

Senior Sense



Spring 2018 Issue • centralfcu.com • 800.527.1017

How Retirement Spending Changes With Time Once away from work, your cost of living may rise before it falls

Article presented by Jeff Singer, Financial Advisor with W.F. Financial Services.

W.F.
Financial Services

New retirees sometimes worry that they are spending too much, too soon. Should they scale back? Are they at risk of outliving their money?

This concern is legitimate. Many households “live it up” and spend more than they anticipate as retirement starts to unfold. In ten or twenty years, though, they may not spend nearly as much.¹

The initial stage of retirement can be expensive. Looking at mere data, it may not seem that way. The most recent Bureau of Labor Statistics figures show average spending of \$60,076 per year for households headed by Americans age 55-64 and mean spending of just \$45,221 for households headed by people age 65 and older.^{1,2}

Affluent retirees, however, are often “above average” in regard to retirement savings and retirement ambitions. Sixty-five is now late-middle age, and today’s well-to-do 65-year-olds are ready, willing, and able to travel and have adventures. Since they no longer work full time, they may no longer contribute to workplace retirement plans. Their commuting costs are gone, and perhaps they are in a lower tax bracket as well. They may be tempted to direct some of the money they would otherwise spend into leisure and hobby pursuits. It may shock them to find that they have withdrawn 6-7% of their savings in the first year of retirement rather than 3-4%.

When retirees are well into their seventies, spending decreases. In fact, Government Accountability Office data shows that people age 75-79 spend 41% less on average than people in their peak spending years (which usually occur in the late 40s). Sudden medical expenses aside, household spending usually levels out because the cost of living does not significantly increase from year to year. Late-middle age has ended and retirees are often a bit less physically active than they once were. It becomes easier to meet the

goal of living on 4% of savings a year (or less), plus Social Security.²

Later in life, spending may decline further. Once many retirees are into their eighties, they have traveled and pursued their goals to a great degree. Staying home and spending quality time around kids and grandkids, rather than spending money, may become the focus.

One study finds that medical costs burden retirees mostly at the end of life. Some economists and retirement planners feel that retirement spending is best depicted by a U-shaped graph; it falls, then rises as elders face large medical expenses.

Research from investment giant BlackRock contradicts this. BlackRock’s 2017 study on retiree spending patterns found simply a gradual reduction in retiree outflows as retirements progressed. Medical expenses only spiked for most retirees in the last two years of their lives.³

Retirees in their sixties should realize that their spending will likely decline as they age. As they try to avoid spending down their assets too quickly, they can take some comfort in knowing that in future years, they could possibly spend much less.

Jeffrey Singer may be reached at 508-841-0635 or jsinger@centralfcu.com.

Citations.

- 1 - kiplinger.com/article/retirement/T037-C032-S014-why-the-4-withdrawal-rule-is-wrong.html [1/25/18]
- 2 - fortune.com/2017/10/25/retirement-costs-lower/ [10/25/17]
- 3 - cbsnews.com/news/rethinking-a-common-assumption-about-retirement-spending/ [12/26/17]

W.F. Financial Services: Securities sold, advisory services offered through CUNA Brokerage Services, Inc. (CBSI), member FINRA/SIPC, a registered broker/dealer and investment advisor. CBSI is under contract with the financial institution to make securities available to members. Not NCUA/NCUSIF/FDIC insured, May Lose Value, No Financial Institution Guarantee. Not a deposit of any financial institution.

This material was prepared by MarketingPro, Inc., and does not necessarily represent the views of the presenting party, nor their affiliates. All information is believed to be from reliable sources; however we make no representation as to its completeness or accuracy. Please note - investing involves risk, and past performance is no guarantee of future results. The publisher is not engaged in rendering legal, accounting or other professional services. If assistance is needed, the reader is advised to engage the services of a competent professional. This information should not be construed as investment, tax or legal advice and may not be relied on for the purpose of avoiding any Federal tax penalty. This is neither a solicitation nor recommendation to purchase or sell any investment or insurance product or service, and should not be relied upon as such. All indices are unmanaged and are not illustrative of any particular investment.

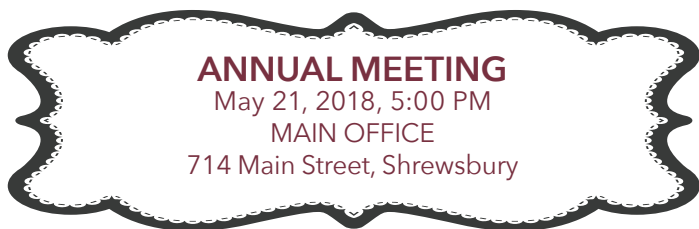


introducing Senior Sense

central advantage

We are excited to announce that Senior Sense has a new name, it will now be called Central Advantage! Our new name aligns more closely to our branding of products and Central Advantage offers you the same benefits and great rates that you are accustomed to. As we transition to the new name, you may still see Senior Sense and/or Central Advantage on your statements or renewal notices for certificates.

If you have any questions, please call Member Support at 800-527-1017 or stop in at any of our branches.



Central Advantage Premium Certificates

To be eligible for Premium Certificates, the member must be at least 18 years of age and have direct deposit of a minimum \$1000 per month into a Central One Checking account.
Minimum balance requirement of \$10,000 to receive premium rate.

	DR*	APY**
6 Month	1.144%	1.15%
12 Month	1.490%	1.50%
18 Month	2.227%	2.25%
24 Month	1.736%	1.75%
30 Month	2.374%	2.40%
36 Month	2.227%	2.25%
60 Month	2.521%	2.55%

Complete rate sheet available at your local branch or online at www.centralfcu.com/resources/rates

*Dividend Rate **Annual Percentage Yield, the APY on certificates assumes that dividends remain in the account until maturity. Certificate rates are fixed for the length of the term. A penalty may be imposed for withdrawals before maturity. If your account has an original maturity of one year or less, the penalty will equal three months dividends on the amount withdrawn subject to penalty. If your account has an original maturity of more than one year the penalty will equal six months dividends on the amount withdrawn subject to penalty. The penalty is calculated as a forfeiture of part of the dividends that have been or would be earned on the account. It applies whether or not the dividends have been earned. If the account has not yet earned enough dividends or if the dividend has already been paid, the penalty will be deducted from the principal. In certain circumstances such as the death or incompetence of an owner of this account, the law permits or may require the waiver of the early withdrawal penalty. Other exceptions may also apply; for example, if the certificate is part of an IRA or other tax-deferred savings plan.

For your safety

Financial scams targeting seniors have become so prevalent that they're now considered "the crime of the 21st century." Why? Because seniors are thought to have a significant amount of money sitting in their accounts.

Financial scams also often go unreported or can be difficult to prosecute, so they're considered a "low-risk" crime. However, they're devastating to many older adults and can leave them in a very vulnerable position with little time to recoup their losses.

It's not just wealthy seniors who are targeted. Low-income older adults are also at risk of financial abuse. And it's not always strangers who perpetrate these crimes. Over 90% of all reported elder abuse is committed by an older person's own family members, most often their adult children, followed by grandchildren, nieces and nephews, and others.

Fake telemarketing calls prey on older people, who as a group make twice as many purchases over the phone

than the national average. With no face-to-face interaction, and no paper trail, these scams are incredibly hard to trace. Also, once a successful deal has been made, the buyer's name is then shared with similar schemers looking for easy targets, sometimes defrauding the same person repeatedly.*

*National Council on Aging

Remember these helpful tips

Don't give out any personal information, including your family, children and grandchildren.

Don't confirm or deny any of their questions to you.

Get as much information from the telemarketer including their call back number. Most of the time, they will hang up once you start asking them questions.

Place your number on the do not call registry at <https://www.donotcall.gov/>. Let the caller know you are on this list and they will usually hang up very quickly.