



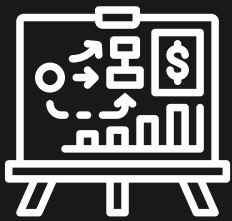
THE 4 STEPS TO CREATE A

CUSTOM LIABILITY-DRIVEN RETIREMENT INCOME PLAN

**DON'T ASK THE MARKET FOR
PERMISSION TO RETIRE**



BRANNING
WEALTH MANAGEMENT



PROACTIVE PLANNING



MATCHING YOUR CASH FLOWS



PRESERVING YOUR LEGACY

"80% of retirement success is dependent on what happens during the first 10 years".

- Wade Pfau, PhD, CFA, RICP®

Professor of Retirement Income at the American College of Financial Services

At Branning Wealth, we recognize the future is unknowable and there is a great deal more to long-term retirement success than placing bets on the next hottest thing. Our goal is to help give you confidence in your decision to retire by focusing on those retirement components you can control.

You may not be able to control the market, but you can control your personal expenses, your plan testing, your portfolio, your emotions and how much you pay to access the market.

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DETERMINING YOUR RETIREMENT NEED

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HOW TO BUILD & STRESS TEST YOUR FINANCIAL PLAN

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HOW TO BUILD & MANAGE YOUR PORTFOLIO

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MANAGING COSTS

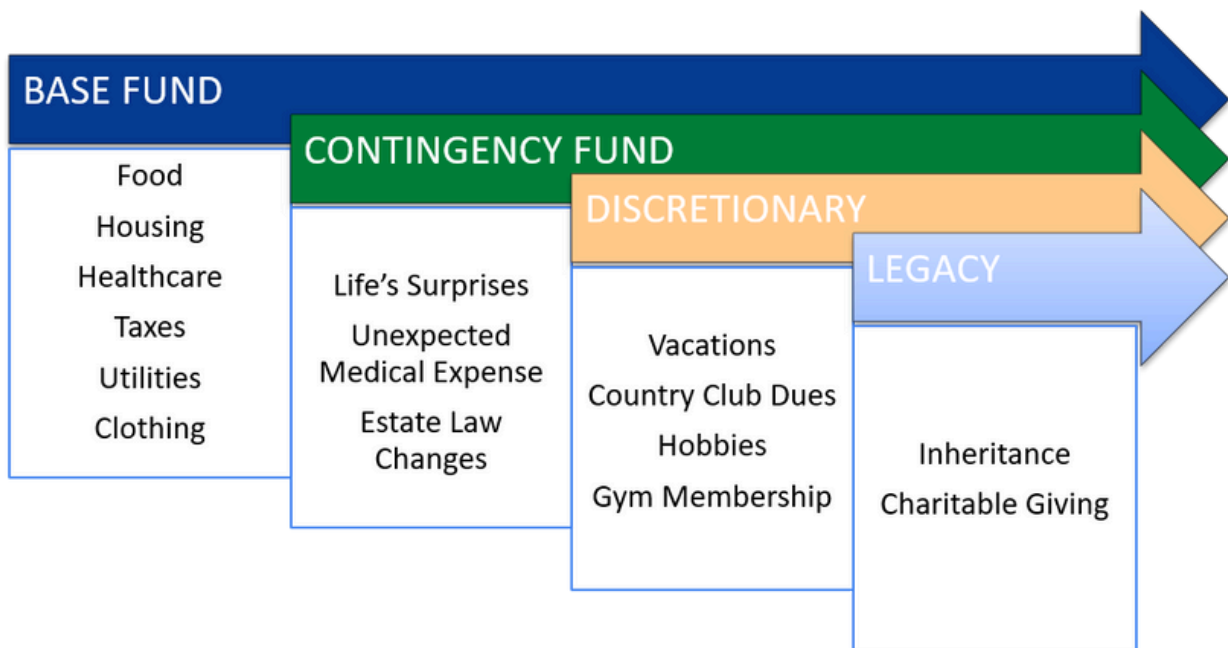
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GET STARTED

Determining Your Retirement Need

Utilizing a Prioritization Framework

Intentional budgeting improves retirement outcomes.



A well-designed retirement income plan is going to consider goals and long-term care needs, find strategies to reduce tax liability, and maximize resources such as Social Security. But properly classifying your expected and unexpected expenses may be the most important decision you make. This hierarchy of priority for expenses provides a framework for decision making to help use assets efficiently and effectively.

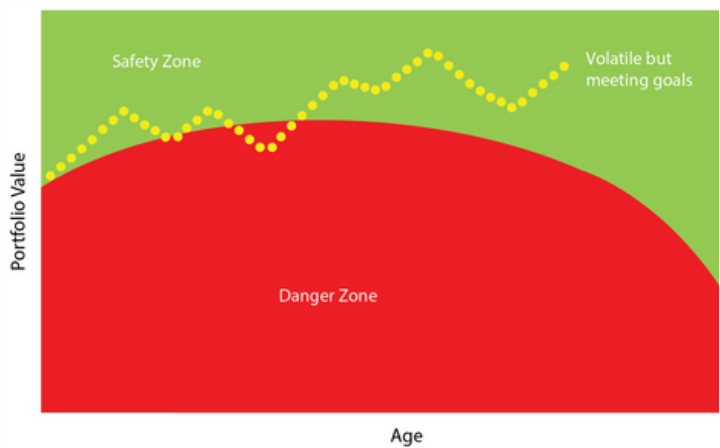
Once the distinction is made regarding expense type, the amount needed to fund your “base expenses” should be comprised of stable and sustainable income sources. These would include Social Security payments, pension payments, bond ladders, etc. This may not be as exciting as riding the waves of the market, but it helps decrease the risk of not having sufficient funds to meet your core lifetime needs.

The remaining “lifestyle expenses” are funded through growth of investment assets or other temporary income sources. Because they are somewhat optional expenses, there is room for them to be more coordinated with market performance.

How To Build & Test Your Plan

Your retirement will never follow a spreadsheet

Once you have established how much you will need during retirement, the projections will be calculated according to your inputs. Unfortunately, your retirement is never going to play out exactly like numbers on a spreadsheet. At Branning Wealth, we believe testing and simulation are necessary to help identify and prevent retirement pitfalls.

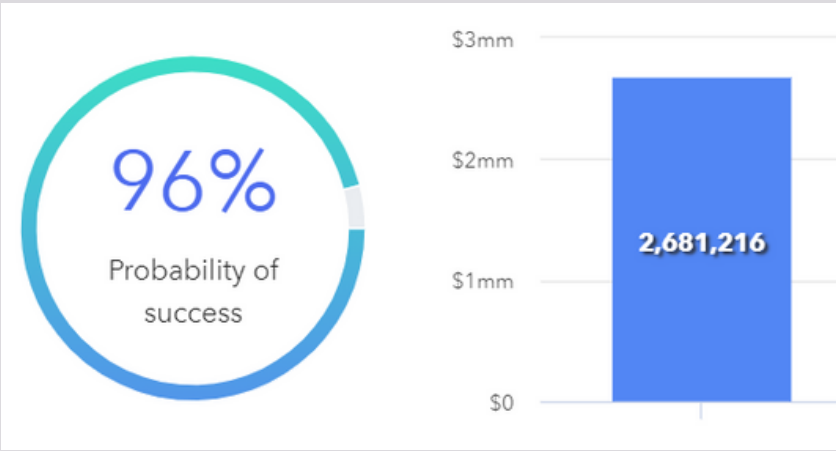


Critical Path – A Historical Audit

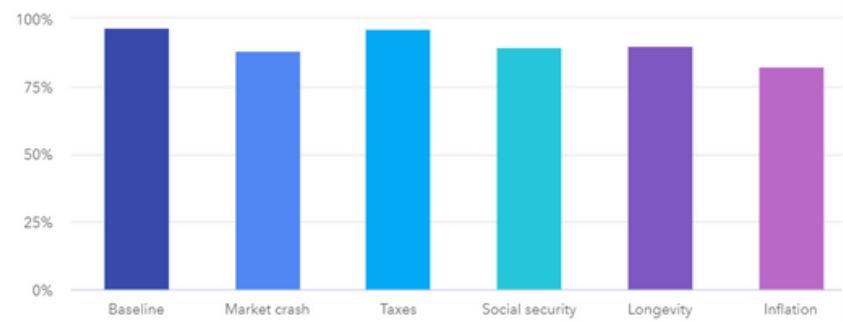
Using your projected spending needs and portfolio mix, we perform a historical audit analysis. This assessment provides historical context to your investments by showing how the portfolio would have performed during every relevant rolling time-horizon going back to 1927. We apply our proprietary Critical Path evaluation to show when in the past your income plan would have been in the safety zone or danger zone.

Probability of Success

Our technology shows a probability of success by generating 1,000 potential return scenarios to illustrate possible paths of our client's financial plan. We then collaborate with our clients to adjust the inputs of the current plan until the probability is at a rate everyone is comfortable with.



Stress test - probability of success



Stress Test

The stress test analysis is also able to illustrate the impact of changes to several common factors including reduction in Social Security benefit, increases in taxes & inflation, market crashes and increased longevity. This tool helps calm fears and exposes areas of weakness which we can then address individually.

How To Construct Your Portfolio

Let the Markets Work for You

Once your plan has been developed and tested, both your more stable and growth investments must be coordinated with the income plan findings.

Research shows there is no reliable way to predict top performers. Attempting to better your returns through market timing or aggressive trading has even been tested academically and proven harmful to long term investors.

At Branning Wealth Management, our investment philosophy is rooted in research that dates back to before The Great Depression. We believe in a "Safety First" approach that focuses on what you can control.



Capital Markets Work Over Time

Markets are fickle in short periods (1–3 years), but offer great opportunity for the disciplined, patient long term investor.



Invest in Bonds First

Buy and hold bonds until maturity to provide predictable income to cover your base expenses. This would usually be for a horizon of 5–7 years.



Stocks for Growth

The remaining assets should be invested in stocks for long-term growth and to ultimately replenish the bonds.



Invest Across the World

By holding a globally diversified portfolio, investors are positioned to capture returns wherever they occur.

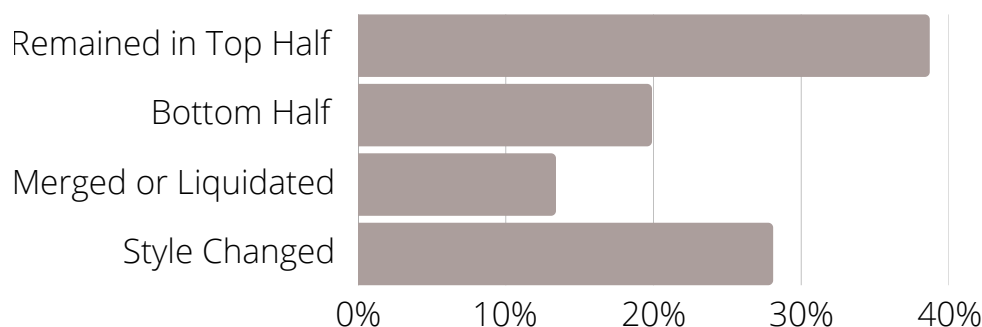
A crucial component of long-term retirement success is separating emotions from investment decisions. A disciplined investor does not react in fear when markets fall. They look beyond the concerns of today to the long-term growth potential markets can provide. Missing only a few days of strong returns can drastically impact overall performance.

How to Manage Costs

You cannot control markets, but you can control how much you are paying to access them.

With asset management fees, internal investment expenses, commissions and transaction costs, fees can eat away at your portfolio's value over the long run. There can also be additional tax expense with high turnover investments.

Few Funds Have Survived and Outperformed



38%

Only 38% of the equity funds that finished in the top half from June 2010- June 2015, replicated that accomplishment from June 2015- June 2020

The Bottom Line

- Research has shown that over time there are very few winners in the active management world after internal expenses are taken into account.
- Internal mutual fund fees vary greatly depending on the type of fund. It's not surprising to see expense ratios even as high as 2%. These fees are built into the pricing and therefore investors rarely understand they are paying them.
- Commissions can add up to significant amounts of money as well as having inherent conflicts of interest between the advisor and their client.

Our Solutions



Fee-Only & Transparent

We never are paid commissions, instead we charge a percentage of your assets under our management. This way both of our interests are aligned.



Low Cost Securities

We utilize low cost mostly passive investments. These positions also tend to have lower turnover to help minimize taxes.



Fiduciary Duty

As fee only fiduciaries, we conform to the highest standard of care. We are morally and legally required to act in the best interest of our clients at all times.

Feeling Overwhelmed?

Retirement can be a complicated and confusing journey.

It's okay not to have all the answers. Developing our Branning Wealth planning and investment philosophy took decades of research, education, and real life experience. But we want you to have clarity and confidence about your finances and retirement.

Our Branning Wealth team designs strategic, data-driven solutions—entirely personalized to you. The ultimate goal of our safety-first approach is to find the most advantageous way to coordinate all resources and income needs with the least amount of risk so that our clients can live confidently during their retirement.

If this sounds what you have been looking for, contact us below to set up your complimentary Retirement Income Planning Session. A 20-minute phone call will give us both a chance to make sure your situation matches our expertise.

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