



# **Own your financial plan**

**Five steps to financial confidence**

# Agenda

**01.**

**Understand  
investing**

**02.**

**Beyond the  
headlines**

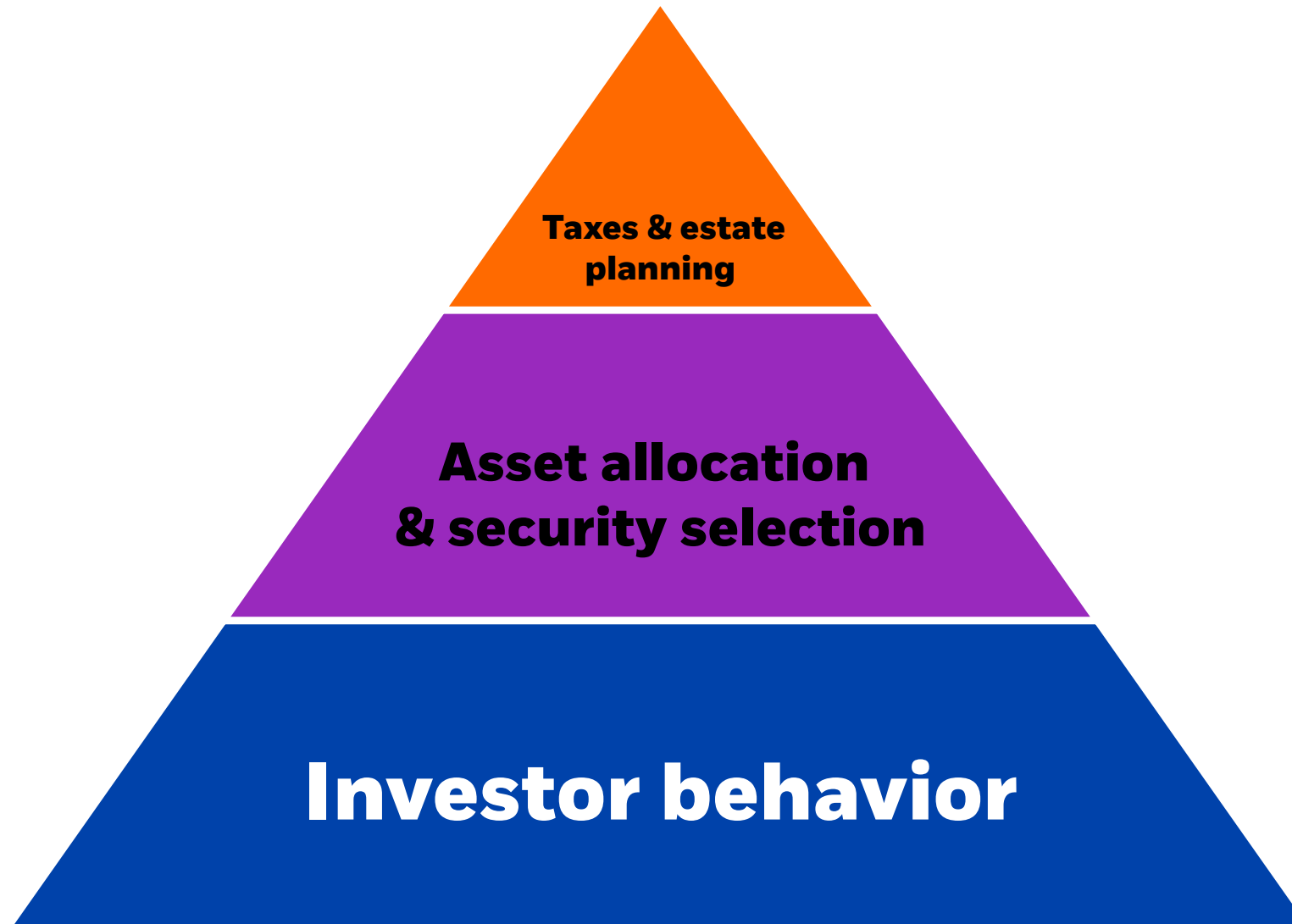
**03.**

**Build your  
foundation**

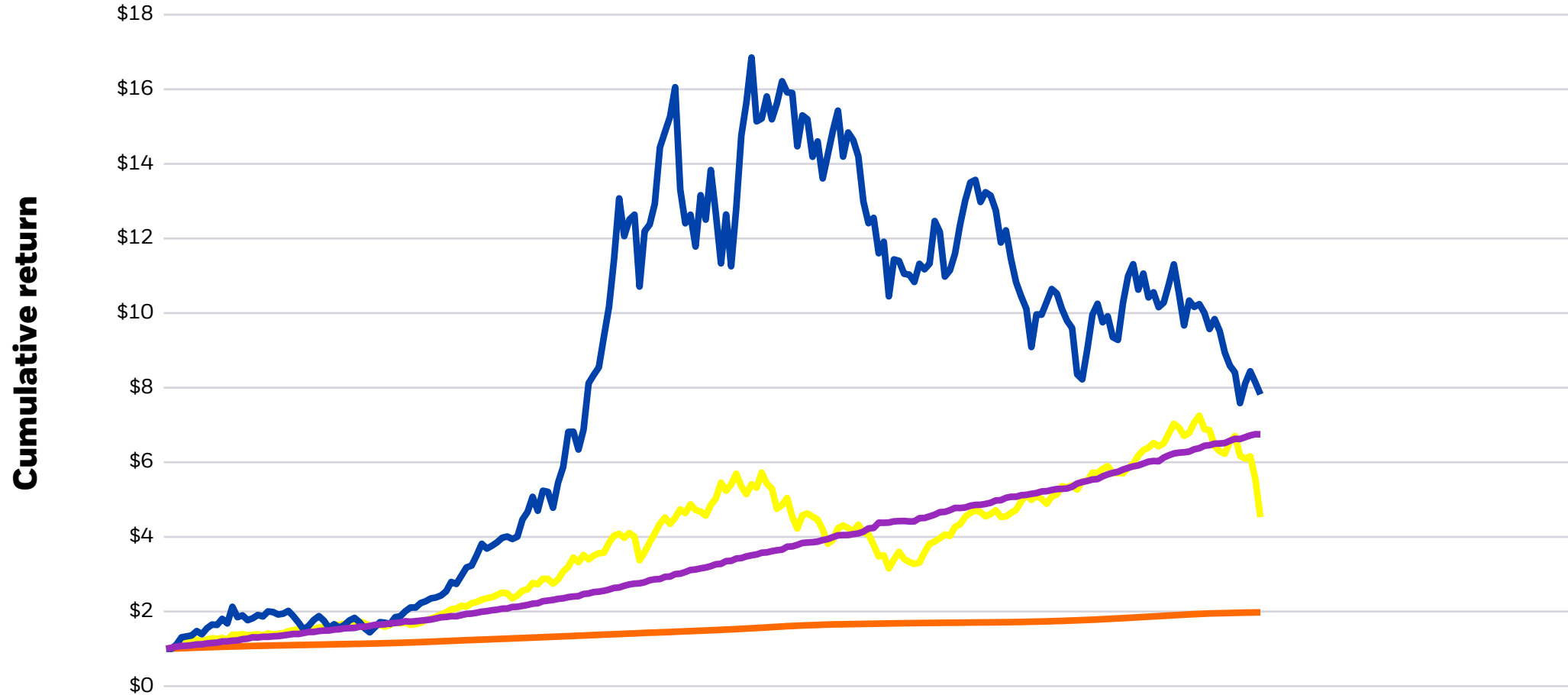
01.

**Understand investing**

# Keys to investment success

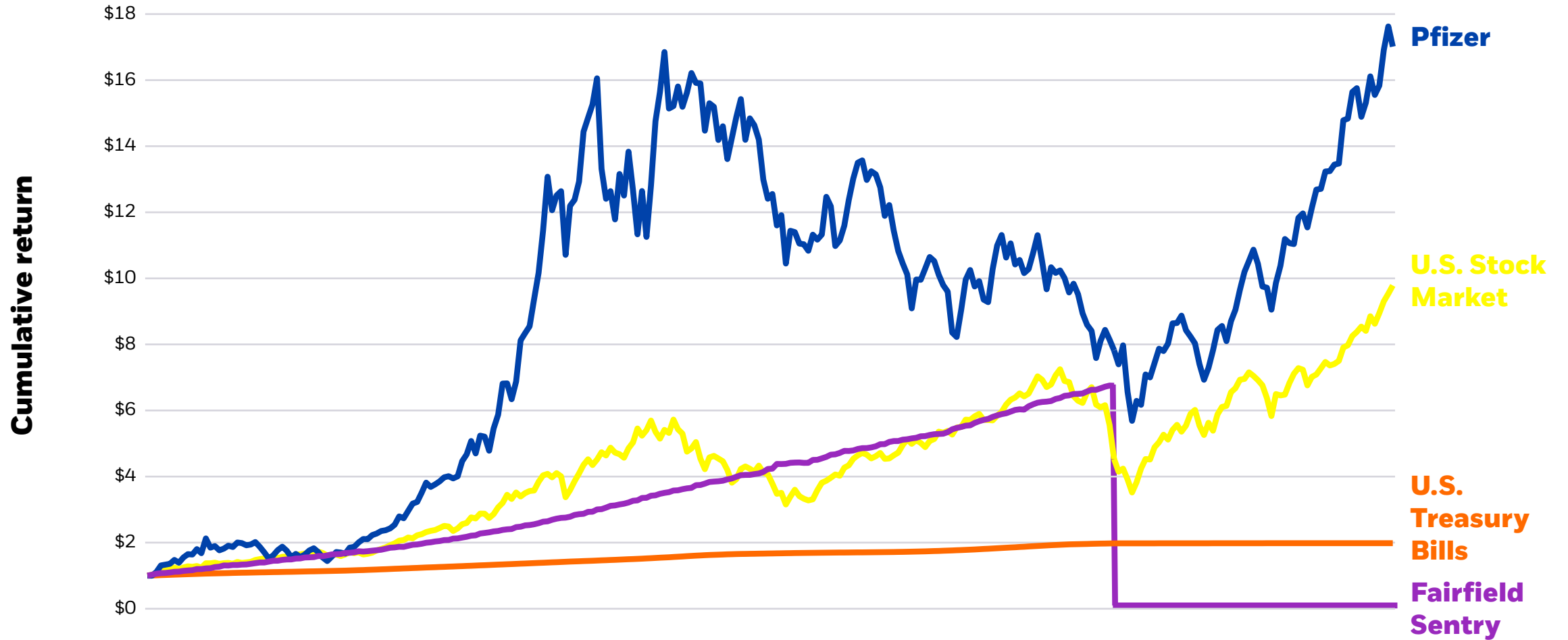


# Which would you pick?



Source: Lo, Andrew, 2017, *Adaptive Markets: Financial Evolution at the Speed of Thought* (Figure 10.3). Princeton University Press. For illustrative purposes only. Not meant to represent a specific recommendation for any security listed. Past performance is no guarantee of future results.

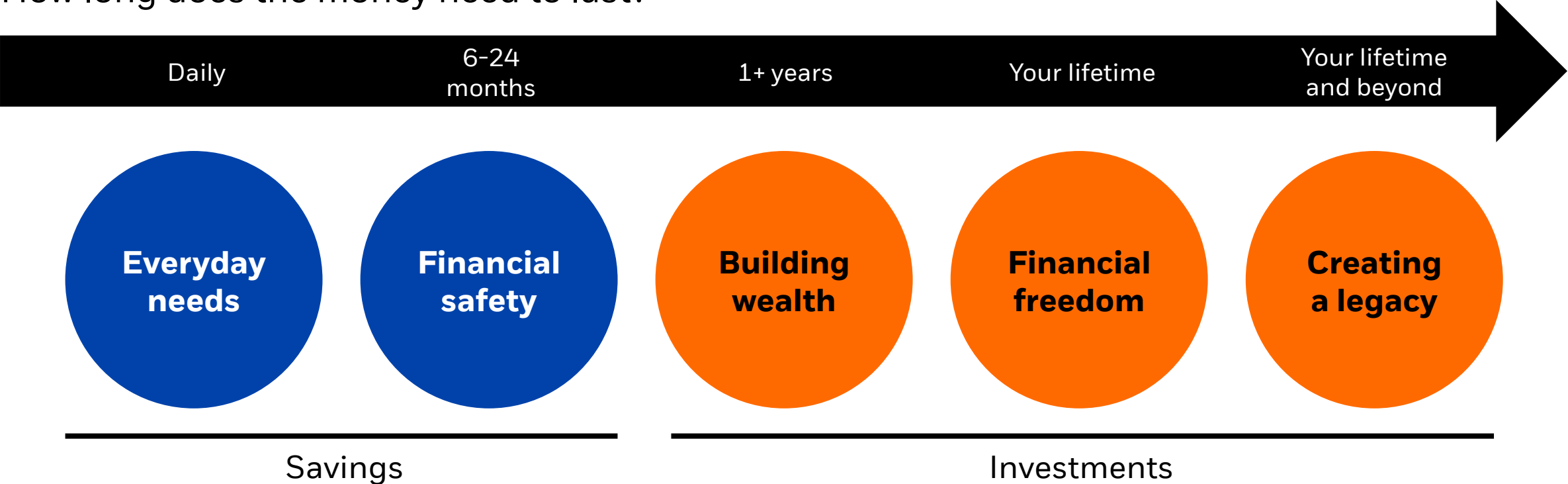
# Which would you pick?



Source: Lo, Andrew, 2017, *Adaptive Markets: Financial Evolution at the Speed of Thought* (Figure 10.3). Princeton University Press. For illustrative purposes only. Not meant to represent a specific recommendation for any security listed. Past performance is no guarantee of future results.

# Know the roles saving and investing play...

How long does the money need to last?



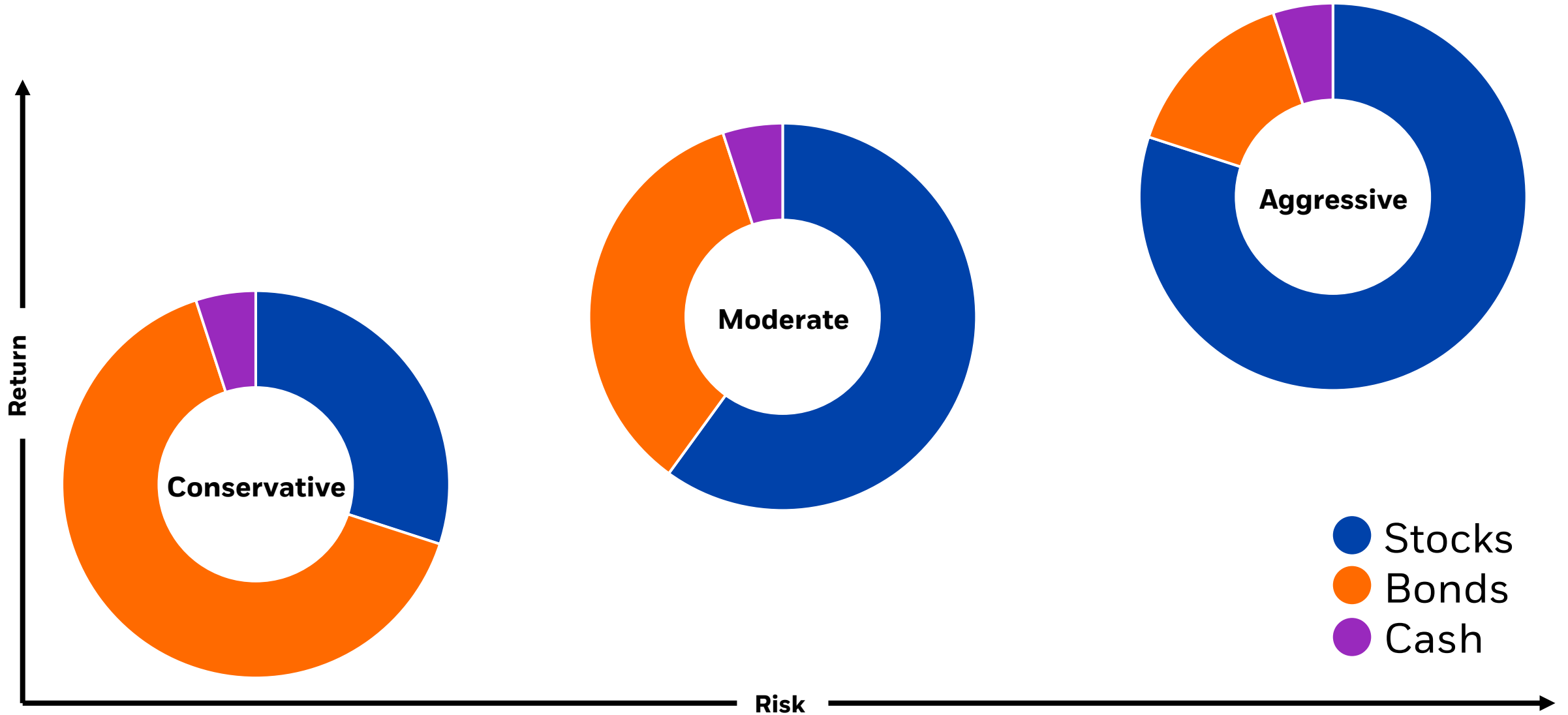
**...because savings alone isn't enough to reach every goal in your life's journey**

Source: BlackRock. For illustrative purposes only.



**What does risk  
mean to you?**

# Your risk profile determines investments appropriate for you

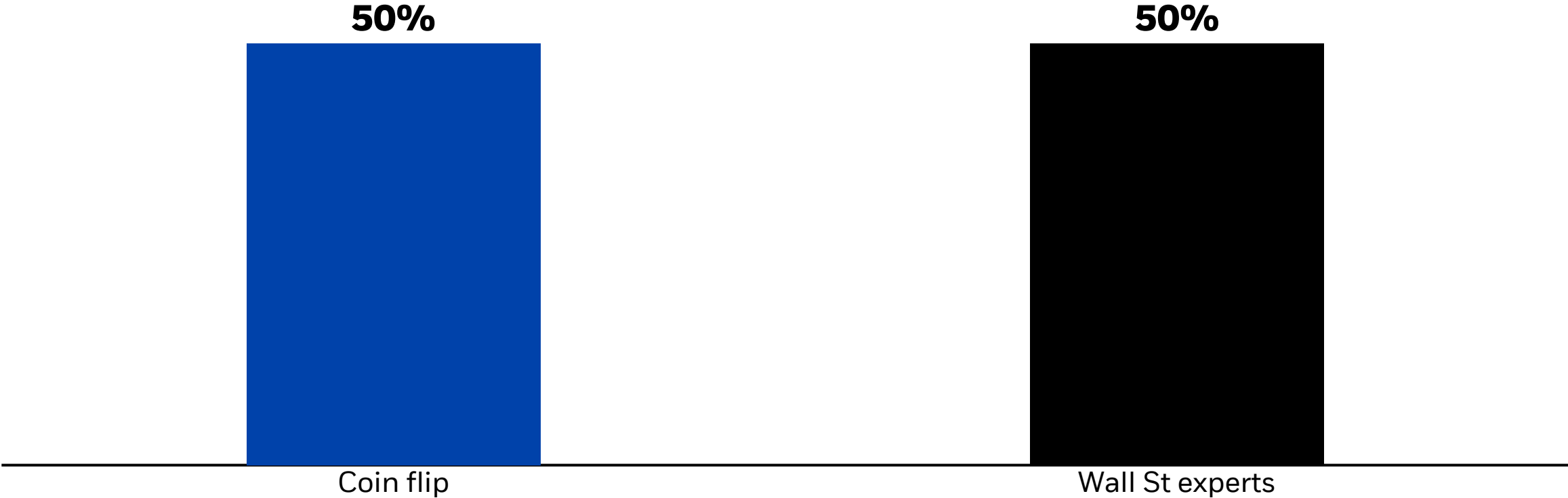


# 02.

## Beyond the headlines

# Forecasting folly: Turn off financial TV & news







Predicting the direction of interest rates



***“It's tough to make predictions, especially about the future.” - Yogi Berra***

Sources: BlackRock, Morningstar, Federal Reserve Bank of Philadelphia as of 12/31/25. Past performance does not guarantee or indicate future results. Median annual forecast used; the median forecast for the direction of the 10 yr US Treasury Bond was correct in 17 of 34 years. “Wall Street experts” refers to the 40+ financial professionals and professors surveyed by the Federal Reserve Bank of Philadelphia.

# Put your goals in the spotlight

-  **Support my family**
-  **Pursue interests**
-  **Independence**
-  **Wellness goals**
-  **Travel**
-  **Volunteer & donate**

# Set goals that are...

**S**

Specific

**M**

Measurable

**A**

Actionable

**R**

Realistic

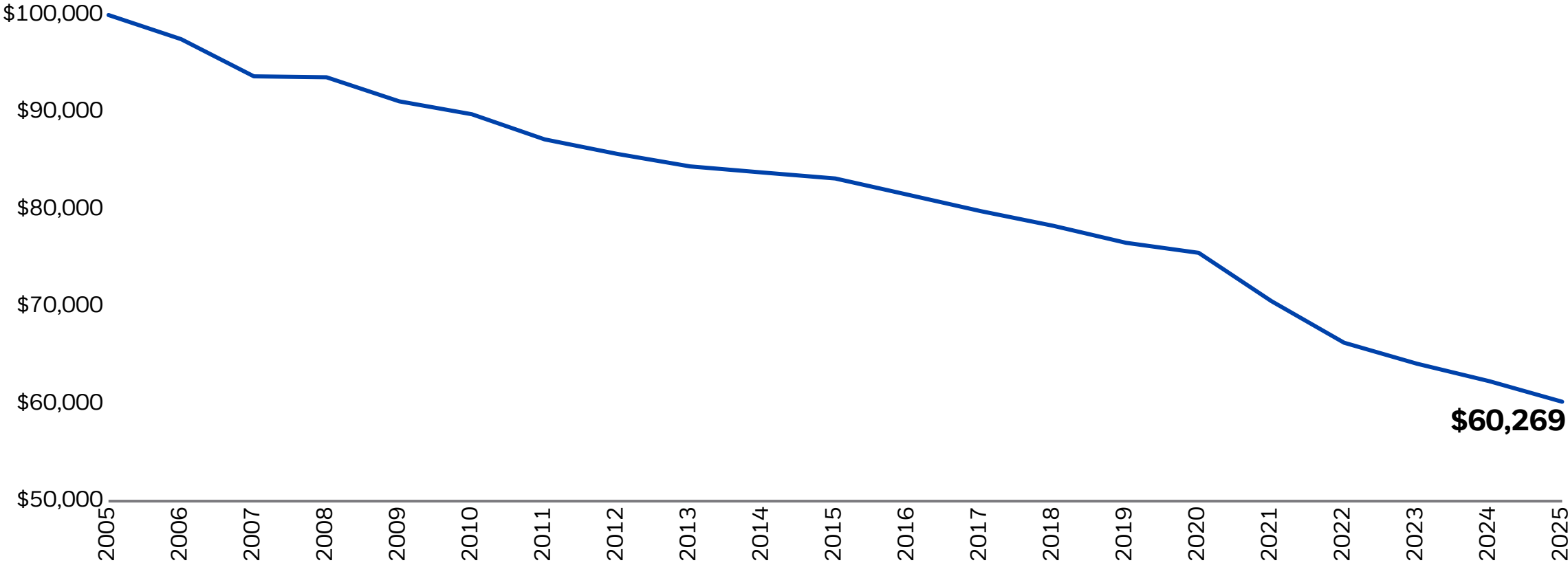
**T**

Time-bound

# Don't sit on the sidelines

## Erosion of purchasing power

Cumulative inflation (12/31/05-12/31/25)

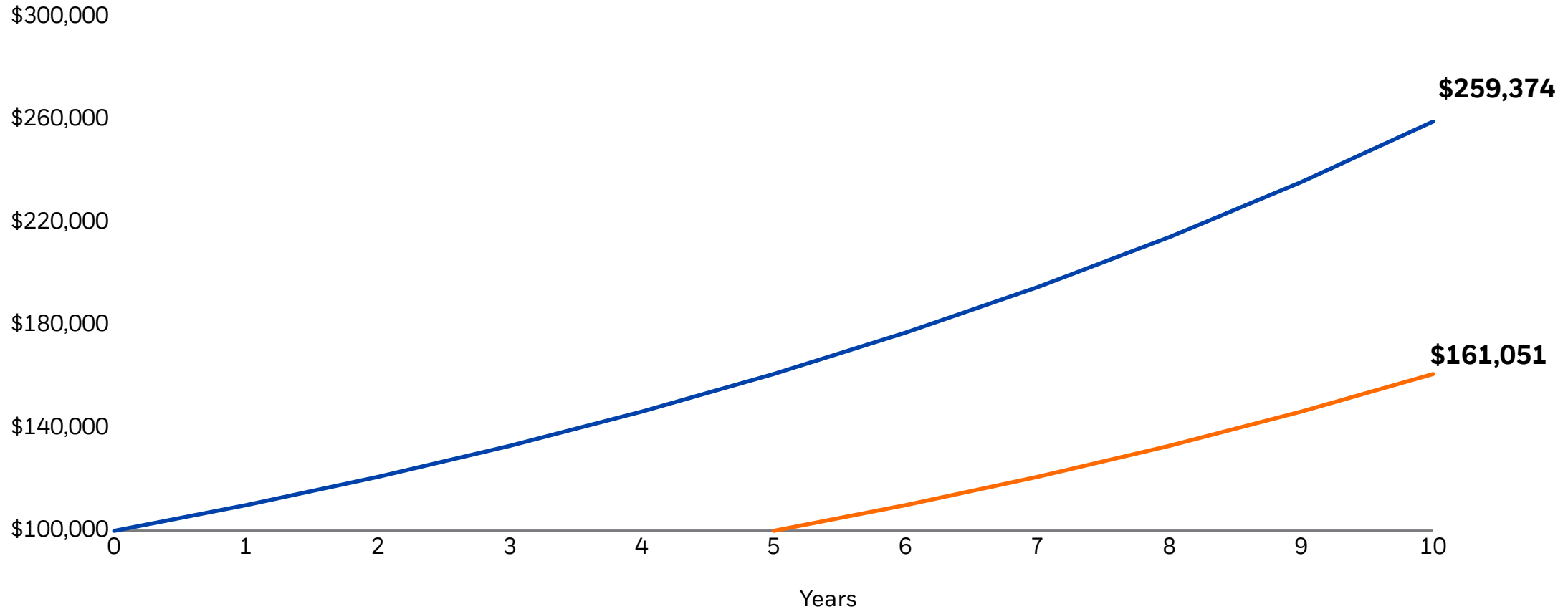


Sources: BlackRock, Morningstar Investment Solutions as of 12/31/25. Inflation represented by the Consumer Price Index. For illustrative purposes only. Past performance does not guarantee or indicate future results. You cannot invest directly in an index.

# Waiting for the “right time to invest” can leave you behind

**Compound interest... “The eighth wonder of the world”** – Albert Einstein

Growth of hypothetical \$100,000 investment assuming 10% annual yield

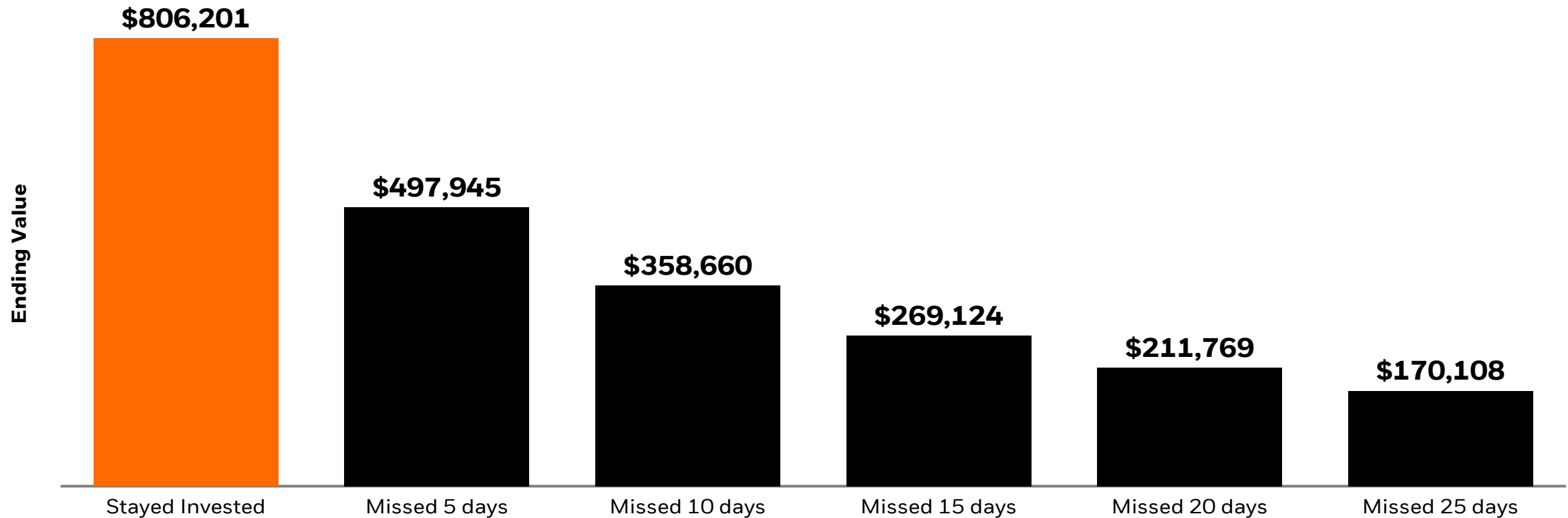


For illustrative purposes only. Not meant to represent the past or future performance of any particular fund or index.

# Time in the market vs. timing the market

## Missing top-performing days can hurt your return

Hypothetical Investment of \$100,000 in the S&P 500 Index over the last 20 years (2006-2025)



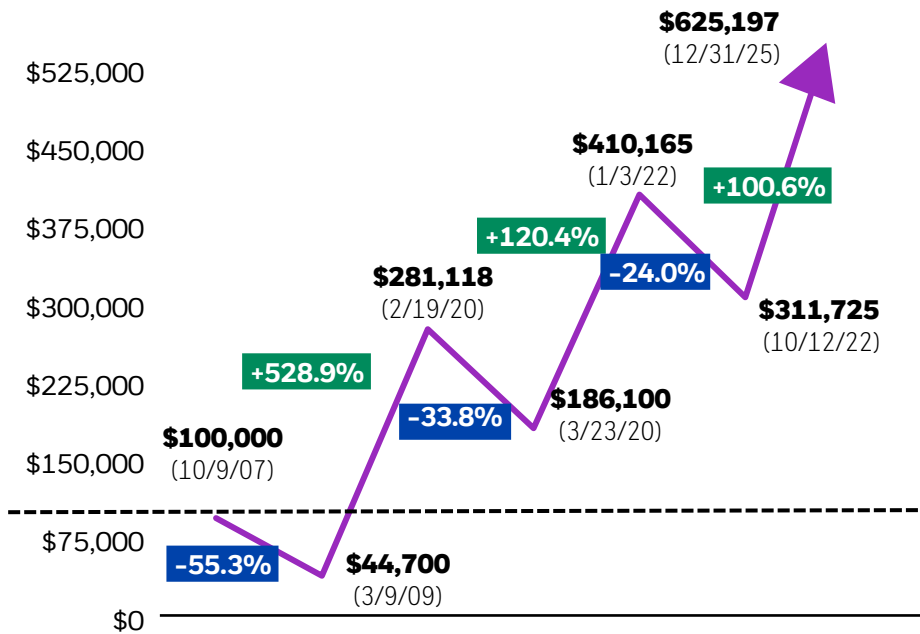
Sources: BlackRock; Bloomberg. Stocks are represented by the S&P 500 Index, an unmanaged index that is generally considered representative of the U.S. stock market. **Past performance is no guarantee of future results.** It is not possible to invest directly in an index.

# Win more by losing less

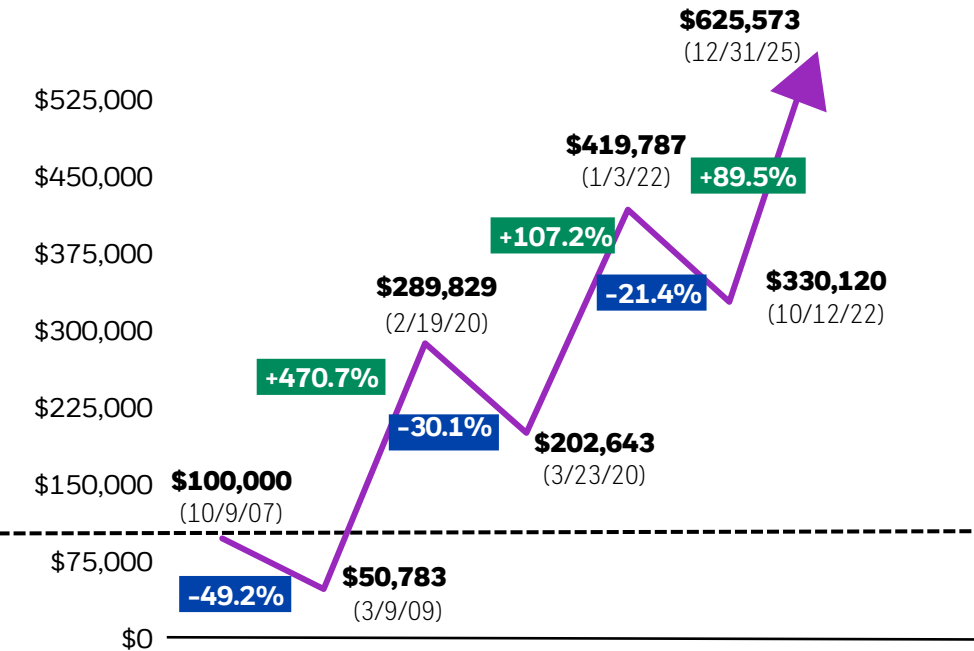
If you invested \$100,000 in the S&P 500 Index at the start of the Global Financial Crisis that ended in 2009, your portfolio would be worth roughly \$625,197 on December 31, 2025. If you invested differently over that same period such that you received less of the return when the market was going up, but also less of the return when the market went down, your portfolio would be worth slightly more – roughly \$625,573. In simpler terms: the portfolio captured the same returns (or possibly better), but with less\* volatility.

## All the up & all the down

(S&P 500 Index)



## Less of the up & less of the down\*



Sources: BlackRock, Morningstar as of 12/31/25. \*Hypothetical investment or portfolio that captured 83% of each bull and bear market return of the S&P 500 when benchmarked to that index. Returns shown are based on the S&P 500 index only. Past performance does not guarantee or indicate future results. Index performance is for illustrative purposes only. You cannot invest directly in the index.

03.

**Build your foundation**

# Step 1: Get organized

**Investment  
statements**

**Bank accounts**

**Retirement accounts**

**Recent tax returns**

**Insurance policies**

**Estate and trust  
documents**

# Step 2: Define your goals

## Short-term

### Need

Pay off \$10K credit card debt

### Want

Save \$2K to take mom on trip

## Medium-term

### Need

Re-finance mortgage

### Want

Invest in 529 plan for grandchild

## Long-term

### Need

Save \$1M for retirement

### Want

Buy second home in Cape Cod

# Step 3: Know your numbers

## Net worth



### **Assets**

What you own



### **Liabilities**

What you owe

## Cash flow



### **Income**

What goes in



### **Expenses**

What comes out

## **Step 4: Get invested in a portfolio**

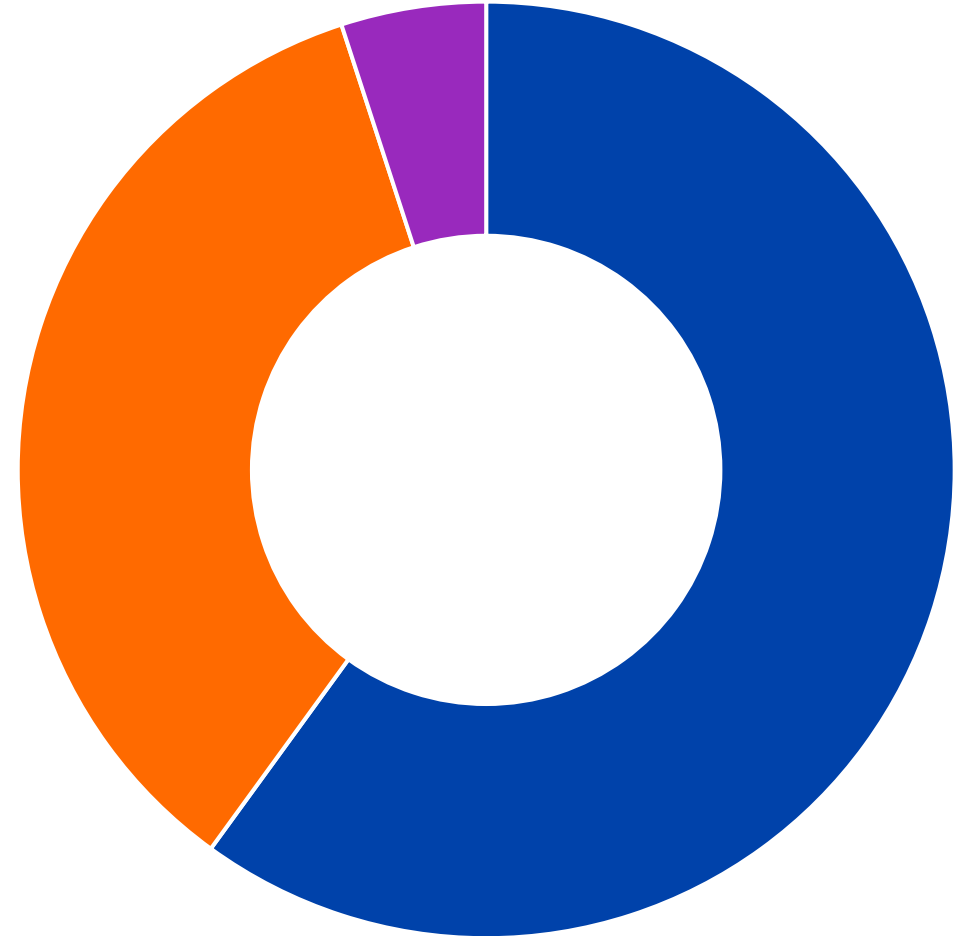
**Know yourself. Your goals. Your needs.**

**Ask for help**

**Know your options**

**Start now**

**Stay invested**



# Step 5: Plan your unique path

**Parenting & caregiving**



**Invest in your health**



**Social Security**



**Medicare**



**Divorce or loss**



**Estate planning**





# Parenting & caregiving

By the numbers

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**\$300k+**

Costs of raising a child until 18

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**\$74k**

Avg cost of assisted living

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**\$140k+**

Costs of surrogacy, and IVF \$15k+

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**26%**

Of annual income is spent on family's care recipients out of pocket

Sources: Lending Tree, "It Costs an Additional \$303,418 to Raise a Child Over 18 Years, Up 1.9%?" 2026; Care Scout, "Cost of Care Survey 2025," costs for 2025; ACRC Global, "Surrogacy Statistics 2026: Success Rates, Costs & Key Data," 2026; AARP, "2021 Caregiving Out-of-Pocket Costs Study," 2021.



# Invest in your health

By the numbers

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**\$15,474**

Average American's cost  
per year of health care  
spending

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**\$172.5k**

Average individual age 65  
may need saved to cover  
retirement health care

Source: Centers for Medicare & Medicaid Services, 2024; Fidelity, "How to plan for rising health care costs," 2026.

# Social Security

**Benefit types**

**Individual**

**Spousal**

**Survivor**

**Milestone ages**

**62**

**Full  
retirement  
age**

**70**

# Social Security benefits

## Spousal benefits

- Married at least 1 year
- Your spouse must be collecting
- Your benefit must be less than ½ of your spouse's benefit at full retirement age

## Survivor benefits

- Married at least 9 months
- Unmarried or married after age 60 when collecting
- Benefit generally equals the amount the deceased spouse was collecting

**Divorced spouses can also collect these benefits**

### **Spousal:**

Both are at least age 62

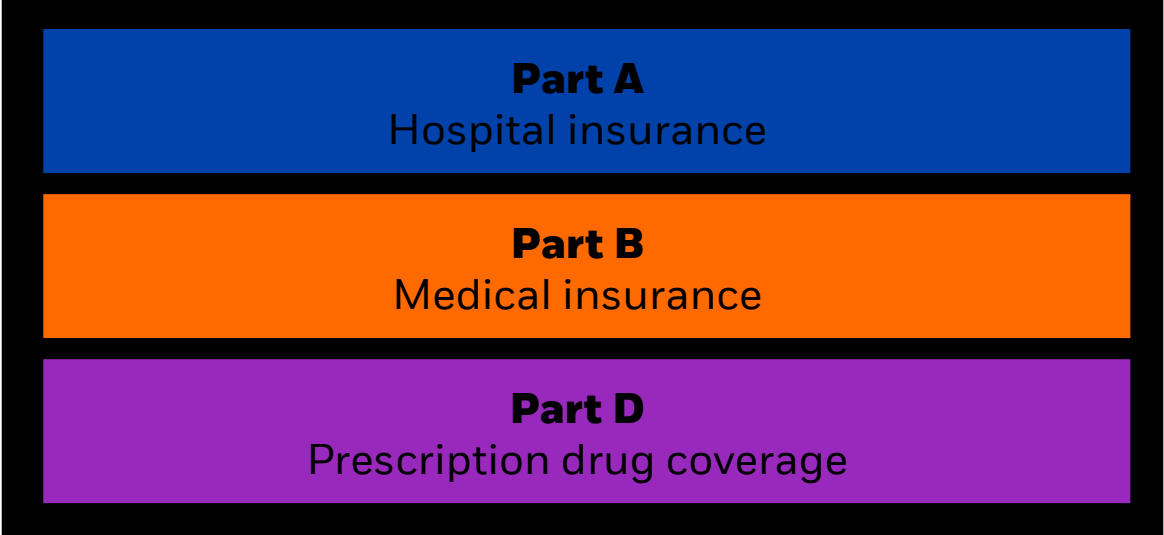
### **Both:**

Married at least 10 years

### **Survivor:**

Unmarried or married after age 60

# Medicare



**Medigap**

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## Enrollment periods for Part B

### Initial

7-month period between age 64 and 9 months and age 65 and 3 months

### General

Jan 1-Mar 31 each year  
Surcharges may apply

### Special

Anytime while covered by a current employer's plan or within 8 months of separation

Source: [www.medicare.gov](http://www.medicare.gov)

# Divorce or spousal loss

## Life after divorce

### Know your numbers

Know your finances, Social Security, QDRO

### Insurance

Make sure it's up to date

### Protect what's yours

Update your passwords

### Your home

Consider keeping OR selling

## Life after loss

### Stay calm

Don't make big decisions

### Get advice

Speak to a financial professional

### Handle the essentials

Bills, funerals, estate attorney

### Take care of yourself

Support network, ask for help

# Estate planning



## Key documents

**Power of attorney**

**Advanced directive/  
medical power of  
attorney**

**Will**

# Next steps

## Talk to your financial professional

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## Assemble the rest of your team

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- Insurance specialist
- Attorney / mediator
- Appraiser
- Accountant
- Business valuation report
- Life coach

## Take action

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- Get organized
- Define your goals
- Know your numbers
- Get invested
- Plan for your unique life path

# Open discussion

# Important notes

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