

Happily Ever After...

**Expert Advice for Achieving the
Retirement of Your Dreams**

Special Chapter on "The Cost of Retirement"

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The Cost of Retirement: How Much Will You Need?

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Once upon a time, employees spent much of their working years with the same company and 65 was considered the appropriate retirement age. As that milestone birthday approached, they were often greeted with a retirement dinner, a heartfelt speech by the boss, and an engraved gold watch congratulating them for their years of fine service. The company also rewarded them with a generous annual pension that helped compensate them for life in their twilight years. The government also assisted retirees through the U.S. Social Security system, which enabled them to enjoy an even more comfortable lifestyle. Even workers who had just been paying into the system for a few years received that guaranteed monthly benefit throughout the course of their retirement.

Of course, by 65 years of age, many of them were not nearly as active as they had been in the past and spent those remaining years rocking on the front porch and reminiscing about their “glory days.” They passed their time playing bridge or shuffleboard and tried to be first in line for that early bird special at the neighborhood cafeteria. For most people, retirement meant less than 10 years of relative inactivity as life expectancy was much lower than it is today. Today’s self-funded retirement plans like IRAs and 401(k)s to which employees contribute and assume personal responsibility for their future retirement needs were rarely needed. After all, employers and the government were more than generous in providing for a comfortable retirement.

President/CEO of Investec Advisory Group, L.P., an SEC registered investment advisory firm, **John Goott**, CFP®, AIFA™ brings four decades of comprehensive wealth management and financial planning services to affluent individuals and their families. These services include investment management consulting, retirement income and cash flow planning, estate planning and risk management strategies. John also provides fiduciary care and investment management services to the trustees of qualified retirement plans, trusts, and foundations. He serves as President of Investec Asset Management Group, Inc., that specializes in life, disability, and long-term care insurance, and Financial Paradigms, Inc., a limited Broker/Dealer and member NASD.

John earned his Certified Financial Planner (CFP®) designation through the College of Financial Planning in Denver and his designation as an Accredited Investment Fiduciary Auditor (AIFA™) through the Katz Business School at the University of Pittsburgh. John was awarded the DALBAR Financial Professional Seal, a national award that recognizes financial professionals who have achieved overall excellence in the areas of client trust, financial results, and quality of advice and client satisfaction. His professional licenses include life and health insurance as well as the Series 7, 24 and 63 securities licenses. John is very active and serves on the boards and key committees of several professional and community organizations.

Daniel Goott, CFP®, Vice President, joined Investec Advisory Group, L.P. in 2003. Previously he worked as a financial advisor with Prudential Financial in their San Diego and Los Angeles offices. As a financial advisor at Investec, Daniel provides wealth management services



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to affluent individuals and their families. These services include investment management consulting, retirement income, estate, and education planning and risk management strategies.

Daniel is a Certified Financial Planner™ professional, a national member of the Financial Planning Association and is active in its local Houston chapter. Held to the strict guidelines of the Certified Financial Planner Board of Standards, Daniel assumes a fiduciary role with his clients. Daniel earned his Bachelors of Business Administration degree from the University of Texas with a concentration in Finance. His professional licenses include life and health insurance as well as the Series 7, 28, 63 and 65 securities licenses. He also serves as the Financial and Operations Principal of Financial Paradigms, Inc., a limited broker/dealer, member NASD.

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