

BIG MONEY

RETIREMENT SOLUTIONS



**THE SOCIAL SECURITY DECISION
& HOW TO MAXIMIZE YOUR
RETIREMENT INCOME**



HOPE IS NOT A FINANCIAL STRATEGY

What do YOU want from your money? If you've been re-evaluating what you want your money to do for you, you are not alone. We assume that is one of the reasons you are reading this book.

Tens of millions of Americans who trusted the traditional approach to saving and investing for retirement are scratching their heads in recent years. Too many will discover the plan they followed won't provide the financial security they expected and planned on. The first decade of the 21st century left the "buy and hold strategy" in shambles. The Great Recession left Main Street in a crisis of confidence regarding the motives and abilities of Wall Street to protect and preserve their hard-earned assets. Now, add in the COVID-19 economic crisis, and even more starts to look uncertain. The financial game has changed!

Many Americans have lost sight of why they are saving and investing. Think about your financial goals and objectives for a moment. Why are you saving and investing? What are you saving and investing for?

These may seem like simple questions; however, you may have, like many Americans, lost sight of why you are saving and investing. Many are simply on autopilot hoping that if they set aside a percentage of their income into a 401(k), IRA or some other retirement vehicle they will magically have a large balance in their accounts when it comes time to retire. This is your wake-up call! If you don't change what you are doing with your money now, you will most likely face a financial future that is nowhere near what you dreamed about when you first thought about retirement.

Hoping you have enough money in the future is not a financial strategy! Most of us have forgotten that what we are saving and investing for is cash flow (income). Cash flow is what an asset produces in spendable money that we can use to pay for things we want or need. We buy or create assets to receive income now or in the future.

Why do you go to work? To obtain a cash flow (income) to pay your expenses and buy the things you want or are important to you. What do you hope your savings and investments will do for you? Give you cash flow to pay your expenses and pay for all of the things you have dreamed of, like traveling, playing golf, visiting grandkids or donating your time to your favorite charity when you retire. The reality is that less than 5 percent of you will be able to do all the things you plan for unless you make a change with how you are saving and investing your money.



“The purpose of this special report is to teach you how you can maximize your retirement income by optimizing your Social Security benefits. Despite all of the problems in the financial world, there is hope! You can build guaranteed streams of cash flow (income) that you can trust will be there when you need it during your lifetime and retirement. The strategy and plan that we will put together for you is called the Big Money Retirement Blueprint, which stands for Build the Optimal System of Security. We're excited to share an individualized plan with you, and we sincerely hope it helps you turn your financial dreams into a reality.”



It's important to know how integrating Social Security benefits into your retirement income plan can play a role in your overall financial strategy. Working with a financial professional, including licensed insurance agents, investment advisors and tax professionals can help you understand how Social Security benefits may fit into your plan for retirement.

EXECUTIVE SUMMARY

The biggest story in Social Security today concerns the large number of baby boomers set to retire over the next 20 years and the relatively smaller younger generations feeding Social Security payroll taxes into the system. Adding additional stress to the system is the reality that, on average, today's seniors are living longer than any previous generation. While that's good news, it presents challenges to the Social Security system, and in other areas as well. Living longer increases the potential for increased medical and long-term care expenses while in retirement. This may be particularly true for those who have been active all their lives and had relatively few medical expenses prior to retirement.

Furthermore, the value of your nest egg could be more significantly impacted by increases in the cost of living over a longer term. Quite simply, you could outlive your savings. When you consider all of these factors, it is important to make informed decisions about when to begin receiving Social Security benefits within the context of your overall retirement income strategy.

There are strategies a financial professional could help you implement that may identify income gaps and reduce the risk of outliving your money, including insurance products, such as annuities.

Individuals should consult with an employee of the Social Security Administration office, as financial professionals can provide information but not advice regarding Social Security benefits.



THE STATUS OF SOCIAL SECURITY

Social Security benefits are largely funded by today's workers via payroll taxes. In 2019, the Old-Age and Survivors Insurance and Disability Insurance Trust Funds collected \$1.1 trillion in revenues from the following sources:¹

- 89% from payroll taxes and reimbursements from the General Fund of the Treasury
- 3.4% from income taxes on Social Security benefits
- 7.6% from interest earned on the government bonds held by the trust funds

The number of retired workers is projected to double in 50 years. Adding to the Social Security funding dilemma, people are also living longer and the national birth rate is low. As a result, the ratio of workers paying Social Security taxes to people collecting benefits is projected to fall from 2.8 to 1 in 2019 to 2.2 to 1 in 2037. The Old-Age and Survivors Insurance and Disability Insurance Trust Funds board of trustees reports the program has paid more in benefits and expenses than it collected in taxes and other noninterest income since 2010, yet the redemption of trust fund assets is estimated to be sufficient to allow for full payment of scheduled benefits until 2035. At that point, payroll taxes and other income will be sufficient to pay only 79 percent of program costs.²

¹ Social Security Administration. July 2020. "Fast Facts & figures About Social Security, 2020."
https://www.ssa.gov/policy/docs/chartbooks/fast_facts/2020/fast_facts20.pdf. Accessed Feb. 18, 2021.

² Ibid.

TIMING YOUR BENEFIT DISTRIBUTIONS

As of 2019, full retirement age (referred to as FRA) is age 66 for anyone born between 1943 and 1954. Beginning with those born in 1955, an additional two months is added to the full retirement age each year through 1959. If you were born in 1960 or later, full retirement age is 67. You may begin taking benefits starting at age 62, but they will be permanently reduced. Covered workers need 40 credits to be eligible for their own benefit, which works out to about 10 years of work history. Your benefit is calculated based on your average earnings over the highest-earning 35 years.

Working up to full retirement age may increase your benefit while at the same time any contributions you continue to make to a 401(k) plan and/or investment portfolio will have more time to potentially accrue higher gains.

If you begin drawing benefits before full retirement age, they are reduced as shown in the accompanying table.⁴

In 2021, the maximum payout for any beneficiary retiring at FRA was \$3,113 per month.³

FULL RETIREMENT AND AGE 62 BENEFIT BY YEAR OF BIRTH

Year of Birth ¹	Full (normal) retirement age	Months between age 62 and full retirement age ²	At Age 62 ³			
			A \$1,000 retirement benefit would be reduced to	The retirement benefit is reduced by ⁴	A \$500 spouse's benefit would be reduced to	The spouse's benefit is reduced by ⁵
1937 or earlier	65	36	\$800	20.00%	\$375	25.00%
1938	65 and 2 months	38	\$791	20.83%	\$370	25.83%
1939	65 and 4 months	40	\$783	21.67%	\$366	26.67%
1940	65 and 6 months	42	\$775	22.50%	\$362	27.50%
1941	65 and 8 months	44	\$766	23.33%	\$358	28.33%
1942	65 and 10 months	46	\$758	24.17%	\$354	29.17%
1943-1954	66	48	\$750	25.00%	\$350	30.00%
1955	66 and 2 months	50	\$741	25.83%	\$345	30.83%
1956	66 and 4 months	52	\$733	26.67%	\$341	31.67%
1957	66 and 6 months	54	\$725	27.50%	\$337	32.50%
1958	66 and 8 months	56	\$716	28.33%	\$333	33.33%
1959	66 and 10 months	58	\$708	29.17%	\$329	34.17%
1960 and later	67	60	\$700	30.00%	\$325	35.00%

¹ If you were born on Jan. 1, you should refer to the previous year.

² If you were born on the first of the month, SSA figures your benefit (and full retirement age) as if your birthday was in the previous month.

³ If you were born on Jan. 1, SSA figures your benefit as if your birthday was in December of the previous year.

⁴ You must be at least 62 years old for the entire month to receive benefits.

⁵ Percentages are approximate due to rounding.


⁶ The maximum benefit for the spouse is 50 percent of the benefit the worker would receive at full retirement age.

The percentage reduction for the spouse should be applied after the automatic 50 percent reduction. Percentages are approximate due to rounding.

⁴ Social Security Administration. "Workers with Maximum-Taxable Earnings." <https://www.ssa.gov/oact/cola/examplemax.html>. Accessed Feb. 18, 2021.

³ Social Security Administration. "Retirement Benefits: Starting Your Retirement Benefits Early."

<https://www.socialsecurity.gov/planners/retire/agereduction.html>. Accessed Feb. 18, 2021.



No matter what age you begin receiving Social Security benefits, your payout will receive an automatic annual cost of living adjustment when there is a comparative increase in the consumer price index.

A LOOK AT SPOUSAL BENEFITS

Spousal or "derivative" Social Security benefits are determined by the work history and earnings of each spouse and the age at which they apply for and/or begin drawing benefits.

The spousal — or derivative — benefit is 50 percent of the higher earner's accrued benefit at the spouse's full retirement age. Should the higher-earning spouse start taking benefits earlier than full retirement age, the spouse's derivative benefit will be less.⁵

When spouses take time off from the workforce to have children, raise children or even provide care for senior parents, years with part-time or zero earnings may factor into the 35 years and result in a much lower benefit than people who work full time throughout their adult lives. This is why many women might qualify for a higher benefit based on their husband's work history.

Plan for Surviving Spouse

Common sense may tell you that — among couples — the higher earner should claim benefits as early as possible and the lower earner should delay in order to receive a higher benefit. In reality, the exact opposite may be the better option because if the higher earner claims early and then dies first, he or she is likely to have shortchanged the lower earner's survivor benefit.

In this scenario, the higher earner should consider delaying claiming benefits so the lower earner can claim the highest possible benefit for life — whether it's the lower earner's own benefit or a derivative of the higher earner's highest available benefit. If the lower earner dies first, there is no lost benefit, as the higher earner simply keeps his or her own benefit.⁶

⁵ Social Security Administration. "Retirement Benefits!" <https://www.ssa.gov/pubs/EN-05-10035.pdf>. Accessed Feb. 18, 2021.

⁶ Social Security Administration. Retirement Benefits: Benefits for Your Spouse! <https://www.ssa.gov/benefits/retirement/planner/applying7.html>. Accessed Feb. 18, 2021.



In 2019, the average monthly Social Security benefit received by retired women was \$1,337, compared to \$1,671 for men.⁷

Options for Spouses

Because of changes brought on by the Bipartisan Budget Act of 2015, most spouses no longer have the option to choose between claiming benefits based upon their own work history or benefits based upon their spouse's work history. Only those who were born before Jan. 2, 1954, retained the option to claim only spousal benefits when they reach full retirement age (assuming their spouse had either claimed benefits or was able to file and suspend their benefits). Doing so allowed them to continue working and accruing earnings contributions, as well as delayed retirement credits (DRCs) until they turn age 70. At that time, they could begin claiming their own, higher benefit amount.

If you were born on or after Jan. 2, 1954, you are no longer able to claim spousal benefits only. Instead, you will be subject to what are known as "deeming rules." Based on the 2015 budget act, deeming rules apply through age 70 and mean that once you reach age 62, if you file for benefits and are eligible for both your own retirement benefit and a spousal benefit, you will be deemed to have applied for both benefits.⁸

This new provision also eliminated the restricted benefit option, which had allowed anyone who had reached full retirement age to apply for a restricted benefit based on his or her spouse's earnings, provided the spouse was already receiving benefits. This was true even for the spouse who was the higher earner. He or she could restrict the benefit to the spouse's lower benefit, allowing their own benefit to accrue DRCs up to age 70, and then switch to their higher benefit amount.

With the new deeming rules, the restricted benefit is no longer available to anyone who was not 62 years old by Jan. 1, 2016.⁹

⁷ Social Security Administration. July 2020. "Fast Facts & Figures About Social Security, 2020." https://www.ssa.gov/policy/docs/chartbooks/fast_facts/2020/fast_facts20.pdf. Accessed Feb. 18, 2021.

⁸ Social Security Administration. "Retirement Benefits." <https://www.ssa.gov/pubs/EN-05-10035.pdf>. Accessed Feb. 18, 2021.

⁹ Dana Anspach. The Balance. June 1, 2020. "Restricted Applications for Social Security Rules Benefits!" <https://www.thebalance.com/social-security-rules-for-restricted-applications-2388915>. Accessed Feb. 18, 2021.



Divorced Spouse¹⁰

If a couple was married for at least 10 years and then divorces, either one of the spouses may qualify for Social Security benefits at age 62 under the other's work history. Even if the higher-earning ex-spouse has not applied for benefits yet, as long as he or she is eligible for them and the couple has been divorced for at least two years, the other ex-spouse can still receive benefits.

Once an ex-spouse remarries, he or she is no longer eligible to receive a benefit based on the first spouse's work history unless the second (third, fourth, etc.) marriage ends in divorce, annulment or death. You are eligible for the highest derivative available from any number of ex-spouses as long as each marriage lasted at least 10 years and you are not currently married.

Divorced spouses who were born before Jan. 2, 1954, and have reached full retirement age can choose to receive only the former spouse's benefit while delaying their own benefit until later. However, those born on Jan. 2, 1954, or later, do not have that option. If they file for one benefit, that means they have filed for all retirement or spousal benefits.

Widowed Spouse

Among married couples, the age at which the higher-earning spouse applies for Social Security benefits is very important, since the surviving spouse is entitled to the higher of his or her own or the deceased spouse's benefit. The higher earner can increase the survivor's benefit by waiting to receive any benefits until age 70.

If the higher-earning spouse dies, the widow(er) is entitled to the higher earner's full retirement benefit and may begin receiving benefits starting at age 60 (or at any age if he or she has a dependent who is under age 16 or disabled). Should the widow(er) remarry prior to reaching age 60 (or age 50 if the widow(er) is disabled), the Social Security benefit for the widow(er) will terminate, but the benefit for the eligible child will not.

A surviving spouse may also claim a reduced benefit on the deceased's working record and then switch to his or her own later. The surviving spouse may wait until full retirement age or delay benefits until age 70 to accrue DRCs based on his or her own work history. Once the survivor applies for his or her own benefit, the payout will automatically be at the highest amount.

¹⁰ Social Security Administration. "Retirement Benefits: Benefits For Your Divorced Spouse." <https://www.ssa.gov/planners/retire/divspouse.html>. Accessed Feb. 18, 2021.

¹¹ Social Security Administration. "If You Are The Survivor?" <https://www.ssa.gov/planners/survivors/ifyou5.html>. Accessed Feb. 18, 2021.



DELAYED RETIREMENT CREDITS

If you do not feel the need to draw benefits at full retirement age and/or would like to continue working, you are eligible to earn delayed retirement credits (DRC) for each month that you do not start receiving benefits.

- Currently, the full-year DRC for those born in 1943 or later is 8% per year (pro-rated monthly).
- The credit stops once you reach age 70.
- In limited cases, a spouse may draw benefits while the higher earner accrues DRCs.
- Derivative benefits for your spouse do not include any DRCs.

INCREASE FOR DELAYED RETIREMENT ¹²

Year of Birth*	12-Month Rate of Increase	Monthly Rate of Increase
1933-1934	5.5%	11/24 of 1%
1935-1936	6.0%	1/2 of 1%
1937-1938	6.5%	13/24 of 1%
1939-1940	7.0%	7/12 of 1%
1941-1942	7.5%	5/8 of 1%
1943 or later	8.0%	2/3 of 1%

*Note: If you were born on Jan. 1, you should refer to the previous year.

¹² Social Security Administration. "Retirement Benefits: Delayed Retirement Credits." <https://www.ssa.gov/planners/retire/delayret.html>. Accessed Feb. 18, 2021.

HOW A JOB IMPACTS BENEFITS

Once you reach full retirement age, there is no longer an earnings limit, meaning you can earn any amount of income without it impacting your benefits.

However, if you begin drawing Social Security benefits before you reach full retirement age and your earnings exceed the eligible limit, your benefits will likely be reduced.¹³ You may earn up to \$18,960 in 2021 before your Social Security benefits will be reduced. Thereafter, \$1 in benefits will be deducted for every \$2 earned above \$18,960.¹⁴

In the year you reach full retirement age, you may earn up to \$50,520 (in 2021) ending the month before your birthday before benefits are reduced. Thereafter, \$1 for every \$3 earned above \$50,520 will be deducted from your benefits.¹⁵

In both scenarios, however, your benefit will be increased at full retirement age to account for benefits withheld due to earlier earnings.

To calculate your annual earnings, the Social Security Administration includes wages, bonuses, commissions and vacation pay. It doesn't count pensions, annuities, investment income, veterans or other government or military retirement benefits.¹⁶

¹³ Social Security Administration. "Retirement Benefits: Receiving Benefits While Working." <https://www.socialsecurity.gov/planners/retire/whileworking.html>. Accessed Feb. 18, 2021.

¹⁴ Social Security Administration. "Fact Sheet: 2021 Social Security Changes" <https://www.ssa.gov/news/press/factsheets/colafacts2021.pdf>. Accessed Feb. 18, 2021.

¹⁵ Ibid.

¹⁶ Social Security Administration. "Retirement Benefits: How We Deduct Earnings From Benefits." <https://www.ssa.gov/planners/retire/whileworking2.html>. Accessed Feb. 18, 2021.

TAXES ON SOCIAL SECURITY

Assuming you are at full retirement age or are not working, you can receive all of your Social Security benefits without penalty. This does not mean that they will not be taxed. Depending on the level of your Social Security taxable income, you may have to pay tax on a portion of your Social Security. The tax is capped at a maximum of 85 percent of your benefits being taxed. One way to quickly find out how much of your benefits are being taxed is to pull out your 1040 and look at line 20a and 20b. Line 20a is the amount of benefits you receive, and line 20b is the amount you are being taxed on.

Let me briefly explain how it works. The first step is to determine what your Social Security taxable income (SSTI) is. Do not confuse this with your adjusted gross income (AGI) or your taxable income on page 2 of your 1040. This number is used to determine how much of your benefits will be taxed. It is calculated by adding up all the taxable income you receive (pension, IRA distributions, interest, dividend) plus one-half your Social Security benefits. If your SSTI exceeds \$25,000 for a single person or \$32,000 for a couple, every dollar above these amounts adds 50 cents to the amount of the taxable Social Security. Once your SSTI exceeds \$33,000 for a single person or \$44,000 for a couple, every dollar above these amounts adds 85 cents to the amount of taxable Social Security. For example, if you were to receive \$2,000 in interest income, this may cause an additional \$1,000 to \$2,500 of your Social Security to become taxable in addition to the \$2,000 of interest income.

The first step in trying to reduce the amount of Social Security that is taxable to you is to take a look at your income tax returns and find out where the income is being generated. You may want to consider some tax deferral. If you have accounts that are generating income and you are not using the income, this could be unnecessarily exposing your benefits to taxation. If you have retirement accounts, you may want to place the income-producing assets in these accounts.

If you do not have retirement accounts, you can also use tax-deferred annuities. Unless you take withdrawals, any income or growth on these accounts will not have to be realized on your income for the year. You can also use an annuity to create income that may be only partially taxable. A provision in our tax code known as the "exclusion ratio" applies to payments received over a period of time at regular intervals. All or part of these payments may be tax-free, which is a return of principal, with the excess being fully taxable.

Another investment that can produce income without increasing taxes on Social Security is a Roth IRA. If you currently have Roth IRAs, consider supplementing income from these accounts once you reach the income limits that result in your benefits being taxed. If you do not have these accounts, consider funding them by contributing (if you have earned income) or converting. It may not help you, but may provide relief in years to come when you withdraw funds.



Where Do You Apply

Apply for your benefits about three months before the date you'd like them to start. You can apply online at <https://www.ssa.gov/benefits/forms/>. You also can call (800) 772-1213 or TTY (800) 325-0778, or visit your local Social Security office (call first to make an appointment).

PREPARING FOR RETIREMENT INCOME

According to the "2020 Retirement Confidence Survey" by the Employee Benefit Research Institute, 36 percent of pre-retirees report feeling not confident that they know how much income they will need each month in retirement.¹⁷ To help you prepare for a possible reduction in Social Security benefits and/or an overall shortfall in your retirement income, calculate the general amount of income you expect to need in retirement.

Add up your monthly expenses and factor in a 1.2 percent inflation rate (the inflation for the U.S. for the 12 months that ended December 2020).¹⁸ If the retirement age increases in the future, you may be able to continue working and delay your own retirement. However, if you need to retire before the full retirement age, you'll need to factor in the potential for reduced Social Security benefits during those years.

You may receive a personalized estimate of your Social Security benefits by using the online Retirement Estimator at <https://www.ssa.gov/benefits/retirement/estimator.html>.

Once you've identified your level of benefits, subtract this amount from the total income you've calculated that you need. The balance will give you an idea of the amount that would need to come from other sources.

(Please note, this is a general calculation and not intended to be the sole basis of any financial decisions.)

¹⁷ EBRI. April 23, 2020. "2020 Retirement Confidence Survey Summary Report." Page 19. <https://www.ebri.org/docs/default-source/rcs/2020-rcs/2020-rcs-summary-report.pdf>. Accessed Feb. 18, 2021.

¹⁸ U.S. Inflation Calculator. "Current US Inflation Rates: 2000-2021." <http://www.usinflationcalculator.com/inflation/current-inflation-rates/>. Accessed Feb. 18, 2021.

Other Income Sources

For most Americans, Social Security offers a guaranteed source of income during retirement. Understanding your distribution options can potentially help optimize your benefits. However, Social Security was not designed to provide 100 percent of the income America's retirees need throughout their golden years. In fact, Social Security represented just 33 percent of total retirement income for beneficiaries in 2020, which means the average retiree still needs to provide 67 percent of his or her retirement income from other sources.¹⁹

3 WAYS TO SUPPLEMENT SOCIAL SECURITY BENEFITS



Typically, there are three ways to supplement Social Security benefits for retirement income:

1. Employer-defined benefit plans, also known as "pensions?" Unfortunately, the percentage of employers offering traditional pension plans to newly hired employees has dropped dramatically over the years; in 2020, only 15 percent of private sector workers had access to a defined benefit pension plan.²⁰(However, 84 percent of state and local governments still offer traditional pensions.)²¹ This leaves far more Americans responsible for a larger portion of their retirement income.

2. Work earnings. Many retirees choose to work long past traditional retirement age, or even retire from their career and then take a job or launch a small business to supplement other retirement income sources. As of December 2020, 38.6 percent of those 55 and older were working.²²

3. Savings and investments. Long-term saving and prudent investing may enable you to accumulate a significant nest egg from which to draw income. The following are two traditional retirement income account options:

- a. Maximize contributions to a defined contribution employer plan, such as a 401(k), 403(b), 457 plan or Thrift Savings Plan. In 2021, participants may contribute up to \$19,500, or \$26,000 for employees age 50 and older²³
- b. Maximize contributions to a Roth or traditional IRA. If you are not eligible for a tax deduction for traditional IRA contributions due to participation in an employer-sponsored retirement plan, you may want to consider contributing to a Roth instead so you benefit from tax-free distributions during retirement. In 2021, participants may contribute up to \$6,000, or \$7,000 for those age 50 and older.²⁴

¹⁹ Social Security Administration. "Fact Sheet: Social Security." <https://www.ssa.gov/news/press/factsheets/basicfact-alt.pdf>. Accessed Feb. 18, 2021.

²⁰ U.S. Bureau of Labor Statistics. 2020 "Employee Benefits Survey." <https://www.bls.gov/news.release/ebs/>. Accessed Feb. 18, 2021.

²¹ CNN Money. "Ultimate guide to retirement: What if I work for the government?" https://money.cnn.com/retirement/guide/pensions_basics.moneymag/index8.htm. Accessed Feb. 18, 2021.

²² AARP.org. Jennifer Schramm. "December 2020 Employment Data Digest." <https://www.aarp.org/ppi/info-2020/employment-data-digest/>. Accessed Feb. 18, 2021.

²³ IRS.gov. Nov. 10, 2020. "Retirement Topics - 401(k) and Profit-Sharing Plan Contribution Limits." <https://www.irs.gov/retirement-plans/plan-participant-employee/retirement-topics-401k-and-profit-sharing-plan-contribution-limits>. Accessed Feb. 18, 2021.

²⁴ IRS.gov. Dec. 15, 2020. "Retirement Topics - IRA Contribution Limits." <https://www.irs.gov/retirement-plans/plan-participant-employee/retirement-topics-ira-contribution-limits>. Accessed Feb. 18, 2021.

LONG-TERM CARE COSTS

Because Americans are living longer than they ever have before, the chances of needing long-term care are much higher, and this is an expense that could be far greater than your Social Security benefits will cover. In fact, the median annual cost for care in an assisted living facility is \$51,600.²⁵

There are a number of options for covering long-term care expenses, each with its own advantages and disadvantages. It makes sense to discuss your options with a licensed insurance agent or other qualified individual, such as a tax advisor or attorney.

Medicare

Medicare may pay for up to 100 days of medically necessary care in a skilled nursing facility for each benefit period, but it only pays 100 percent for the first 20 days in each period; the remaining days require a copayment. However, a qualifying hospitalization must occur to activate this benefit. Those benefits do not include care or assistance that can help you remain in your home, and once Medicare stops paying, any Medicare supplement insurance policy will also stop paying. It's also important to remember that Medicare pays for acute care, but not for long-term residency. Medicare does not provide coverage for long-term care (also called custodial care) with respect to any of the activities of daily living.

Medicaid

Medicaid may be available to pay for some long-term care services both at home and in the community, but it does set limits on the amount of assets you may own and the amount of income you may receive each month in order to be eligible for benefits. Coverage eligibility varies from state to state.

Personal Savings

You could plan to use your personal savings to cover any long-term care costs you may encounter, allowing you to maintain control over your assets and ensure there are no restrictions on the type of care you choose to receive. However, as stated earlier, these costs can be considerable. If long-term care costs increase, and your retirement assets shrink, you may run the risk of depleting your retirement savings, and your freedom to choose the care you need may become limited as your retirement savings are reduced.

Long-Term Care Insurance

Long-term care insurance may be a more sensible option, increasing the funds you have available to pay long-term care expenses and allowing you to transfer the risk of long-term care expenses away from your current retirement assets to an insurance company. However, the insurance will come at a cost, and generally speaking, the longer you wait to purchase long-term care insurance the higher the premiums are likely to be. In addition, the premiums may not be guaranteed and could increase in later years, and if you never need long-term care, the money you spend in premiums may be lost.

Life Insurance With Accelerated Benefits

Another option for helping to pay long-term care expenses is a life insurance policy with accelerated benefits. A life insurance policy with an optional accelerated benefits rider offers an income tax-free death benefit as well as limited access to the policy's death benefit (subject to qualifications), which could be used to assist with the expenses associated with long-term care. This customized strategy may help you protect your financial and retirement assets while also helping to provide confidence that you'll be able to fund potential long-term care needs.

²⁵ Genworth Dec. 2, 2020. "Cost of Care Survey 20207 <https://mnigenworth.com/aging-and-you/finances/oost-ef-care.html>. Accessed Feb. 18, 2021.



CONCLUSION

Obviously, it's important to build a savings/investment nest egg to help supplement Social Security benefits with your personal retirement income sources. However, given today's health and longevity among older Americans, it is equally important to create a long-term health care plan to help prepare for a more satisfactory quality of life as you grow older.

The simple fact is that Social Security may not always be straightforward. Just like every other facet of retirement income planning, there are strategies you can employ to potentially optimize the benefits you are eligible to receive — particularly among married couples.

Many people are hesitant to delay receiving benefits because they don't want to lose money they've contributed to the system for the past 35 years. While people who apply for Social Security benefits early may get more dollars if they die soon after, the opposite may also be true — they may receive less if they live significantly longer.

The monthly benefit paid out at age 62 is actuarially reduced to account for the eight more years that the recipient will be paid benefits as compared to someone who begins drawing payouts at age 70. Waiting to claim benefits until age 70 will result in an increase in your benefits for each year you delayed claiming benefits. The percentage of increase will vary depending on the year you were born. Those born in 1943 or later will see an 8 percent increase in benefits for each year they delay taking benefits, up to age 70.²⁶

What's most important in making Social Security decisions for your situation is at what point you can no longer live comfortably without those benefits due to job loss, health care expenses or other issues. The question isn't how to beat the system, but rather how to potentially optimize the amount of income you receive for the length of time that you need it.

For this reason, it can be worthwhile to speak with a financial professional before you begin drawing benefits in order review possible payout scenarios for Social Security benefits to help determine the most appropriate time for you to begin drawing benefits. This can also include a discussion about the role of insurance products in your overall financial picture. Your financial professional can provide information, but not advice, related to Social Security benefits. For more information, please contact your local Social Security Administration office, or visit www.ssa.gov regarding your particular situation.

²⁶ Social Security Administration. January 2021. "Retirement Benefits." <https://www.ssa.gov/pubs/EN-05-10035.pdf>. Accessed Feb. 18, 2021.

WHAT CAN I DO?

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