



BENCHMARK FINANCIAL

YOUR FINANCIAL LIFE

Integrated. Organized. Simplified.

# Benchmark Overview.



We are a SEC Registered  
Investment Advisory\* firm

Think of us as the architect of  
your financial life.



Our team is multi-  
disciplinary, credentialed,  
and highly experienced – all  
to help you manage the  
multiple moving parts of  
your financial life.



Together we set goals,  
review cash flow, protect  
you and your family, and  
manage your investments...

...So you can live your best life.

LEARN MORE ABOUT HOW WE UNIQUELY SERVE

\*See disclosures. Details on Investment Advisory Representatives and Credential Designation Descriptions our Part B here: <https://adviserinfo.sec.gov/firm/summary/287966>

# Your Benefits to Join Sample Plan.



## FREE MONEY.

By participating, **SAMPLE** will contribute to your retirement by making a **matching** contribution to your 401(k) account.



## TAX SAVINGS.

Your money grows tax-deferred and contributions can be made either as **pre-tax or post tax** (ROTH 401k) contribution.



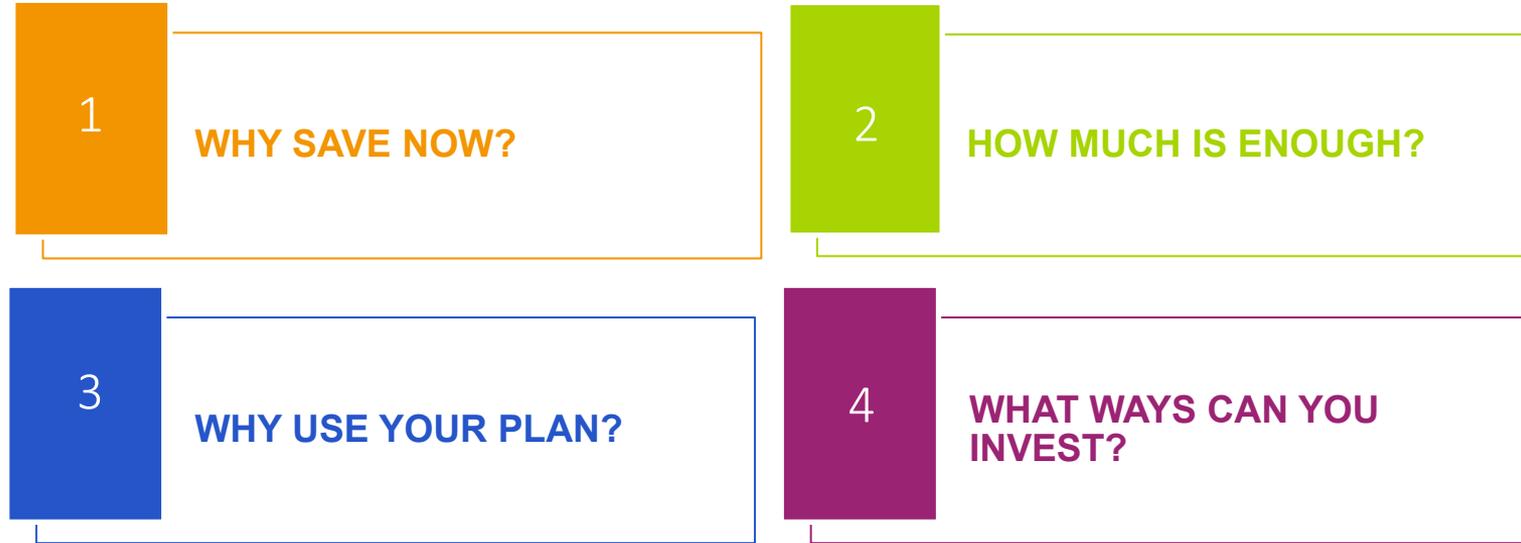
## GAIN FINANCIAL CONFIDENCE.

Through your current savings, you are taking an important step in providing for your future retirement income needs.

# Saving For Your Retirement Made Easy

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Four questions you should ask yourself:



# Why save now?



**LONGEVITY**



**HEALTH-CARE COSTS**



**DIMINISHING PENSION  
PLANS**



**"SOCIAL INSECURITY"**



**TAX ADVANTAGES**



**NO INHERITANCE!**

# Why save now?

## SOURCES OF RETIREMENT INCOME\*

\*Source: Social Security Administration, Fast Facts & Figures about Social Security, 2015.

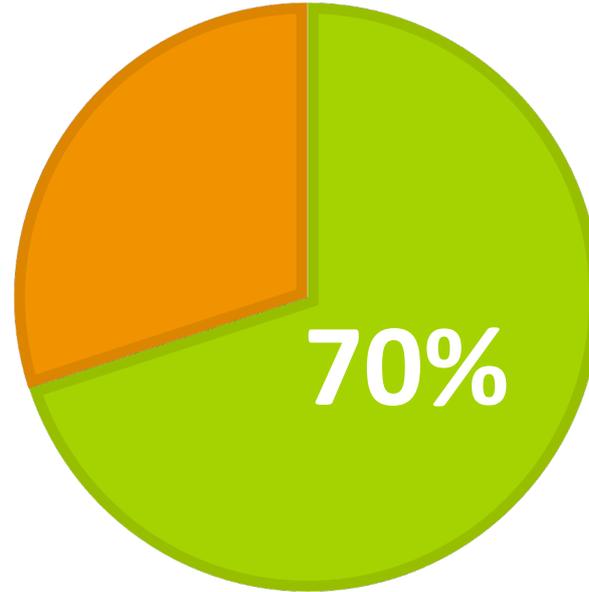
**34%** Social Security

**66%** All other sources

- company retirement plan
- pensions
- personal savings and investments
- earnings/income
- other

# Health care is a major cost in retirement

The average healthy 65-year-old couple will spend an average of \$300,000 on health care during retirement.<sup>1</sup>



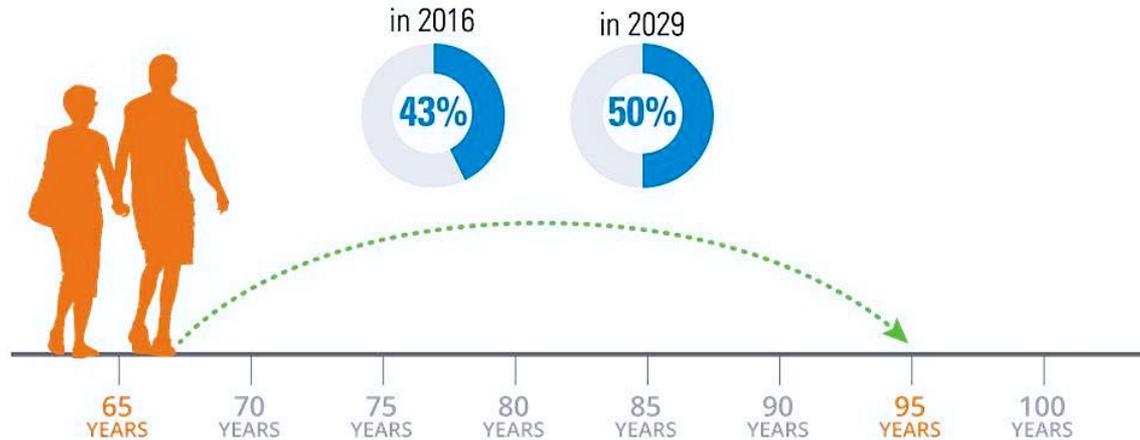
70% of people turning age 65 are expected to use some form of long term care during their lifetime.<sup>2</sup>

<sup>1</sup> Fidelity Retiree Health Care Cost Estimate, 2020. Estimate based on a hypothetical opposite-gender couple retiring in 2021, 65-years-old, with life expectancies that align with Society of Actuaries' RP-2014 Healthy Annuitant rates projected with Mortality Improvements Scale MP-2020 as of 2021. Actual assets needed may be more or less depending on actual health status, area of residence, and longevity. Estimate is net of taxes. The Fidelity Retiree Health Care Cost Estimate assumes individuals do not have employer-provided retiree health care coverage, but do qualify for the federal government's insurance program, Original Medicare. The calculation takes into account cost-sharing provisions (such as deductibles and coinsurance) associated with Medicare Part A and Part B (inpatient and outpatient medical insurance). It also considers Medicare Part D (prescription drug coverage) premiums and out-of-pocket costs, as well as certain services excluded by Original Medicare. The estimate does not include other health-related expenses, such as over-the-counter medications, most dental services and long-term care rates with Mortality Improvements Scale MP-2016

<sup>2</sup> 2019 U.S. Department of Health and Human Services

# Longevity Risk

How Long Will You Be In Retirement. A Good Shot of Living to 95?  
Chance one or both partners age 65 survive to at least age 95



Source: You May Live Longer Than You Think. Here's How to Afford It, Money, 2/17/17. Most recent data available.

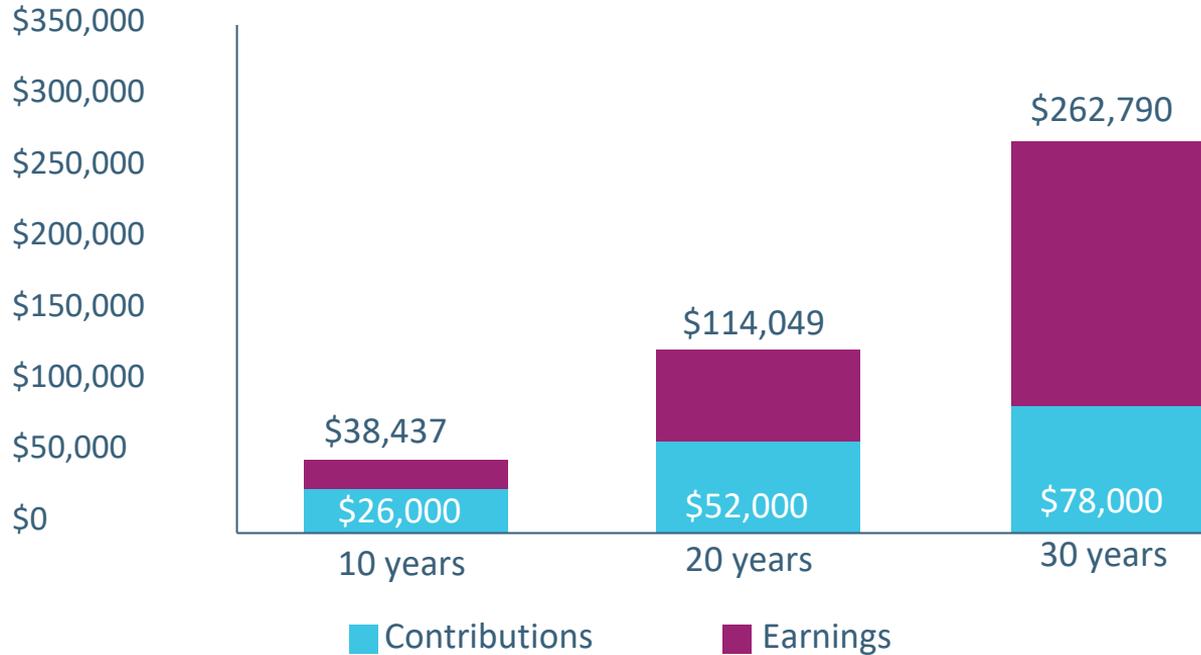
# Tax Advantages

	ROTH 401(k)	Pre-Tax 401(k)
Annual Gross Pay	\$45,000	\$45,000
Deferral (5%)	\$2,250	\$2,250
Taxable Pay	\$45,000	\$42,750
Federal Income Tax* (22%)	<b>\$9,900</b>	<b>\$9,405</b>
FICA* (7.65%)	<b>\$3,443</b>	<b>\$3,270</b>
Net Take-Home Pay	\$29,407	\$30,075

Tax Savings: \$668

\*2020 tax rates irs.gov

# Compounding



This hypothetical example shows the results of investing \$50 in a retirement savings plan every week. It assumes a 7% annual rate of return, which cannot be guaranteed. All investment strategies involve risk, including the possible loss of principal, and there can be no guarantee that any investing strategy will be successful.

# How much will you need?

A good starting point is to base your annual income need in retirement on a percentage of your salary prior to retirement.

**For example:  
Salary at retirement: \$60,000**

**70% = \$42,000**

**80% = \$48,000**

**90% = \$54,000**

Note: Individual needs may vary. Consult a financial advisor to determine your needs.

# How Much Should You Save?

- ✓ Experts recommend saving at least 12% - 17%\*
- ✓ Plan 2021 Limit: \$19,500. Age 50+ additional \$6,500
- ✓ Start small and make gradual increases each year. Remember, every bit counts.

## Create Opportunities:



BRING YOUR OWN  
LUNCH.



LOSE THE  
LANDLINE



DROP CABLE



DISCOUNT SHOP

\* Aon Hewitt, *The Real Deal: Retirement Income Adequacy at Large Companies*, 2018.

# Why use Sample's plan?

## Don't leave money on the table.

Sample wants to see you succeed and is willing to help you along the way with **additional employer contributions.**

### CONVENIENCE

You can determine how much will be deposited into your retirement account directly from your paycheck.

### OWNERSHIP

The money you contribute and any earnings belong to you. Take it with you throughout your career and every phase of life to use in retirement.

### TAX SAVINGS ADVANTAGES

Your money is invested **pre-tax or post tax** (ROTH) and can grow tax-deferred assuming no withdrawals. This may allow your savings to grow faster over time.

# Reaching \$1 Million is Possible?

## \$1 Million By Age 65

Age	Monthly	Yearly	Value at 65
20	\$200	\$2,400	\$1,001,822
25	\$300	\$3,600	\$1,007,211
30	\$450	\$5,400	\$1,004,951
35	\$685	\$8,400	\$1,005,683
40	\$1,065	\$13,200	\$1,009,037
45	\$1,690	\$20,400	\$1,002,296
50	\$2,850	\$34,200	\$1,002,890
55	\$5,340	\$64,200	\$1,002,562

Any projected results and risks are based solely on hypothetical examples cited, and actual results and risks will vary depending on specific circumstances. Investors may get back less than they invest, and past performance is not a reliable indicator of future results and is not guaranteed.

# How can you invest?

Here are the different ways you can invest your money



**BY DEFAULT**



**BY MYSELF**



**WITH THE HELP OF  
AN ADVISOR**



BY DEFAULT

- If you complete the enrollment process, but do not make any investment elections, your savings will be invested in the **plan's default** investment option.



BY MYSELF

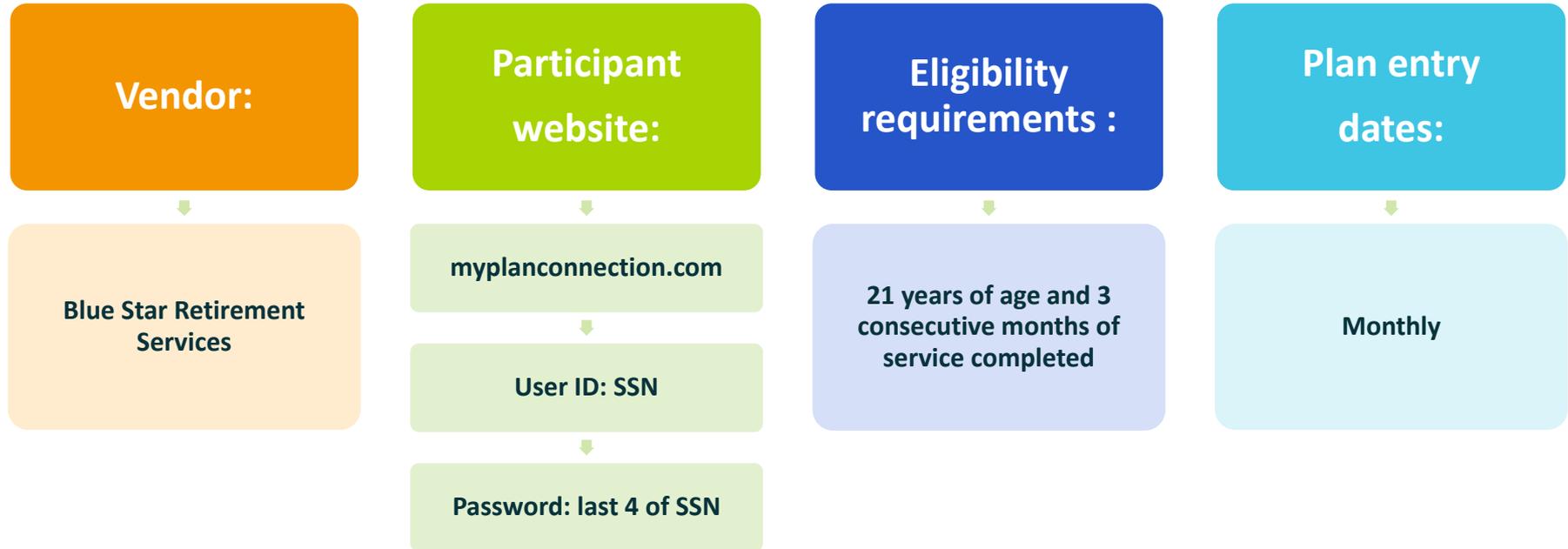
- Online fund information and resources **allow you** to make the best choices for your personal situation.



WITH THE HELP  
OF AN ADVISOR

- Your plan offers high-quality investments to create a custom mix with the **help of an advisor**.

# Sample 401(k) Plan Basics



The Plan Design summary offers an overview of information regarding your plan for quick reference and is not intended to communicate plan provisions to plan participants or beneficiaries. Greater detail and other important information about the plan's features and benefits are available in the Summary Plan Description (SPD). You may also reference a copy of the plan document, which contains all of the provisions that the IRS requires. If there are any inconsistencies between this summary, the SPD, and the plan document, the plan document will be followed.

# Sample 401(k) Plan Design

- Traditional & Roth employee deferrals allowed
  - 2021 limit: **\$19,500**. Catch-up provision: **\$6,500 (age 50 and older)**
  - Automatic Deferral: **3.00% (unless elected otherwise)**
- Employer match: **25% up to 12% of contributions.**
- Vesting – Employee contributions are **100% vested.**
  - Employer match is subject to **6-year vesting schedule.**

Year 1	Year 2	Year 3	Year 4	Year 5	Year 6
0%	20%	40%	60%	80%	100%

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# Sample 401(k) Plan Design (CONT.)

- Rollover contributions **are allowed** from another qualified plan or IRA account at any time
- **Loans** - Only 1 outstanding loan at a time with a minimum of \$1,000, and a maximum of \$50,000, **limited to 50%** of account value and payable within a 5-year schedule through payroll deductions.

## **Withdrawals**

- funds may be withdrawn from account in the following events:

## **Qualified Normal Retirement:**

- Age 59 ½
- Death
- Disability
- Termination of Employment
- In-Services after NRA
- Financial Hardship

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# SAMPLE 401(k) Plan Investment Options & Fees

## Investment Options

- 49 investment fund options
- QDIA: Vanguard target date retirement fund

## Annual Employee Plan Fees

- TPA fees (Blue Star): \$50 + admin. fee (approx. \$25) per participant
- Custodial fees (Charles Schwab): 0.025% of account balance
- (i.e. \$2.50 for an account balance of \$10,000)
- Investment fund expense ratio: 0.02%-1.33%
- Advisory fees: .50% (tiered based on plan assets)

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# Summary

- We are living longer than ever before, **Plan For It So You Don't Outlive Your Assets**
- Think of Social Security as your base level of retirement income, **Not Your Only Source**
- **Free money from Sample** in terms of a matching contribution
- Sample Plan has **diverse investment choices 401(k)** to make it easy
- Add a **Beneficiary** to your plan
- **Enroll today!**

# What's next?

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**Enroll in the plan.**

**Add beneficiaries.**

**Consolidate old 401(k) plans.**

**Monitor your progress.**

**Stay informed.**

**Update your strategy annually.**

# Questions?

**JOHN SAMPLE**

Client Relationship Manager

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**BENCHMARK FINANCIAL**

[benchmarkfinancial.info](http://benchmarkfinancial.info)

# Disclosure.

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