

What are you saving for in retirement?

The spending hierarchy worksheet...designed for a better retirement income plan



For illustrative purposes only. See page 2 for instructions.



Gary A. Busse
Founder & CEO
Busse Wealth Management

1741 Pontarelli Court, Aurora, IL 60504
gary@bussewealth.com | (630)747- 4328
bussewealth.com

NOT FDIC INSURED | MAY LOSE VALUE | NO BANK GUARANTEE

This material is for illustrative, informational and educational purposes only. We make no guarantee that participation in this program or utilization of any of its content will result in increased business. This does not constitute a recommendation of any investment strategy or product for a particular investor. Investors should consult a financial professional before making any investment decisions. Annuities are long-term investments offered by insurance companies. annuity guarantees and protections are backed by the claims-paying ability of the issuing insurance company.

Northern Lights Distributors, LLC, a FINRA/SIPC member, has been retained to facilitate FINRA review of the material in order to meet certain requirements of its business partners. Northern lights Distributors, LLC is not affiliated with The Alliance for Lifetime Income.

VKC-ALI-BRO-2-E 05/19 NA5265

License #: 5391901 / Reprint Licensee: Gary A. Busse

3 STEPS TO A BETTER RETIREMENT INCOME PLAN

This worksheet is designed to help you organize your thoughts as you develop your retirement income plan. Consider such vital questions as: How will you spend your money? How will you prioritize your expenses? How will you fund them? When thoughts are organized and written down, you can likely collaborate more productively with your professional as you work to develop a successful retirement income plan.

STEP 1: SELECT

Circle those expenses from the list you anticipate in your retirement. Our list of 62 ideas is not complete, so also feel free to write in your own.

STEP 2: SORT

Organize everything you circled in step 1 into "needs, wants and wishes" using the pyramid provided.

- List your needs-or your "non-negotiables"- at the bottom of the pyramid.
 - List your wants-or your "comfort money"- in the middle tier.
 - Finally, list your wishes-or your "dream money"- at the top.
-

STEP 3: SYNC

Now that you've prioritized your expenses by "needs, wants and wishes," work with your professional to sync your income sources with your spending hierarchy.

How today's retirees are spending their money

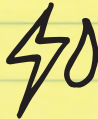
These are some common expenses of retirees. Circle those expenses that you would like to plan for, and do add any expenses not included in the list.

Housing



1. Mortgage
2. Maintenance, repairs and renovations
3. Homeowners' / rental insurance
4. Lawn, home and cleaning services

Utilities



5. Phone
6. Cable
7. Municipal
8. Gas and electric

Food



9. Groceries
10. Eat well, eat out
11. Premium coffees / teas

Health care



12. Health insurance
13. Out-of-pocket medical bills
14. Elective care

Taxes



15. Property
16. Income and capital gains
17. Sales

Transportation



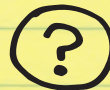
18. Automobiles
19. Insurance
20. Public transportation

Personal



21. Clothing
22. Shoe budget
23. Hair

"What-ifs"



24. Parent care
25. Boomerang children
26. Tax hikes
27. Inflation and cost-of-living increases
28. Uncovered or uninsured losses
29. Lawsuits
30. Medical emergencies

Family



31. Visit children and grand-children, wherever they are
32. Fund (a portion of) the grandkids' education
33. Family vacations
34. Holiday/birthday gifts
35. Pet care
36. Visit long-lost relatives

Memberships, dues and tuitions



37. Country club
38. Fitness center
39. Lessons
40. Leagues
41. Back to school for what interests you

Change



42. Move to a retirement-friendly place
43. Build your dream house
44. Fund the start of a new career / business
45. Build a prototype and invent something

Entertainment



46. Hobbies to fill your days
47. Tickets for shows, sports and theater

Bucket List



48. Take a cruise
49. Tour wilderness
50. Hike the national parks
51. Take an extended vacation
52. Tour America in a motorhome
53. Sporting events, such as the Super Bowl, Olympics, US Open or the World Series
54. Invest in art or collectibles
55. Visit the home where you once lived
56. "Big-ticket" hobby-boat, car, collectible

Charitable giving



57. Making a difference with substantial donations
58. Sponsoring someone in need
59. Fund a trust
60. Establish a foundation
61. Host an exchange student
62. Travel to those who need help with church groups or mission trips

WISHES

WANTS

NEEDS

