NWL®
INSURANCE COMPANY

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Guiding Your Client's Retirement Journey

Retirement journeys can begin anytime and take a variety of different paths. Regardless of the situation, your clients have goals they want to achieve for themselves and their loved ones. You can help them reach their goals by providing guidance that will help them retire with confidence.

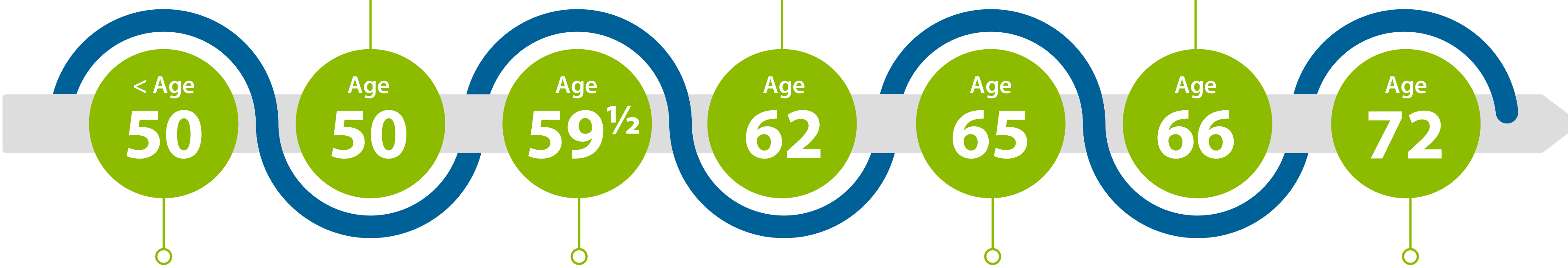
- Help your clients determine how much money they will need to live comfortably.
- Calculate total assets by adding the following items: savings, investments, assets, 401(k)s, IRAs, and any other income.
- Work with them to set financial goals early on. The sooner you have a conversation with your clients about their goals, the quicker you can begin helping them reach key retirement journey milestones.

Key retirement journey milestones for your clients

Talk with your clients about adding additional funds to their retirement with "catch-up" contributions, if needed. Checking Social Security statements online can help ensure earnings and details remain accurate.

Earliest age to begin collecting Social Security retirement benefits.

Your clients may be able to earn Social Security Delayed Retirement Credits, which increase monthly benefits when claiming is delayed. This can happen between ages 66 and 72.



Individuals should consider contributing to their 401 (k) as early as possible. Encourage them to talk with their employer to find out the company match.

Your clients likely can begin taking IRA withdrawals with no charge or penalties from employer-provided retirement savings like 401(k)s if they elect to do so. Be aware that doing this will delay the start of your clients' Social Security.

Medicare eligibility kicks in. Most people should apply months before turning 65, even if they have employer-sponsored health coverage.

Individuals are required to begin taking minimum withdrawals from most retirement accounts, like 401(k) plans. The total distributed amount will be included as taxable income on your clients' tax return.

Looking for products you can use to help guide your clients' retirement journey?

Contact your NWL® representative today or call the NWL Sales Desk at 1-800-760-3434.

Source: https://www.dol.gov/sites/dolgov/files/ebsa/about-ebsa/our-activities/resource-center/publications/retirement-toolkit.pdf

MKTG-2203-NWL