an investor who's stayed invested the entire time, has lost money. To lose money in the market, it takes human intervention. Remember, you don't lose until you sell.

If you're ready to practice Nobel Prize winning strategies, it's time learn the real strategies to keep wealth and ensure you never run out of money.



3 Without a plan, you're destined to fail...

What I find is that many investors set up a retirement plan or savings strategy once, and then think they're "all set."

You meet a local financial guy/gal, he/she seems nice enough, and before you know it **BAM** you have a [cookie cutter] retirement "plan"...

Then what? Well, life and business keep marching on and your plan continues to sit there...on the shelf, unchanged, accumulating dust. Maybe you check in with your advisor once per year and since the market has gone straight up for 10 years, you're happy.

Here's the reality - you forgot what you pay in fees, you forgot what you're invested in, and you don't have time to prioritize it. Now you're 10 years closer to retirement, your goals have changed, but *your plan remains the same.* Let's make a medical analogy - imagine only going to the doctor once every 10 years to see if anything has changed - that would be ludicrous.

Here are a few things that need to be addressed in every plan:

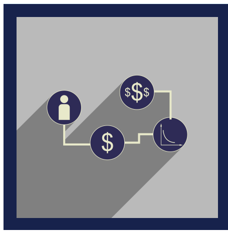
1. You must have a **"down-market strategy"** - will you still be successful when the market goes down?

2. Keep **taxes top of mind** - all accounts are taxed differently.

3. Goals should be clearly defined - an investment portfolio is ONLY the medium to fund the plan that meets your goals. The **goals and transitions must be defined first**.

4. It must **cover more than investing**. Cash flow, insurance, taxes, estate planning, education planning, etc. are all components of a plan. If you're only getting your "investment road-map" it's time to re-evaluate.

Simply put, if your plan is collecting dust and you're not 100% sure if the strategies in your accounts/ overall plan are ideal for your current goals, it's probably going to cost you money in the long run.



4 BONUS: What Doesn't Work!

Over the years, I've heard a lot of different things that clients/prospects/investors have done. Here are **the ones that you should avoid**:

1. Timing the market
    a. There is no evidence to suggest that anyone can consistently beat the market long-term.
2. Day trading
    a. Often times, the more trades you make, the less money you'll end up with.
3. Thinking you can pick stocks
    a. There are thousands of analysts covering different stocks - to think that you can get a leg up on the information they've already gotten is a common misconception.
4. Buying someone's Facebook, Youtube, or other ad telling you that you can make tons of money using their investment strategies
    a. If the strategies were that good, they wouldn't be selling them for $10 per month.
5. Investing and dieting have a lot in common
    a. Get rich quick schemes do not work, much like crash dieting. If you don't develop healthy financial and/or physical (eating) habits, there will be a lot fat needing to be lost.

So what's next?

Well, if you think that some of these strategies might help optimize your plan, you can do something about it.

Right now.

All you have to do is *click this link* and schedule your free (and no obligations) review session.

During this short phone call you get personalized advice that helps you:

- Understand the best option for your 401(k) and overall savings strategy
- Avoid making big mistakes with investing
- Get peace of mind knowing that you can work with an advisor specializing in building retirement strategies that are aligned with your goals

All you need to do is *click here to schedule* your call right now.
You work hard for your money, and I want to show you how to keep as much as you can. But you must take the first step and schedule the call.
I look forward to getting to know you (oh, and helping you build and maintain wealth!).

Sincerely,

Doug Oosterhart, CFP®