



## 2019 MDRT Global Conference e-Handout Material

<b>Title:</b>	Retirement Planning
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<b>Presentation Date:</b>	Tuesday: September 3, 2019
<b>Presentation Time:</b>	3:00p.m. - 4:00p.m.
<b>Session Room:</b>	ICC - Meeting Room C3.3

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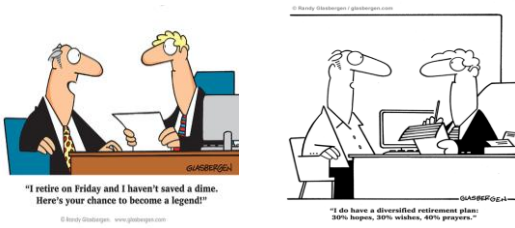
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## RETIREMENT MUSINGS




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## RETIREMENT MUSINGS




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## RETIREMENT MUSINGS



"Retirement plan? why you try our retirement plan, son? That's why we blew all of our money years ago."



"Here's our new retirement plan -- At age 60, we'll get divorced then marry other people who planned better."

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## WHY RETIREMENT???

[ Will you have enough MONEY for retirement? ]

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## WHY RETIREMENT???

61% of  
Individuals  
Surveyed



said they are  
more scared of  
outliving their retirement  
than they are of death.

Most of us will live  
20+ years post  
retirement



50% of households  
are at risk -  
their standard of living may decline  
in retirement.

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## WHY RETIREMENT???

Can you handle  
life's UNEXPECTED  
financial expenses?



**70% of respondents**  
believe their adult children will  
need financial assistance.

What if you get SICK?

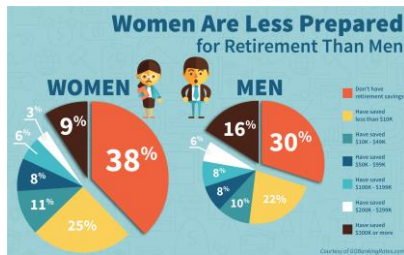


**About 91%  
of older adults**  
have at least one chronic condition,  
and 73% have at least two.



**73% of  
respondents** in a recent survey  
say serious health problems are their  
major worry about living to 100.

## OPPORTUNITY



## WHY RETIREMENT???

What if you live a lot **LONGER** in retirement  
than originally planned?

**90+**

**1 out of every four**  
65 year olds will live past the  
age of 90.

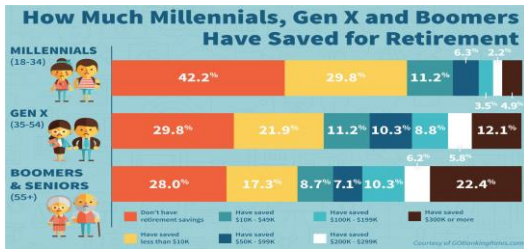
**95+**

**1 out of every ten**  
65 year olds will live past the  
age of 95.



**41% retired  
earlier than  
planned due to  
a personal  
health problem**

## OPPORTUNITY



## 6 RETIREMENT PLANNING TIPS

- 1 Start your retirement planning early enough
- 2 Provision the impact of inflation in retirement planning
- Right Asset Allocation in retirement planning
- 3 Have enough health insurance
- Being debt free early enough
- 4 Avoid taking risks after retirement
- 5
- 6

## RETIREMENT PITCHES



## SALES STORY 1

When you retire is there something's that you cannot avoid?

Do you know what is that?




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## 3 MEALS A DAY

What is the current cost of 3 meals today ? ₹200

What will be the cost of 3 meals when you retire? ₹500

What will be life expectancy post retirement? 25yrs

Corpus one needs for 3 Meals a day during retirement

$500 * 360 \text{ Days} * 25 = ₹ 45,00,000$

Total Corpus for just 3 Meals a day = ₹ 45,00,000

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## 3 MEALS A DAY

Now if one factors in health expenses ₹ 5000 per month during retirement years =  $5000 * 12 * 25$  ₹ 15,00,000

Total Retirement Corpus needed for a couple = ₹1,20,00,000




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### OPPORTUNITIES AFTER RETIREMENT




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### SALES STORY 2

Write your name on sheet of paper ?

Write your name once again, now using other hand???

How do you think you did ???

Which is one is comfortable???

Which is one is better ???

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### 300 INCOMES

How many earning years one has in general? **35 yrs**

How many incomes during earning years? **420**

What will be the life expectancy post retirement? **25yrs**

How many incomes do you need during retirement years ? **300**

**HAVE YOU PLANNED FOR YOUR 300 INCOMES**

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THANK YOU



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