

**Options**

**Decisions**

**Benefits**

**Programs**

**Retirement**

**Choices**

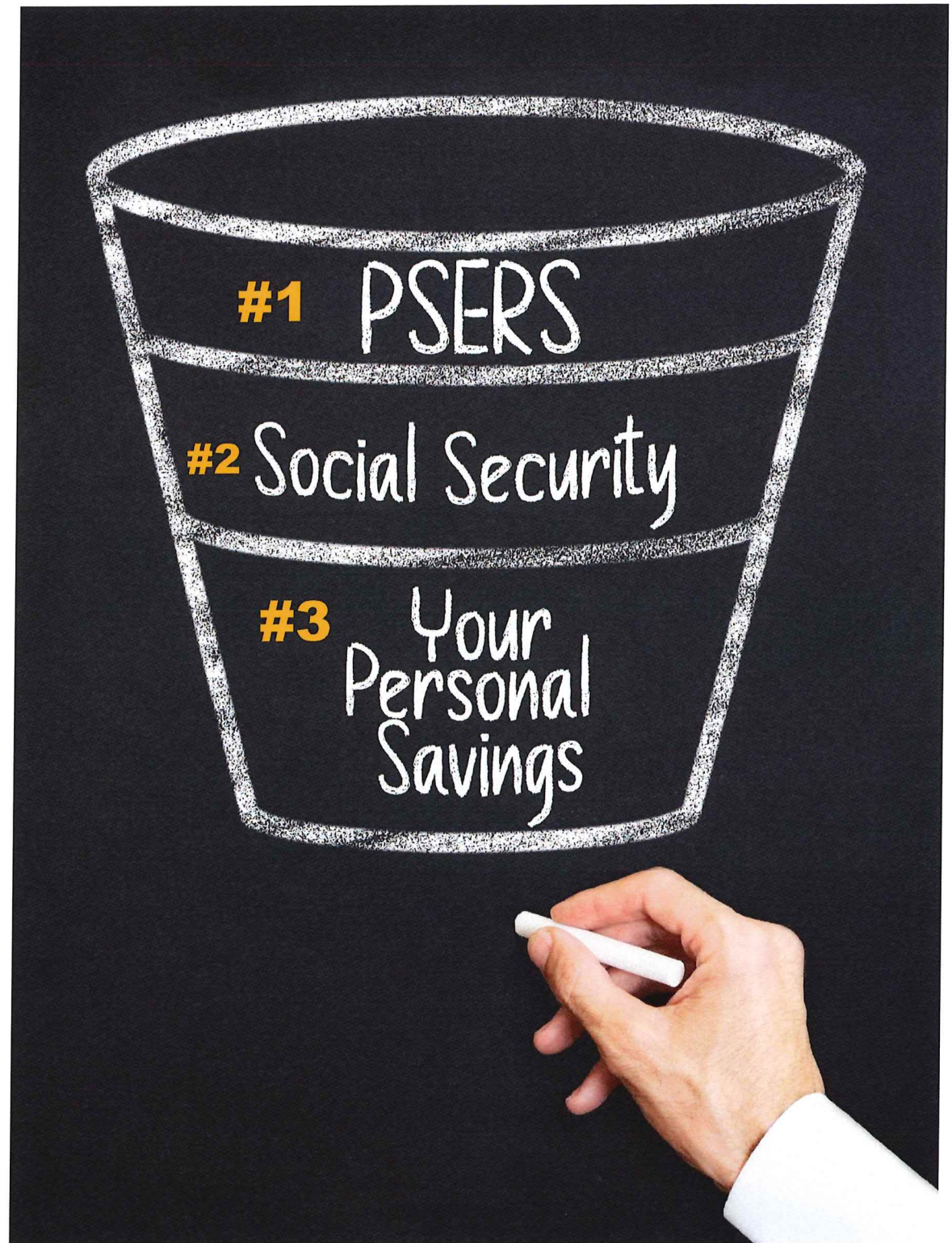
**Northern Tioga School District  
Presented by  
Craig Ulrich**



# THE COST OF RETIREMENT



# FUNDING SOURCES





# TWO TYPES OF PLANS ROLLED INTO ONE

## **DB = Defined Benefit**

- Guaranteed lifetime monthly income at retirement
- Investments managed by pension fund
- Monthly income determined by a stated formula

## **DC = Defined Contribution [401(a)]**

- Investments managed by you
- Withdrawal amounts at retirement chosen by you
- Additional voluntary payroll contributions can be made\*
- Account can be exhausted via withdrawals\*\*

*\* Additional contributions are made with "after tax" money*

*\*\* Annuity option can be "purchased" through third party PSERS endorsed partner*

Effective July 1, 2019

<https://www.legis.state.pa.us/cfdocs/legis/li/uconsCheck.cfm?yr=2017&sessInd=0&act=5>



**[WWW.SSA.GOV](http://WWW.SSA.GOV)**





# Personal Savings



# PERSONAL SAVINGS AND TAXES

## Tax Deferred Investments

All contributions amounts are reduced from current income taxes. All withdrawals are taxed as regular income in tax year withdrawn.

## Non-Tax Favored Investments

Contributions are taxed in current tax year. Earnings are taxed at applicable rates at withdrawal.



SOURCE:  
<https://www.investopedia.com/articles/retirement/06/addroths.asp>




## PERSONAL SAVING WITH TAX-BENEFITS







## HOW DOES A 403(b) WORK?

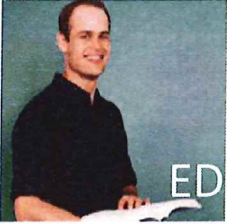

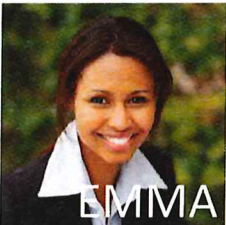
- Payroll contributions are pre-tax
  - Your PSERS and SS benefits are **not** affected
  - Investment choices with advisor assistance
  - Loan and hardship withdrawals\*
  - No early withdrawal penalty (age 55 & separated from service)
  - Contributions can be stopped, re-started and transferred
  - Minimum contribution \$25/paycheck
  - Maximum contribution \$22,500/year (even higher for age 50+)
- 

*\*Please refer to your employer's 403(b) **Summary Plan Description** for additional details of your Plan.*



# WHY START CONTRIBUTING NOW?

*The cost of waiting to make contributions is significant*

	<u>Annual Savings</u>	<u>Age Started Saving</u>	<u># of Yrs. Contributed</u>	<u>Amount Contributed</u>	<u>Accumulated at Age 62</u>
	\$3,600	35	27	<div> <div>\$97,200</div> <div>-\$43,200</div> </div>	<div> <div>\$243,101</div> <div>\$76,969</div> </div>
	\$3,600	25	15 (then stopping)	\$54,000	\$320,070
	\$3,600	25	37	\$133,200	\$485,655

This chart assumes a fixed annual rate of return of 6% with earnings reinvested. This hypothetical example is not intended to show the performance of any particular fund for any period of time, fluctuation of principal value or investment return. The regular investment of money does not ensure a profit or protect against losses.



## NORTHERN TIOGA SCHOOL DISTRICT PLAN PROVIDERS

- ☐ Ameriprise Financial
- ☐ Cetera – MG Trust - PenSelect
- ☐ Kades-Margolis Corporation
- ☐ Pacific Life
- ☐ Security Benefit Group

### **US OMNI & TSACG Compliance Services**

28 Ferry Road, SE

Fort Walton Beach, FL 32548

888.796.3786

**tsacg.com**





# WHAT'S NEXT?

MAKE AN APPOINTMENT WITH YOUR  
KADES-MARGOLIS FINANCIAL PROFESSIONAL



**SCAN ME**

**OR FILL OUT THE EVALUATION  
FORM IN YOUR FOLDER.**



**Craig Ulrich**

Office: (570) 713-4765

[culrich@4kmc.com](mailto:culrich@4kmc.com)







Securities and Registered Investment Advisory Services Offered Through:

## GWN Securities, Inc.

11440 N. Jog Road  
Palm Beach Gardens, FL 33418 (561) 472-2700  
Member FINRA & SIPC

For more information and to carefully consider the securities offered, including investment objectives, risks, charges, expenses and fees, please request a prospectus from your GWN Registered Representative. Please read it carefully before you invest or send money.

If this presentation is used in the offer or sale of a variable annuity or mutual fund, it must be preceded or accompanied by the appropriate product prospectus. An investment in a mutual fund or variable annuity involves risk, including loss of principal, and is not a deposit or obligation of, or guaranteed by any bank. The investment return and principal value of an investment in a mutual fund or variable annuity will fluctuate so that you may have a gain or loss at redemption.

Information provided should not be considered as tax advice from GWN Securities, Inc. or it's

Attendees of this seminar and other seminars should always take the time to research the firm and its financial advisers as well as the products being offered before opening an account or making a purchase. The Securities and Exchange Commission (SEC), FINRA, and State Regulators make a variety of tools available to investors to assist them in understanding investment products and investigating a broker or other financial professional before investing. The presenter of this information is a registered representative of GWN Securities, Inc. and/or independent insurance agent. The presenter of this invitation as well as the information presented at the seminar is not related to, endorsed by nor connected with and not approved by any Government Agency or organization. Although the seminar is providing information of value to consumers, the seminar is a solicitation for investment products.

Kades-Margolis Corporation, a USRP company, is not affiliated with GWN Securities, Inc.

Kades-Margolis Corporation is endorsed by PSEA for retirement products, 403(b)(7) and 457(b) accounts.

Kades-Margolis Corporation has no sponsorship, affiliation or endorsement of the Pennsylvania Public School Employees' Retirement System.