Financial Wellness
& Education

You've gotten a late start

Investing for retirement

If you're worried that you haven't saved enough for retirement, you're not alone. Faced with the likelihood of spending 20 years or more in retirement, many people fear that their limited personal savings, company pension plan and Social Security benefits may not be enough to carry them through their golden years. If you're in your 40s or 50s and have a decade or more before retirement, you still have time. However, you can't afford to wait any longer.

The old adage "pay yourself first" makes more sense today than ever before.

First things first

To start, you should evaluate the potential sources of your retirement income. Social Security is one traditional source. To get an estimate of your Social Security benefits, visit the program's website at www.ssa.gov/mystatement. Company pensions may be another source of retirement funds, although they are far less common today. Even if you will one day be a recipient of one or both of these programs' benefits, they will likely provide only a portion of what you'll need to live comfortably. That means that your personal savings and investments must generate the bulk of your retirement income. For an estimate of how much you'll need to accumulate for a comfortable retirement, ask your Representative for a customized Retirement Needs Analysis. This will give you a realistic goal to strive for..

Jump-start your investments

Since you're getting a late start, you'll want to get the most "bang for your buck" out of your investments. Here are some ideas to consider:

Get with the program – It's always a good idea to utilize tax-advantaged programs. If your employer sponsors a retirement plan, such as a 401(k) or SIMPLE-individual retirement account, you should consider enrolling. If you're self-employed, look into establishing a retirement plan such as a Simplified Employee Pension (SEP). Although plans differ in a number of ways, all offer tax-deferred contributions and growth, which help your funds accumulate faster than they would in a taxable account. Some companies even make matching contributions to employee accounts, which is something you'll want to take advantage of if available. Of course, plan specifics differ from company to company, so be sure to discuss the details with your human resources department.

Systematically building your nest egg

Number of years	$300 monthly investment	$500 monthly investment	$1,000 monthly investment
10	$55,250	$92,083	$184,166
15	$104,504	$174,173	$348,345
20	$177,884	$296,474	$592,947

Note: This table assumes an 8 percent annual return. This illustration is hypothetical and does not reflect the performance of any Foresters Financial Services, Inc. product or any other specific investment. It does not reflect the impact of taxes or fees. After applicable taxes or fees, values will be less. Changes in tax rates and tax treatment of investment earnings and applicable tax laws may also impact results.

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Open an individual retirement account – Even if you contribute to an employer-sponsored plan, you'll want to go one step further and open an Individual Retirement Account (IRA). Two popular versions are Traditional IRAs and Roth IRAs. Traditional IRAs offer tax-deferred growth and penalty-free withdrawals in certain eligible situations. Roth IRAs offer tax-free growth and tax-free withdrawals for qualified distributions. And don't forget an individual retirement account for your spouse. Rules were liberalized in recent years, upping the contribution limits for IRAs. For more complete information on IRAs, contact your Representative who can explain the details and help you determine which one may be best for you.

Go on automatic pilot – The old adage of "pay yourself first" makes more sense today than ever before. Sign up for a systematic investment plan, whereby a fixed amount of money is automatically transferred on a regular basis from your paycheck or bank account into your investment account. This disciplined approach makes the investment process painless, and removes the temptation of skipping an investment. The table on Page 1 shows the power of systematic investing over the long term, assuming an 8 percent annual return. Regular investing does not guarantee a profit or protect against loss in a declining market. Investors should consider their financial ability to continue their purchases through periods of lower price levels.

Max out – With a limited time frame before you retire, you'll want to contribute the maximum allowable amount into all of your tax-advantaged vehicles. At this stage of your life, there's no time to cut corners on your retirement program. Make a commitment to "max out" all of your retirement vehicles.

Get the balance right – Getting the right mix of stock, bond and money market mutual funds is a key consideration. For growth potential, you'll want to have an appropriate allocation of stock mutual funds in your portfolio. Of course, pursuing faster growth entails greater risks. And with your compressed time horizon, you may have difficulty riding out the inevitable stock market downturns. Be sure to meet with your Representative and discuss your risk tolerance, number of years until retirement and your investment goals. Together, you can develop a well-diversified portfolio that meets your needs.

Consider variable annuities – If you've reached the annual contribution ceilings of your employer-sponsored plan and individual retirement account, you can further supplement your retirement funding with annuities*. A variable annuity is a contract with a life insurance company that allows you to accumulate money on a tax-deferred basis. And, unlike other tax-advantaged vehicles, variable annuities do not have an annual contribution limit. With a variable annuity, you can allocate your funds across a number of stock, bond and money market subaccounts, whose performance will fluctuate with their underlying portfolios. When you retire, an annuity can be converted into a stream of income payments for the rest of your life. For additional peace of mind, annuities offer a guaranteed death benefit to your heirs. It's important to note that variable annuities are subject to insurance-related charges, such as mortality and expense charges, administrative fees and expenses associated with the underlying subaccounts.

50 and over? Now you can catch up

A special "catch-up" provision for retirement plans allows individuals age 50 and over to sock away more than ever. That extra money can go a long way toward providing a comfortable retirement.

There are risks associated with investing in annuities. There are fees and surrender charges associated with annuities as well as early withdrawal penalties. Withdrawals before age 59 1/2 may be subject to a 10 percent federal tax penalty. Annuities are suitable for long-term investing, particularly retirement savings.

Benefit from our experience

Foresters Financial Services, Inc. provides everyday families and individuals with financial solutions, guidance and tools, to meet their needs across all life stages. Our Financial Representatives offer personalized service combined with a solid, long-term approach and fresh thinking to help you:

- Save and invest for retirement, education and other life events
- Create retirement income strategies
- Protect the ones you love
- Plan your legacy

Together, we can help you achieve financial and family well-being—now and tomorrow, this generation and the next.

Neither Foresters Financial nor its Representatives offer tax, legal or estate planning services. Clients should contact their personal tax and legal advisers for any advice about tax-related investment decisions, estate planning or gifting.

The information contained herein is not intended as a recommendation of a specific security or investment strategy. Rather, it is intended to be general and informational in nature. Speak with your Representative to discuss your specific situation and financial goals.

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