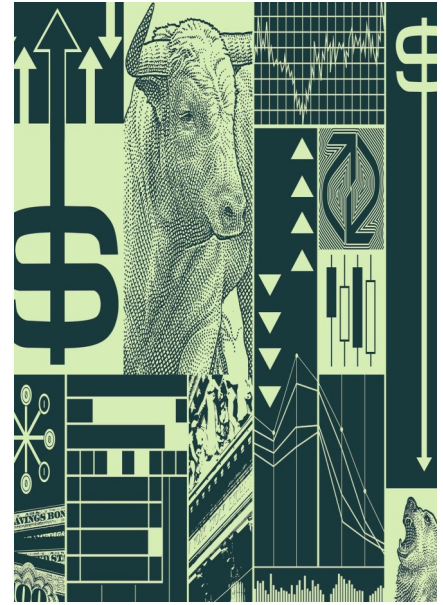


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## Diversified Retirement Portfolio The Key To Having A Beautiful Retirement

By Thomas Shultz

# August

Regarding your retirement, few things are more exciting than picturing all the relaxing beach vacations, meaningful family time, and newfound hobbies you might enjoy. But here's the catch: to make these dreams a reality, you need to have the financial stability to back them up. Enter the world of diversified retirement portfolios.

First, let's decode the term **"Diversified Retirement Portfolio"**. Imagine a jigsaw puzzle. It has many pieces that contribute to the complete picture.

Similarly, a diversified retirement portfolio combines different investment vehicles that provide income for your golden years. Why is it so important? Because diversification may reduce risk. If one piece of the puzzle (**say, stocks**) is having a bad day, the other pieces (**like bonds or real estate**) may pick up the slack.

Now, let's discuss a powerful puzzle piece many folks might overlook: annuities. It's like the corner piece of the puzzle that often goes unnoticed but is critical for building the picture.

Annuities are contracts with insurance companies. You pay a premium, and the company guarantees you a stream of income for a certain period or even for life. They may offer a comforting safety net of guaranteed income, which other investments rarely provide.

Before diving into how to incorporate annuities wisely, remember not all annuities are created equal. There are immediate and deferred annuities, fixed and variable annuities and more. Each has its strengths and drawbacks.

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*Dog Days Of Summer...*  
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Immediate annuities, for example, start paying out soon after your investment, providing an income source for those already near or in retirement. Deferred annuities, on the other hand, might start payouts later, allowing your investment to grow tax-deferred in the meantime. Fixed annuities promise a guaranteed payout, while variable annuities offer a payout that depends on the performance of your investment.



The wise incorporation of annuities into your retirement portfolio begins with a clear understanding of your retirement goals and financial circumstances. Do you crave certainty and need a fixed income stream? Then a fixed annuity might be your cup of tea. If you are comfortable taking a bit of risk for potentially higher returns, a variable annuity could be worth considering.

It's also essential to keep in mind the potential downsides of annuities. If you withdraw money early, it may come with fees and surrender charges. So, you should consider annuities as long-term commitments and part of your retirement portfolio, not as an ATM for sudden expenses.

Remember the principle of diversification. Just as you wouldn't want your entire retirement fund invested in one company's stock, you wouldn't want it all in annuities. Striking a balance between various investments—stocks, bonds, real estate

and annuities — is the key to a comfortable retirement.

The annuity world can be a maze. So, don't hesitate to seek advice from a financial advisor who can guide you based on your unique financial situation and retirement goals.

In the grand scheme of things, annuities can be effective in your retirement toolbox. They're like that reliable friend you know will show up when needed. However, using annuities wisely is all about understanding their pros and cons and fitting them into your retirement puzzle to create a beautiful and enjoyable retirement picture.

## The Bottom Line

A diversified retirement portfolio is essential for financial stability in retirement as it reduces risk by combining different investment vehicles such as stocks, bonds, real estate and annuities.

Annuities are contracts with insurance companies that guarantee a stream of income for a certain period or life, providing a comforting safety net of guaranteed income. Still, they come with various types and potential downsides, such as fees and surrender charges.

Incorporating annuities wisely involves understanding your retirement goals and financial circumstances, seeking a balance between different investments, and considering them as a long-term commitment in your retirement portfolio. Consulting a financial advisor can be beneficial in navigating the complexities of annuities.

**If you'd like a second opinion on your current portfolio or are getting ready to retire and would like to see what retirement could look like for you, we would love the chance to show you our skills!**

*Thomas Shultz*

## \*\*IRA Required Minimum Distribution\*\* (RMDs) Changes For 2023

America is facing a retirement crisis. Surveys conducted by the Federal Reserve have found that only 75% of non-retirees have any retirement savings whatsoever, and only 40% feel that their retirement savings are on track.

Secure Act 2.0 is Congress's latest attempt to address this pressing issue. Signed into law, this package of retirement reform aims to finish the job begun by the Setting Every Community Up for Retirement Enhancement (SECURE) Act of 2019.

Required minimum distributions are Uncle Sam's way of forcing you to take money out of your pre-tax retirement accounts and pay income tax on the distributions.

Under previous law, you must start RMDs the year you turn 72. Depending on the amount of money you've saved in pre-tax accounts, these distributions could significantly boost your annual income and your tax bill.

**Secure Act 2.0 adjusts the ages when RMDs begin, depending on the year you were born. If you turn 72 after 2022, and your 73rd birthday lands before 2030, the age when you begin taking RMDs is now 73. For people who turn 73 after 2030, and reach 74 before 2033, RMDs start the year you turn 74. And if you turn 74 after 2034, you must start RMDs at age 75.**

### What It Means for You

Optimizing your RMD strategy is one of the toughest parts of retirement planning. Secure Act 2.0's changes give you more flexibility for taking RMDs, but it's best to take a broad view of your particular situation. The longer you delay distributions, the bigger they'll need to be, which will increase your tax bill. While many of Secure Act 2.0's changes allow more people to invest, there are potential pitfalls for people who take advantage of delayed RMDs.

## CURRENT ANNUITY RATES

### August 2023

# 4.25%

## 1 Year Fixed Annuity

# 5.00%

## 2 Year Fixed Annuity

# 5.65%

## 3 Year Fixed Annuity

# 5.65%

## 5 Year Fixed Annuity

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## CORALYN'S CORNER

Every month, my corner is to keep you updated on changes in our world, [AZMedicare101.org](http://AZMedicare101.org), LyfeAdvisors and our family.



July was a tough month for me as the change of broker dealer was a lot more than I think any of us expected. The good news is we are 97% complete and only have a few stragglers (*you know who you are*) that haven't gotten their accounts moved over. The dual registration was not easy when it came to processing distributions or opening new accounts, but I think we are starting to get the hang of it.

Coastal definitely is more detailed and requires a lot more paperwork, so for all our clients that are placing new trades or purchasing new positions, be ready for a call from me asking you every detail of your life (*joking, but not joking*). Thomas and I understand and it's just better protection for everyone involved so it's a win/win for the client and us. Takes us longer to put together the documents but once we've processed about 30 new purchases, it shouldn't be any big deal.

Good news on the 2nd set of paperwork as it will not be needed now. Axos (*our clearing firm*) found a work around and was able to send out a one page statement of accounts to everyone to bypass the 2nd set of docs. So, nothing more for any of our clients to do in regards to the transition.

From a fun perspective, we did get to go on a 4 day cruise on the 4th of July. It was a quick trip to Ensenada and Catalina Island, but was fun nevertheless. Thomas and I hadn't been on a cruise in about 7 years and this time it seemed much more crowded than before. Maybe that's just because we are getting older but Jackson had

a great time and I guess that's all that matters!

Thomas is back to playing basketball. I am very happy that he and Jackson have gotten so much closer this summer. They have been going to the gym almost every night together and spending lots of quality time. Jackson loves basketball, too, and has really enjoyed watching his dad play for the first time. Even though Thomas is the oldest player in the league, he still is doing pretty good and I'm happy he has that outlet again because it makes him so happy.



We also recently did another Arizona first for us and went tubing down Salt River. I must admit, I was a little paranoid with Jackson as we didn't know what to expect, so I was probably too overprotective, but that's my baby. It was pretty fun, would do it again, but maybe next time with girlfriends and not my son and husband.

*Coralyn Shultz*

## RITA'S REVIEWS

*Every month, my husband and I enjoy trying out places to eat. This month we decided to try a new Mexican Cantina, called "Dos Familias" in Scottsdale....*



Recently, we went to eat at a restaurant that we had not been to for quite some time and much to our surprise, it was no longer in operation. In its place was a new Mexican restaurant called Dos Familias.



It is owned and operated by two local Scottsdale families who have known each other for over 25 years. Their only location is on Frank Lloyd Wright Blvd in Scottsdale in the Adobe Ranch Plaza Shopping Center.

They are open Sunday -Thursday from 11:00 am to 8:00 pm with Happy Hour daily from 3:00 pm-6:00 pm. On Friday and Saturday, they are open from 11:00 am to 9:00 pm.



Their menu consists of appetizers, soups and salads, tacos, enchiladas, and a variety of main entrees for steak, seafood and

pork with a large selection of Margaritas.

We did not have to wait, and were seated immediately. Our waitress was so nice and helpful in ordering from their menu. The owner also checked in on us to make sure that

everything was to our liking.

My husband and I both chose to order fajitas. He, of course, had steak and I had shrimp fajitas



which came with rice and beans and all of the fixings. The servings were huge and delicious. My mother ordered the chopped chicken salad with orange vinaigrette dressing.

The dressing has a bit of a kick with a special type of red pepper flakes that she had trouble with. She usually doesn't mind hot foods, but she had to have her salad redone with Ranch dressing.



The restaurant had a lovely, cozy atmosphere as well as a beautiful outdoor patio. We will definitely return for the great fajitas and they also have a "Senior" discount everyday.

*Rita Henderson*

## Medicare Hack #47

### Medicare to Pay for At-Home Dementia Care Coordination in 2024



Under a new Medicare pilot program that will begin in 2024, the federal government will pay clinicians to coordinate at-home dementia support services, including respite care for family members.

A Department of Health & Human Services (HHS) initiative, part of the aim of the Guiding an Improved Dementia Experience (GUIDE) program is to help Medicare beneficiaries with dementia stay in the community for as long as possible. It is estimated that there are 6.7 million Americans living with Alzheimer's disease or some other form of dementia, said HHS.

The program is voluntary and will be open to Medicare-enrolled clinicians and other providers who can assemble an interdisciplinary care team and meet the program's participation criteria.

"Our new GUIDE Model has the potential to improve the quality of life for people with dementia and alleviate the significant strain on our families," said HHS Secretary Xavier Becerra in a statement.

"Not only is dementia care management a proven way to improve the quality of care and quality of life for those living with Alzheimer's and other dementia, but now we know that it would also save the federal government billions of dollars," Robert Egge, Alzheimer's Association chief public policy officer and Alzheimer's Impact Movement (AIM) executive director, said in a statement.

Egge cited a recent analysis commissioned by AIM that found that dementia care management would save the federal government nearly \$21 billion over 10 years.

"People living with dementia and their caregivers too often struggle to manage their health care and connect with key supports that can allow them to remain in their homes and communities," said Centers for Medicare & Medicaid Services Administrator Chiquita Brooks-LaSure in the HHS statement.

"Fragmented care contributes to the mental and physical health strain of caring for someone with dementia, as well as the substantial financial burden," she said, adding that Black, Hispanic, Asian American, Native Hawaiian, and Pacific Islander populations have been especially disadvantaged.

The GUIDE Model will provide new resources and greater access to specialty care to those communities, said Brooks-LaSure.

Care teams that seek to participate in the GUIDE model must have a care navigator who has received required training in dementia, assessment, and care planning.

The teams also must have a clinician with dementia proficiency as recognized by experience caring for adults with cognitive impairment; experience caring for patients aged 65 years old or older; or specialty designation in neurology, psychiatry, geriatrics, geriatric psychiatry, behavioral neurology, or geriatric neurology.

Medicare beneficiaries will be eligible if they are not residing in a nursing home; are not enrolled in hospice; and have a confirmed dementia diagnosis.

**Cont. next page**

Beneficiaries who receive care from GUIDE participants will be placed in one of five "tiers," based on a combination of disease stage and caregiver status. Beneficiary needs and care intensity and payment increase by tier.

GUIDE teams will receive a monthly, per-beneficiary amount for providing care management and coordination and caregiver education and support services. They can also bill for respite services — up to an annual cap — for Medicare beneficiaries who have an unpaid caregiver.

Clinicians seeking to participate in GUIDE can apply beginning in the fall. **The program will run for 8 years beginning July 1, 2024.**

Alzheimer's Association President and CEO Joanne Pike, DrPH, said in a statement that the organization had "advocated for this approach for years, believing it to be the key to addressing systemic challenges faced by those with dementia, their families and those who provide them with care and support."

The John A. Hartford Foundation noted that it also had long pushed for a comprehensive dementia care program. "Comprehensive dementia care supports both the medical and nonmedical needs of patients and their family caregivers," said

Foundation President Terry Fulmer, PhD, RN, FAAN in a statement.

"Notably and necessarily, the model will help improve equity in access to care for underserved communities by addressing unpaid caregiver needs, including respite services and screening for health-related social needs," added Fulmer.

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We're on the corner of Hayden & McCormick Ranch Parkway right beside Luci's and right above Crumbl Cookies

## Back to School Scramble



Everything was almost ready to start the new school year but the labels for the classroom got jumbled. Can you unscramble the letters to form the names of 24 things you might find in your classroom? Watch out, one of the objects is formed from two words.

IRCAH \_\_\_\_\_

FGAL \_\_\_\_\_

BKOENOTO \_\_\_\_\_

CDLNARAE \_\_\_\_\_

REEARS \_\_\_\_\_

LSARTPE \_\_\_\_\_

EGLU \_\_\_\_\_

IRFLEAAMR \_\_\_\_\_

CNLEPI \_\_\_\_\_

KSED \_\_\_\_\_

OASOCBEK \_\_\_\_\_

TXOKBTOE \_\_\_\_\_

CRTOLUALCA \_\_\_\_\_

RRAMEK \_\_\_\_\_

KACKCBAP \_\_\_\_\_

ROSSSICS \_\_\_\_\_

CKALH \_\_\_\_\_

OLCKC \_\_\_\_\_

CATEHR \_\_\_\_\_

MSOACPS \_\_\_\_\_

ENDUSTT \_\_\_\_\_

GLEBO \_\_\_\_\_

NIBDRE \_\_\_\_\_

APPRE \_\_\_\_\_

### August Quiz

**Question 1:**

Who was the month of August named after?

- A. A British King
- B. A Roman Emperor
- C. The First Pope

**Question 2:**

Which famous painting was stolen from the Louvre on Aug 21, 1911?

- A. Mona Lisa
- B. The Last Supper
- C. Water Lilies

**Question 3:** What is the name of the Music Channel that launched on Aug 01, 1981?

- A. CMT
- B. MTV
- C. BET

### Answers for July

**Question 1:** Which US President was born on the 4th of July?

**C. Calvin Coolidge**

**Question 2:** The Statue Of Liberty was given to the US by what country?

**A. France**

**Question 3:** Approximately how many people were living in the US on July 4, 1776?

**C. 2.5 million**

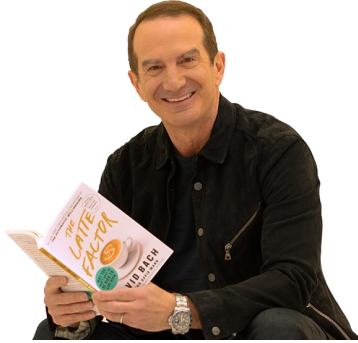




## Automatic Millionaire Author David Bach Says You Should Start Collecting Social Security NOW!

Some financial experts advise waiting as long as possible to collect Social Security to maximize your benefit amount, which makes sense mathematically.

For example, if your full retirement age is 66, you'll receive 108% of your monthly benefit if you wait until 67 to start collecting, and 132% if you wait until 70 to start collecting.



But David Bach, author of "The Automatic Millionaire," believes that waiting isn't worth it. Here's why he says you should start collecting Social Security as soon as you are able to.

### Collecting Sooner Means More Time to Enjoy the Extra Cash

Ideally, your Social Security is just a bonus on top of your other sources of retirement income that will cover your necessities. If this is the case, the sooner you start collecting, the sooner you can start making the most of the extra money.

"Here's the truth about Social Security most experts won't tell you," Bach said. "First off, if you don't need Social Security for retirement, you should take it the moment you're available to take it. Why? Because it's free extra money to enjoy now."

He added, "Take more trips. Travel first class. Help your children. Spoil your grandkids. Give to charity. Have fun. Don't wait and live it up now."

### Even If You Need the Money, You Should Start Collecting ASAP

If you will be relying on Social Security income to fund a portion of your retirement, that's even more of a reason to start collecting early. As it stands, the Social Security Board of Trustees projects that by 2035, taxes will only be enough to pay for 75% of scheduled benefits.

"If you really are going to need Social Security then sadly, get ready for cuts," Bach said. If you're not yet eligible to begin collecting Social Security benefits and you will be depending on them heavily, it's important to get more aggressive about saving to be prepared for any potential benefit cuts.

"Get going on increasing your 401(k) and IRA accounts today," Bach said. "Don't wait. Don't make excuses. Even if you just increase your savings by 1% it will help!"

Bach said that he plans to follow his own advice. "For the record, the day I can take Social Security I am taking it," he said. "I'm not waiting. It's just a matter of time before the government pushes back the dates we can take Social Security and reduces the benefits."

*Obviously, this is just one man's opinion on what you should do when it comes to Social Security. Our advice has always been to wait until Full Retirement Age (FRA) if you can. When you run the numbers for most people, that is the optimal time to maximize fun now and future needs later.*

## Medicare Supplement Rates Lowest Medicare Supplement Rates For 85258 Maricopa County

Gender	Age	Plan	Carrier	Premium*
Female	65	G	Allstate	\$115.39
Male	65	G	Allstate	\$130.34
Female	65	GHD	New Era Life	\$40.37
Male	65	GHD	New Era Life	\$44.41
Female	65	N	Allstate	\$88.89
Male	65	N	Cigna	\$103.23
Female	66	G	Allstate	\$115.39
Male	66	G	Allstate	\$130.34
Female	66	GHD	New Era Life	\$41.40
Male	66	GHD	New Era Life	\$45.54
Female	66	N	Allstate	\$88.89
Male	66	N	Allstate	\$100.46

Rates are accurate at the time of production. Included in the list are fraternal organizations, service organizations, and carriers with ratings above B+.

\*Source: CSG Actuarial effective dates 08/01/2023

## Interest Rates Highest CDs and Share Rates Highest National Rates

Duration	Institution	Yield to Maturity*
1 year	NexBank	5.60%
2 year	First Internet Bk	4.85%
3 year	Quorum FCU	4.85%
4 year	First National Bk	4.65%
5 year	First National Bk	4.65%

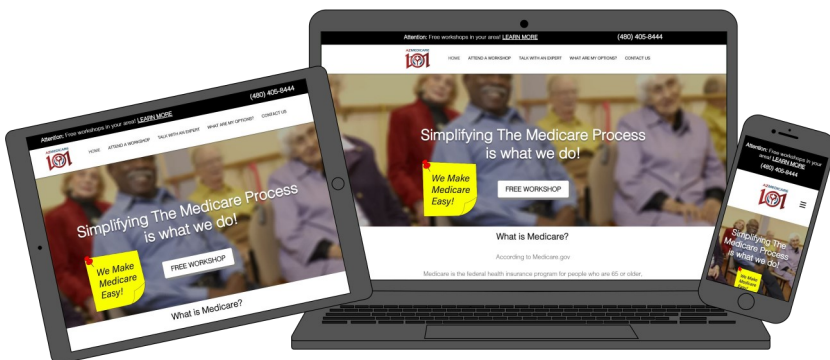
Rates are accurate at the time of production. We include banks and federal credit unions in our national search. All have FDIC or NCUA Insurance. \*Source: BankRate.com 08/01/2023

## Highest Fixed Annuity Rates Highest Arizona Rates

Duration	Institution	Yield to Maturity*
3 year	Upstream Life	5.65%
4 year	National Security	5.50%
5 year	Upstream Life	5.65%
7 year	National Security	5.45%
10 year	Equitrust	5.40%

Rates are accurate at the time of production. Excluded from the list are fraternal organizations, service organizations, and carriers with ratings below B \*Source: AnnuityRateWatch 08/01/2023

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**Online Workshop**  
Tuesday, August 29th  
5:30pm to 6:30pm

**Online Workshop**  
Wednesday, August 30th  
11:30am to 12:30pm

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