Ameriprise Financial

Reach your *financial goals*

A guide to balancing today's needs with your goals for tomorrow

Prepared for .... Prepared by .... Date ....

Let’s talk about your life

What are your most important goals?

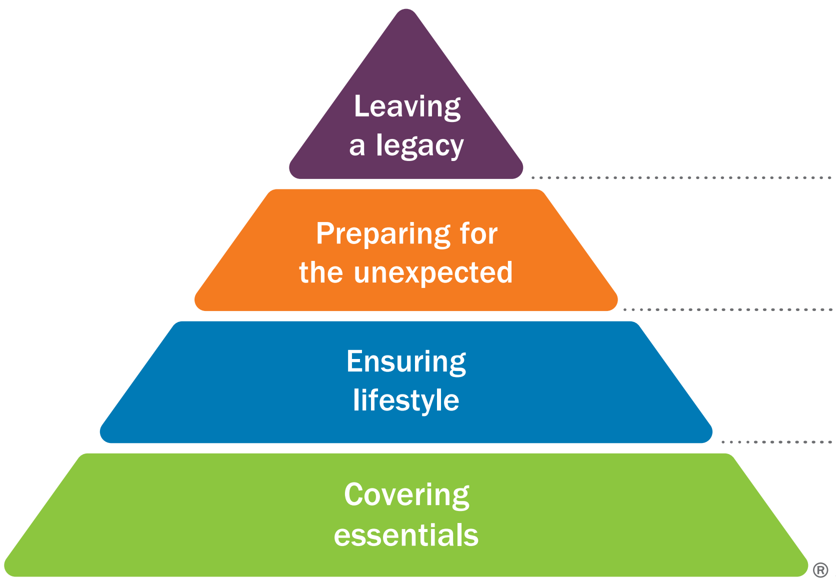
What are your biggest financial concerns?

What do you see changing in your future?

Now that we know what’s most important, let’s see how we can plan for it.

The *Confident Retirement*® approach

Our *Confident Retirement* approach can help ensure you're prepared for your financial future starting with your current situation. Together, you and your financial advisor identify actionable steps to help you bring your goals to life. The strategies you design together will address four key needs:



Legacy is about the impact you'll make on the people, charities and causes that are important to you. Plan now to maximize your giving and make your wishes known.

The unexpected are events that could derail your plans. Protect yourself from the certainty of uncertainty.

Lifestyle is about the things you want to do, and how you want to live, today and in the future. Build an investment strategy based on your specific goals.

Essentials are the necessities — the monthly expenses that keep your life running. Make the most of your income and build a reserve to cover these expenses.

Let's look at your situation and begin capturing details.

The *Confident Retirement*® approach will include a review of your existing financial retirement situation and potential opportunities, gaps, or general strategies. You will not receive a comprehensive review or financial planning services for which fees are charged. It is not indicative nor a guarantee of future financial results.

Covering essentials

Essentials are the necessities – the monthly expenses that keep your life running. Make the most of your income and build a reserve to cover these expenses.

- Are you maximizing your savings rate?
- Are you taking advantage of your workplace benefits?
- Do you have a cash reserve?

1. Assess your income:

Total gross income ______

Total expenses

Tax estimate	
Essential expenses	
Lifestyle expenses	

Total to be saved

Current annual savings	
Employer match	
Available to save	

2. Check the workplace benefits that you'd like to discuss:

Health care

- ☐ Group medical
- ☐ HSA
- ☐ FSA
- ☐ Other__________

Life and disability

- ☐ Group life insurance
- ☐ Group disability insurance
- ☐ Other__________

Retirement

- ☐ 401(k) / 403(b)
- ☐ Long-term incentives (e.g., stock options)
- ☐ Other__________

Additional benefits

- ☐ Company discounts or partnerships?
- ☐ Other__________ (e.g., dental and vision insurance)

3. Determine how much you need for a cash reserve:

Monthly essential expenses ______ X # of months ______ = Desired cash reserve ______

Ensuring lifestyle

Lifestyle is about the things that you want to do, and how you want to live, today and in the future. Build an investment strategy based on your specific goals.

- How much should you save for your goals?
- What account types should you consider?
- What asset types should you consider?
- When do you want to achieve each of your goals?
- What goals are most important to you?

1. Think about what goals you have and when you want to achieve them.

House
in ___ years

College
in ___ years

Dream vacation
in ___ years

Major purchase
in ___ years

Retirement
in ___ years

Other
in ___ years

2. Think about how you would map it out on a timeline.

Age 30 40 50 60 70

3. Together we will talk about any tradeoffs you may need to make to achieve your priority goals.

(e.g., move the timeline, change the goals, change the priorities, increase savings)

4. We will create a plan to align your investments with your objectives, goals, time horizon and risk tolerance.

- Think about your risk tolerance.
- What is the time horizon to reach each goal?
- What long-term expectations do you have with your investments? How do you think about economic downturns?
- What short-term expectations do you have with your investments? How do you view dips in the market?

Together, we will create an investment plan that balances risks by diversifying in three major areas:

Diversification Approaches	Description	Examples
Tax-based diversification	Balance your investments from a tax perspective by using various account types so you can manage how much you will pay in taxes and when you will pay.	• Tax free: Roth IRA, Roth 401(k), 529 plan* • Tax deferred: Traditional IRA, 401(k) • Taxable: Brokerage account
Asset-class diversification	Ensure your investments show an appropriate variety of asset classes.	• Equities (stocks) • Fixed-income (bonds) • Cash equivalents (money market instruments)
Product-based diversification	Diversify with a varying selection of products and match each to your needs and situation (e.g., to grow over time).	• Mutual funds • Insurance • Annuities • Individual stocks • Bonds

5. We will propose an investment plan in our follow-up conversations.

- Match each of your goals to investment types (e.g., equities, bonds, managed accounts, annuities) based on your objectives, time horizon and risk tolerance.
- Show you what types of accounts (e.g., 401(k), IRA, 529 plan, savings) can help you plan for tax diversification.

*Contributions are not deductible, but earnings in a 529 plan grow federal tax-free and will not be taxed when the money is taken out to pay for qualified education expenses.

Preparing for the unexpected

The unexpected are events that could derail your financial plans. Protect yourself from the certainty of uncertainty.

- Are you protected if you are disabled and can't work?
- Are you and the people you care about protected in case of an accident or catastrophe?

1. Protect your income from disability.

After-tax income comparison:

	Client #1	Client #2
Income when healthy		
Income when disabled (including existing DI coverage)		
Income gap		
Consider additional disability coverage:	Individual ☐	Group ☐

2. Protect the people and causes important to you.

To determine whether you need to supplement, compare your after-tax income.

	Client #1	Client #2
Income when healthy		
Income for survivor(s) (approximate annual value of existing life insurance)		
Income gap		
Consider additional disability coverage:	Group ☐ Term ☐	Permanent ☐

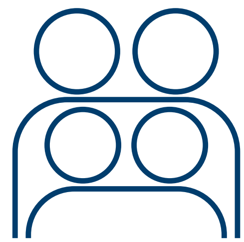
3. Protect your income from additional risks.

- ☐ Property & casualty (e.g., home, auto and umbrella insurance)
- ☐ Long-term care (e.g., pay out of pocket, government assistance, dedicated insurance, family support or self fund)
- ☐ I would like to do a deep protection review of all my insurance needs

Leaving a legacy

Legacy is about the impact you'll make on the people, charities and causes that are important to you. Plan now to maximize your giving and make your wishes known.

- What decisions do you want to make known about the future?
- What values do you want to support?
- What causes or charities do you want to support?



1. Talk with the people most important to you.

- What financial or other needs do you need to think about with aging parents or other family members?
- What children, relatives, causes or charities would you like to affect for future generations?
- Are you confident your wishes would be followed?

2. Take steps to ensure your wishes are met.

Put the right documentation in place now to maintain control of your legacy through all of life's changes. Review these documents every five years or when a triggering event occurs (e.g., birth of a child, marriage).

- ☐ Updated will in place?
- ☐ Updated beneficiaries?
- ☐ Recent health care directive?
- ☐ Recent power of attorney?
- ☐ Do you have guardianship for your children?
- ☐ Have you considered using trusts?
- ☐ Is gifting money to loved ones/charities now or in the future important to you?
- ☐ Do you have a plan to turn off all digital aspects of your life? (e.g., have an emergency contact for online accounts and associated passwords)?

Did you know?

Only 32% of Americans have a will, a 6% decline from 2023 and the first decrease in estate planning rates since 2020.

Source: Caring.com, 2024 Wills and Estate Planning Study

Ameriprise Financial, Inc. and its affiliates do not offer tax or legal advice. Consumers should consult with their tax advisor or attorney regarding their specific situation.

Next steps

We've taken the first steps toward laying a foundation for your future. Now, on an ongoing basis, we'll revisit your needs as your situation changes. Together, we'll consider:

Financial health

Is my cash flow working out as expected?

Potential topics: spending plan, debt reduction, cash reserve

Investing efficiently

Do I have the most optimal mix of asset classes for my situation?

Potential topics: consolidation of assets, active management, diversification

Protection and planning for uncertainty

Do I have the appropriate insurance for this stage of my life?

Potential topics: disability insurance, life insurance, health care needs

Managing my tax liability

Am I doing all that I can to manage my tax liability now and in the future?

Potential topics: tax structure of assets, diversifying tax treatment of my accounts, Roth conversion

"There is nothing like a dream to create the future."

VICTOR HUGO

A summary of what we discussed today

You're on your way to a more confident life – on your terms.

Leaving a legacy

Preparing for the unexpected

Ensuring lifestyle

Covering essentials

Financial Advice | Retirement | Investments | Insurance | Banking

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Before you purchase, be sure to ask your financial professional about the insurance policy's features, benefits and fees, and whether the insurance is appropriate for you, based upon your financial situation and objectives.

Investment decisions should always be made based on an investor's specific financial needs, objectives, goals, time horizon and risk tolerance. **Past performance does not guarantee future results.**

Diversification does not assure a profit or protect against loss.

Ameriprise Financial cannot guarantee future financial results.

Withdrawals from a Roth account are tax-free as long as investors leave the money in the account for at least 5 years and are 59½ or older when they take distributions or meet another qualifying event such as death or disability.

When evaluating a Roth conversion, clients should consider their ability to pay taxes on converted assets, their current marginal tax rate to their potential future marginal tax rate, and their timeframe for withdrawing the assets. Withdrawals from a Roth account are tax-free as long as investors leave the money in the account for at least 5 years and are 59½ or older when they take distributions or meet another qualifying event such as death or disability.

The information in this guide is for illustrative purposes only and is hypothetical in nature and does not guarantee future results. Other investment types not considered in this conversation may have characteristics similar or superior to those being analyzed. Results may vary with each discussion over time. Please note that this conversation is not designed to make specific product recommendations and should not be used as such without specific suitability analysis. Ask your advisor to perform specific suitability analysis. Please make sure you consult with your tax and legal attorney to understand the suggested options completely before making any investment decisions or changes to your current plan.

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