

Do You Ever Lay Awake at Night Worried About Retirement?

I wish I could tell you to “go get some rest because there’s nothing to worry about.” But we all know that that’s not true.

As you approach retirement, your financial future is littered with landmines that can throw you and your spouse off balance.

I’ve made a list of ten specific issues that can decimate your retirement assets. Mistakes that affect all of us that we need to avoid.

[Click here to download your copy of “Ten Financial Landmines that Will Destroy Your Retirement.”](#)

In this brief document, you will learn the ten areas that you need to examine in your financial life before you retire. You’ll find out what potential hazards you will face, and get some straightforward solutions.

Once you’ve gone through the list and figured out what areas need to be addressed, you’ll be able to take a deep breath and relax.

[Click here to get the report.](#)

[\(this is the report\)](#)

Ten Financial Landmines that Will Destroy Your Retirement

During the time leading up to retirement, and during your retirement years, you need to beware of certain financial landmines that can derail your retirement.

Things to avoid.

Mistakes that can cost you a fortune.

Rules, that if broken, could wipe out all that you’ve saved.

Decisions that you have to make now that can affect your quality of life until you die.

Take the time now to go through the list of problems that can come up and make the changes now.

Are You Making These Ten Financial Mistakes?

- 1) Not having enough cash on hand.** During retirement, emergencies will come up and you need to be sure to have enough for things like repairs on your car and house, or anything else that can come up. If you don't have enough cash on hand you may have to liquidate an asset or use a credit card to cover those costs, which could cost you fees and interest. "We make sure that our clients have enough in their cash reserves before we do anything else," said Terri Huber, from Spectrum Financial Group.
- 2) Not letting your money grow with inflation.** It's important to keep some of your money in stocks in retirement so that it continues to grow with inflation. We need some risk, but in retirement we have to balance that risk and be aware of the fees that we are paying in our portfolios.
- 3) Not knowing the rules of your 401K.** A lot of people have 401K's, and we need to know the rules to make sure that the US Government doesn't take more than they are entitled to in the form of penalties and extra taxes.
- 4) Not ensuring that your money will last longer than you do.** The number one worry that people have during retirement is that they will outlive their money. That is why everyone should have an annuity in their portfolio. You will never outlive your money if you have an annuity because they give you guaranteed cash payments every month until you die. When you get an annuity, you are creating an income stream for yourself. Just be sure that you are working with a reputable company, understand the products in your portfolio and understand the risks associated with variable annuities.
- 5) Not maximizing your Social Security.** Social Security is the hub of everyone's retirement and it's important to learn how to get the most from your benefits. The first step is to understand the rules so that you can get the most value from the money that you have contributed all your life. For example, some people choose to collect their benefits before they reach the full age of retirement. If you do that, have you considered how much that reduces the value of your benefits and what that reduction will look like for you and your spouse? On the other hand, if you delay collecting social security you get an 8% increase in benefits per year. That could be extremely valuable for you and for your spouse. Once you make those choices with your social security you can't go back.
- 6) Not working with a trusted CPA and Estate Planning Attorney.** The tax laws just changed and there are a lot of things that affect your estate and your savings. Working with professionals who deeply understand the laws will help you save money and preserve your wealth. At Spectrum Financial we work with these professionals.
- 7) Not preparing for rising healthcare costs.** Healthcare is a huge expense as we get older. It used to be that you could get insurance and that was it. You didn't have to worry about it. Now it's a lot more complicated and you need to take a look at your healthcare situation every year. We need to understand Medicare; what it pays for and what it doesn't pay for. What does your retirement plan pay for and how will these rising costs affect your cash flow?

8) **Not planning for long-term care.** Even though we usually think and hope that we will never need long term care, many people end up needing it. If you don't have a way to pay for it, long-term care can wipe out your assets. Medicare doesn't cover it and it is highly expensive. Luckily, there are new ways to cover those costs that many people don't know about. Rather than paying every month for a long-term care policy, there are new and creative ways to pay for long term care with annuities, life insurance and living benefits.

9) **Not protecting yourself from lawsuits.** We live in a litigious society, and homeowner's policies and car insurance policies don't always cover us if we are hit with a lawsuit. Adding a personal umbrella policy is an inexpensive way to protect yourself.

10) **Not remembering your beneficiaries.** Make sure your beneficiaries are up to date at all times. Check them on a yearly basis.

We know it's not fun to take care of these things, but once you get through the list you will sleep easier knowing that your financial life is ready to withstand the landmines of retirement.

Email 1

Subject: Thank you for downloading "Ten Financial Landmines."

Thank you for downloading the free report "Ten Financial Landmines that will Destroy Your Retirement."

You should feel good about your decision to focus on these difficult issues and make sure that you have the things in place to protect your assets during your retirement years.

It's not going to be easy getting completely prepared. I'm here to help.

Think of me as your coach, ready to lead you through the process and put the pieces together in a way that works for you.

Keep an eye out for my emails. I'll be sending you valuable information about retirement, investing, saving, and wealth-building methods that will keep your hard-earned money safe.

If you want to reach out to talk about your individual situation, I would be happy to give you a free consultation. You can set it up by calling the office at 505-835-6500. You can reach me at 505-250-8003.

Sincerely,

Terri

Email 2:

Subject: Check out the podcast, "Money Talk."

There are so many pieces of the financial puzzle, it's easy to let one or more areas slide.

But I believe that you can improve your finances... no matter what your situation may be... if you have the right information.

And that is why I'm recording a podcast to give you the information you need to keep your financial life in great shape. The podcast is called Money Talk.

Click here to access the latest episodes. <http://www.spectrumfinancialgroupnm.com/money-talk-podcast>

During the podcast, I talk about topics that are important to you.

- Things you didn't know about life insurance
- The devastating mistakes people make with their 401k's
- Retirement risks
- Introduction to annuities
- And an efficient approach to money management.

I want to keep you informed so you can make great decisions about money. I also welcome any questions that you may have.

If you have a question or would like to recommend a topic, send me an email.

My email is terri@sfgnm.com.

I look forward to hearing and answering your questions.

Here is the link again!

Sincerely,

Terri

Email 3 Subject: Can you have too many stocks?

If you are in your 50's or 60's, it's quite possible that you have too many stocks.

Sure, investing in stocks is one of the best ways to grow your money. But there is risks too, including the potential to lose your entire investment... which would be devastating if you are approaching retirement.

So how can you tell if you own too many stocks? One way to tell is to ask yourself how much you know about the stocks that you own. Have you done your homework?

Jim Cramer, the host of CNBC's Mad Money, warns that if you own more than 5-10 stocks, you could be in danger of being uninformed about the companies. Investing without doing your homework is a lot like gambling.

While the stock market generally goes up in value about 7% per year, there are plenty of [ways that you can wind up losing money](#). For example, you can attempt to time the market and get it wrong. Or you can panic when your stocks lose value and sell them when they are low. Another mistake people make is to try to make a quick buck on the stock market, rather than take a long-term approach. And of course, if you don't diversify you are at risk of losing money.

It's not enough to diversify the types of stocks that you own. You also need to diversify the types of assets that you own. If you own stocks, do you also own some assets that carry less risk such as bonds or annuities?

If all this is making you a little nervous... *maybe you're not as diversified as you should be...* now is the time to do something about it.

I can give you a second pair of eyes.

Give me a call today and I will give you a free consultation where I review the assets in your portfolio and help you identify areas where you can reduce risk while still growing your nest eggs for retirement.

Sincerely,
Terri