

ARE YOU READY FOR RETIREMENT?

[Review this checklist to see where you stand.](#)

When it comes to the next phase of your life, the earlier you prepare, the better off you'll be. Just like planning a wedding or building a new home, there are a myriad of issues to consider, and our team is ready to help you navigate all the decisions.

You will want to ensure you have the income, resources and safety nets in place to secure a comfortable life for both you and your loved ones. To see how ready you are for this step, review the Retirement Readiness checklist below.

LIFESTYLE *While 76% of boomers intend to keep working and earning in retirement, on average they expect to "retire" from their current job/career at around 64 and then launch into an entirely new job or career.¹ Do you know what you want to do in retirement? Select all that apply.*

- | | | | |
|---|---|--|------------------------------------|
| <input type="checkbox"/> Keep doing what I am doing | <input type="checkbox"/> Start a new career | <input type="checkbox"/> Work part time | <input type="checkbox"/> Volunteer |
| <input type="checkbox"/> Travel | <input type="checkbox"/> Go back to school | <input type="checkbox"/> Start a new hobby | <input type="checkbox"/> Other |

SPENDING *About one-third of pre-retirees age 55 to 66 are unsure about how much they will need to cover their basic living expenses.² Do you know how much you'll need for living expenses when you retire?*

- ☐ I know what my monthly essential expenses will be: \$ _____
- ☐ I know what my monthly extra expenses will be: \$ _____

WORKING *Half of today's retirees say they left the workforce unexpectedly due to health problems, disability, downsizing or closure.³ Do you have a contingency plan if you can't work as long as you intend to at your current position?*

- ☐ Yes: _____
- ☐ No

INCOME *Workers receiving a pension have decreased from 70% in 2002 to 56% in 2012, while people anticipating working during retirement have increased from 72% in 1991 to 79% in 2012.⁴ Where will your monthly retirement income come from?*

- | | |
|---|---|
| <input type="checkbox"/> Work \$ _____ | <input type="checkbox"/> Assets \$ _____ |
| <input type="checkbox"/> Pensions \$ _____ | <input type="checkbox"/> Insurance \$ _____ |
| <input type="checkbox"/> Social Security \$ _____ | <input type="checkbox"/> Other (inheritance, etc.) \$ _____ |
-

Part-Time Employment

Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client	Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client
Description:	Description:
Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year_____	Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year_____
Number of years: _____	Number of years: _____
Income amount (pre-tax, today's dollars): \$_____per <input type="checkbox"/> Month <input type="checkbox"/> Year	Income amount (pre-tax, today's dollars): \$_____per <input type="checkbox"/> Month <input type="checkbox"/> Year
Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____%	Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____%
(Note: Inflation will begin in the year payments begin.)	
Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____	Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____

Annuity Income

Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client	Description:
Description:	<input type="checkbox"/> Joint Life Income Guaranty: <input type="checkbox"/> Period Certain
Year annuity payments start:	<input type="checkbox"/> Lifetime Only <input type="checkbox"/> Installment Refund <input type="checkbox"/> Cash Refund
Amount of annuity payments (pre-tax, future value): \$_____per <input type="checkbox"/> Month <input type="checkbox"/> Year	If Period Certain, enter years: _____ Income to Co-Client _____%
Income growth rate: _____% Exclusion ratio _____%	<input type="checkbox"/> Single Life Income Guaranty: <input type="checkbox"/> Period Certain
Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____	<input type="checkbox"/> Lifetime Only <input type="checkbox"/> Installment Refund <input type="checkbox"/> Cash Refund
	If Period Certain, enter years: _____ Income to Co-Client _____%
	<input type="checkbox"/> Specific Period Enter years: _____

Rental Property Income

Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client	Description:
Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year _____	Income ends: <input type="checkbox"/> End of Client's Plan <input type="checkbox"/> End of Co-Client's Plan <input type="checkbox"/> End of Plan <input type="checkbox"/> Year _____
Amount of net rental income (pre-tax rental income less expenses): \$_____ <input type="checkbox"/> Month <input type="checkbox"/> Year	
Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____%	Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____

Other Retirement Income

Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client	Description:
Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year _____	Income ends: <input type="checkbox"/> End of Client's Plan <input type="checkbox"/> End of Co-Client's Plan <input type="checkbox"/> End of Plan <input type="checkbox"/> Year _____
Amount of income (pre-tax rental income less expenses): \$_____ <input type="checkbox"/> Month <input type="checkbox"/> Year	Is this income tax-free? <input type="checkbox"/> No <input type="checkbox"/> Yes
Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____%	Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____

Other Retirement Income

Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year _____ Amount of income (pre-tax rental income less expenses): \$ _____ <input type="checkbox"/> Month <input type="checkbox"/> Year Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____ %	Description: Income ends: <input type="checkbox"/> End of Client's Plan <input type="checkbox"/> End of Co-Client's Plan <input type="checkbox"/> End of Plan <input type="checkbox"/> Year _____ Is this income tax-free? <input type="checkbox"/> No <input type="checkbox"/> Yes Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____
Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year _____ Amount of income (pre-tax rental income less expenses): \$ _____ <input type="checkbox"/> Month <input type="checkbox"/> Year Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____ %	Description: Income ends: <input type="checkbox"/> End of Client's Plan <input type="checkbox"/> End of Co-Client's Plan <input type="checkbox"/> End of Plan <input type="checkbox"/> Year _____ Is this income tax-free? <input type="checkbox"/> No <input type="checkbox"/> Yes Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____

Other Irrevocable Trust Income

Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year _____ Amount of income (pre-tax rental income less expenses): \$ _____ <input type="checkbox"/> Month <input type="checkbox"/> Year Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____ %	Description: Income ends: <input type="checkbox"/> End of Client's Plan <input type="checkbox"/> End of Co-Client's Plan <input type="checkbox"/> End of Plan <input type="checkbox"/> Year _____ Is this income tax-free? <input type="checkbox"/> No <input type="checkbox"/> Yes Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____
Whose income: <input type="checkbox"/> Client <input type="checkbox"/> Co-Client Income begins: <input type="checkbox"/> Client's Retirement <input type="checkbox"/> Co-Client's Retirement <input type="checkbox"/> Receiving Now <input type="checkbox"/> Year _____ Amount of income (pre-tax rental income less expenses): \$ _____ <input type="checkbox"/> Month <input type="checkbox"/> Year Will this amount inflate? <input type="checkbox"/> No <input type="checkbox"/> Yes, Base Inflation Rate <input type="checkbox"/> Yes, Base Inflation Rate +/- _____ %	Description: Income ends: <input type="checkbox"/> End of Client's Plan <input type="checkbox"/> End of Co-Client's Plan <input type="checkbox"/> End of Plan <input type="checkbox"/> Year _____ Is this income tax-free? <input type="checkbox"/> No <input type="checkbox"/> Yes Assign – How to Use: (choose one) <input type="checkbox"/> Fund All Goals <input type="checkbox"/> Earmark to One Goal: _____



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