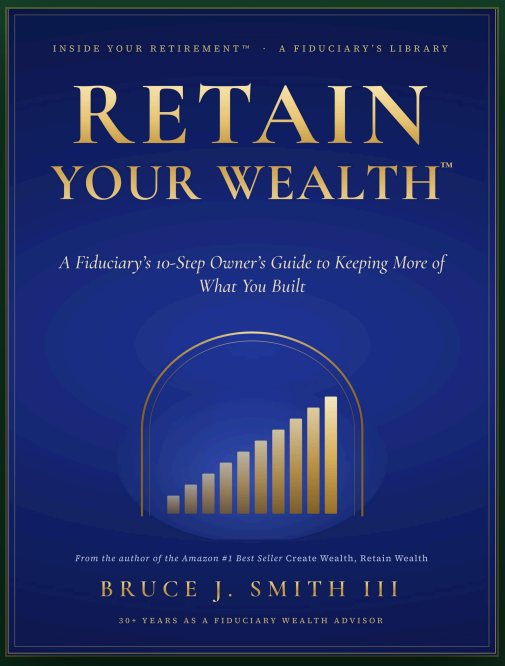
THE WEALTHKARE INVESTMENT CENTER PRESENTS

1,000 Retirement Questions. Answered.

Find your question. Turn to the page. Every answer is in *Retain Your Wealth™*, the 10-step owner's guide by fiduciary Bruce J. Smith III.

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THE WealthKare™ INVESTMENT CENTER
Unlocking Massive Value for Retirees™

A NOTE FROM OUR FOUNDER

You traded life for money. Now it's money for life.

Over the years, I have heard the same remark from family after family, usually right after we walk through a strategy they had never considered:

> *"Not only did I never think about that, I would never have even known to ask the question to find that answer."*

That remark became my bellwether for writing *Retain Your Wealth*. After more than 50,000 hours inside other families' retirement plans, I have learned that the costliest questions are often the ones nobody knows to ask. So the book answers them, in plain English, in one place. I believe it answers well over 95% of the retirement money questions I've been asked in my career. This guide lists 1,000 of them, with the page where each one is answered.

Some you have asked yourself. Should we take Social Security at 62 or wait? How much am I really paying my advisor? Others you may never have thought to ask. How much of my IRA is actually mine? What happens to my spouse's taxes if I die first? What will my children keep? Read the list slowly. The question you didn't know to ask may be the one that matters most.

Use it like the index of an owner's manual: find the question, turn to the page. If you'd rather see the answer worked out with your own numbers, there's a way to do that too, and it costs you nothing.

Bruce J Smith III
FIDUCIARY WEALTH ADVISOR



Bruce J. Smith III

Founder, The WealthKare Investment Center · Unlocking Massive Value for Retirees™

30+
years as a fiduciary

50,000+
hours inside families' retirement plans

10
steps in one owner's guide

1,000
questions answered, with page numbers

BEFORE YOU START

Every retirement dollar ends up in one of three places.

Your household

What you spend, what you give, and what you leave to the people you love. The only one of the three you actually chose.

The people who manage your money

Advisory fees, fund expenses, product costs and platform charges.

The government

Income tax, and the surcharges and penalties tied to income.

There is no fourth place. Planning simply means deciding the shares in advance instead of finding out afterward. Two costs decide how much of a retirement portfolio a family actually keeps, and neither one arrives in the mail.

The first bill

What you pay for advice

It comes out quietly as a deduction already taken, and it is rarely added up for you in dollars across your whole retirement. Under a percentage fee, it grows when your account grows, whether or not the work does.

The second bill

The tax already owed inside your accounts

Money in a 401(k) or traditional IRA went in without tax. The tax was put off, not forgiven. It grows as the account grows, and it is due when you, a surviving spouse or your children take the money out.

Owner's Note. Your statement shows what is in your account. It does not show what is yours. Until the tax on a traditional IRA or 401(k) is paid, part of that balance belongs to the government.

HOW TO USE THIS GUIDE

1

Pick the area of your plan that matters most to you right now. There are seven, from Your Risk to Your Comprehensive Personal Plan.

2

Scan the questions under each topic. Questions marked with a gold dot are the ones families ask most.

3

Turn to the page numbers on the right in *Retain Your Wealth*. That's where the answer is. Don't have the book yet? Get it on Amazon at **RetainYourWealthBook.com**.

● How much bigger is my check if I wait until 70 instead of taking it at 62? **p. 231**

START HERE

The 21 questions families ask me most.

Three from each of the seven areas, with the short answer. The book shows the full answer, the arithmetic, and both sides of the argument.

YOUR RISK

What is sequence-of-returns risk?

The same returns in a different order can leave you with very different amounts once withdrawals begin. Bad years early do the most damage.

Full answer: pp. 82, 98, 200

YOUR RISK

How big a gain do I need to recover from a 10%, 20% or 30% loss?

A 10% loss needs an 11.1% gain to get back to even. A 20% loss needs 25%. A 30% loss needs about 43%, and a 40% loss needs 66.7%.

Full answer: p. 96

YOUR RISK

How can I tell if an annuity is any good?

Judge it on four things: the insurer's financial strength, the guaranteed minimums, the current crediting rates, and how consistent those rates have been over time.

Full answer: pp. 109, 123, 139-140, 225, 357

YOUR FEES

What are the 'two bills nobody ever sends you' in retirement?

What you pay for advice, and the income tax already owed inside your traditional IRA or 401(k). Neither one arrives as a bill, and a rising market makes both bigger.

Full answer: pp. 19, 28

YOUR FEES

Am I paying my advisor to manage money that really belongs to the IRS?

Often, yes. A percentage fee is charged on the whole IRA, including the tax you still owe. If a quarter of the account will go to taxes, a quarter of the fee manages the government's money.

Full answer: pp. 28, 129, 157, 297

YOUR FEES

How do I find out what I actually paid my advisor last year?

Ask for one number: your total fee last year, in dollars. Then ask how your advisor is paid on everything else, including insurance.

Full answer: pp. 140, 320-321

YOUR TAXES

How much of my traditional IRA really belongs to the government?

Every dollar in a traditional IRA or 401(k) still owes income tax. At an illustrative 25% rate, about a quarter of the balance is really the government's share.

Full answer: pp. 52, 62, 75, 334

YOUR TAXES

What is the widow's penalty?

After a death, one Social Security check stops and the survivor moves to single tax brackets about half as wide, while required withdrawals stay the same. Less income, often more tax.

Full answer: pp. 29, 167, 208, 245-246, 268, 365

YOUR TAXES

Why is a QCD better than taking my RMD and writing a check to charity?

A QCD counts toward your required withdrawal but never shows up as income, so it doesn't make more of your Social Security taxable or raise your Medicare premiums.

Full answer: pp. 177-178

YOUR INCOME

How do I calculate our income gap?

Total lifestyle spending minus guaranteed income (Social Security, pensions, annuities). The difference is what your savings must pay each year.

Full answer: pp. 195, 349-350

YOUR INCOME

Under the 4% rule, do I withdraw 4% of my balance every year?

No. You take 4% in the first year, then raise that dollar amount for inflation each year. It's a research guideline, not a guarantee.

Full answer: p. 198

YOUR INCOME

Does my income gap include advisory fees and taxes?

No. Your savings must also cover advisory fees and the income tax on withdrawals, so the gap is the floor of what you withdraw, not the ceiling.

Full answer: pp. 196-197

YOUR SOCIAL SECURITY

How much bigger is my check if I wait until 70 instead of taking it at 62?

About 77% larger, for life, with every future cost-of-living raise applied to the larger amount, and potentially for your spouse's life too.

Full answer: p. 231

YOUR SOCIAL SECURITY

Does a surviving spouse get to keep both Social Security checks?

No. The survivor keeps the larger of the two checks, not both. That's why the higher earner's claiming age matters so much.

Full answer: pp. 167, 198, 233, 267, 299, 364

YOUR SOCIAL SECURITY

Should I claim at 62 to get mine before Social Security runs out?

Usually that's backward. A future cut would likely apply across the board, so claiming early just locks in a smaller check that any cut would then reduce.

Full answer: p. 244

YOUR BENEFICIARIES & ESTATE

Does my will control who gets my IRA and life insurance?

No. IRAs, 401(k)s, annuities and life insurance pass by the beneficiary form. A perfect will can't fix an outdated form.

Full answer: pp. 268, 308

YOUR BENEFICIARIES & ESTATE

How long do my kids have to empty an IRA they inherit from me?

Most children and other non-spouse heirs must empty an inherited retirement account by the end of the tenth year after the year of death, often in their peak earning years.

Full answer: pp. 17, 49, 52, 129, 169, 209, 261

YOUR BENEFICIARIES & ESTATE

What happens if I wait too long to sign a power of attorney?

You can't sign once capacity is lost. Your family may need a court-appointed guardian, which is slow, costly, public, and may install someone you wouldn't choose.

Full answer: p. 307

YOUR COMPREHENSIVE PERSONAL PLAN

Why is running my retirement on autopilot risky?

Autopilot doesn't stop decisions. It hands them to default rules you didn't choose. Like a quiet leak on a submarine, the damage builds before anyone notices.

Full answer: p. 48

YOUR COMPREHENSIVE PERSONAL PLAN

What questions should I ask any financial advisor?

What did I pay you last year, in dollars? Are you a fiduciary on everything? How are you paid? Who owns my tax, survivor and inheritance plans?

Full answer: pp. 65, 150, 321

YOUR COMPREHENSIVE PERSONAL PLAN

What is a survivor projection and should I ask my advisor for one?

Yes. It's a separate plan showing the survivor's taxes, Medicare premiums and required withdrawals year by year, not the same plan minus one person.

Full answer: pp. 268, 287

YOUR NUMBERS, NOT OURS

Every answer in this guide is general. Your retirement isn't.

The questions in this guide are where your review begins. Mark the ones that matter most to your family, then bring them to a no-cost, no-obligation Honest Fee and Tax Review. We will answer them with your own numbers, in dollars.

See your own numbers.

THE HONEST FEE AND TAX REVIEW · THE WEALTHKARE INVESTMENT CENTER

1. **What you paid for advice last year, in dollars.** Not a percentage. The actual dollars that left your accounts, including fund and product costs where they can be found.
2. **The income tax already owed inside your accounts.** An estimate of the government's share of your tax-deferred savings, at a range of tax rates, and who is likely to pay it.
3. **What a cost-focused plan could keep in your family.** Your current path side by side with a plan built around lower costs and a defined tax strategy, in dollars, with both sides shown.

A Special Thank You Gift: your review meeting will include a copy of *Retain Your Wealth™* at no charge.

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HonestFeeReview.com

Bring your latest statements for every account, your most recent tax return, and your Social Security statements.

What the review is not: an obligation. You do not have to buy or change anything, and the book is yours either way. You may learn your current arrangement already serves you well, and you will hear that plainly. You may also learn a percentage fee would cost you less than a flat fee; if so, you will hear that too. The review is offered by The WealthKare Investment Center (WealthKare.com, Inc.), an SEC-registered investment adviser under common ownership with Elite Wealth Network, Inc., the publisher of *Retain Your Wealth*. Because of that common ownership, the two are not independent, and the firm has a financial interest in the services described. See Important Disclosures.

AREA 1 OF 7 · STEP 3 · 143 QUESTIONS

Your Risk

01

Once withdrawals begin, the order of returns matters as much as the average. Protect what must not be lost, and let growth do its real job.

Market losses & sequence risk · Protection, Preservation & Growth · 60/40 portfolios & bonds · Annuities · Structured & income notes · Longevity & inflation · Investor behavior

Market losses & sequence risk

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Want these answers worked out with **your** numbers? The Honest Fee and Tax Review, at no cost, and the book is yours free.

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AREA 2 OF 7 · STEP 4 · 174 QUESTIONS

Your Fees

02

The first bill: what you pay for advice. Measured in dollars, not percentages, for the rest of your life.

How advisors are paid & conflicts · Fiduciary vs. broker · Flat fee vs. percentage fee · Fees in dollars & lifetime cost · Fund, product & trading costs · Annuity & insurance costs · Checking & comparing advisors

How advisors are paid & conflicts

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AREA 3 OF 7 · STEP 5 · 251 QUESTIONS

Your Taxes

03

The second bill: the income tax already owed inside your IRA and 401(k). It was put off, not forgiven, and it grows as the account grows.

The tax inside your IRA · Required minimum distributions · Roth conversions · IRMAA & Medicare surcharges · Taxes on Social Security · Widow's penalty & survivor taxes · Charitable giving & QCDs · Brackets, deductions & key numbers · Taxes your heirs will pay · Withdrawal order & account types

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AREA 4 OF 7 · STEP 6 · 69 QUESTIONS

Your Income

04

Your money has a job: fill the gap between what you spend and what is guaranteed, including the cost of health care.

Income gap & guaranteed income · Withdrawals & the portfolio paycheck · Survivor income · Medicare · Health care costs & HSAs · Budgeting & cash reserves

Income gap & guaranteed income

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AREA 5 OF 7 · STEP 7 · 76 QUESTIONS

Your Social Security

05

A lifetime decision, and a survivor's. The higher earner's claiming age sets the widow's check, possibly for decades.

When to claim & break-even · Spousal benefits · Survivor benefits · How benefits are taxed · Rules, earnings test & filing · Program outlook & COLAs

When to claim & break-even

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AREA 6 OF 7 · STEP 8 · 104 QUESTIONS

Your Beneficiaries & Estate

06

The ten years after: the forms that decide who gets your money, and how much of it your children actually keep.

Beneficiary designations · Inherited IRAs & the 10-year rule · Leaving money to a spouse · Trusts, wills & probate · Powers of attorney & incapacity documents · Estate tax, gifts & step-up in basis · Legacy & charitable planning

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AREA 7 OF 7 · STEPS 1, 2, 9 & 10 · 183 QUESTIONS

07 Your Comprehensive Personal Plan

You are the CEO of your retirement. Autopilot is still a plan. It just isn't yours.

Being the CEO of your retirement · A written plan & projections · Choosing & working with an advisor · Reviews & taking action · Long-term care · Medicaid planning · Declining health & caregiving · Organizing documents & worksheets · Planning for the surviving spouse

Being the CEO of your retirement

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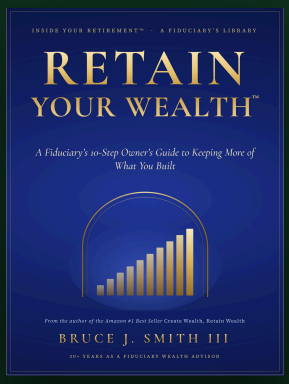
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