

What If?



Planning Optimal **Financial** Strategies For -

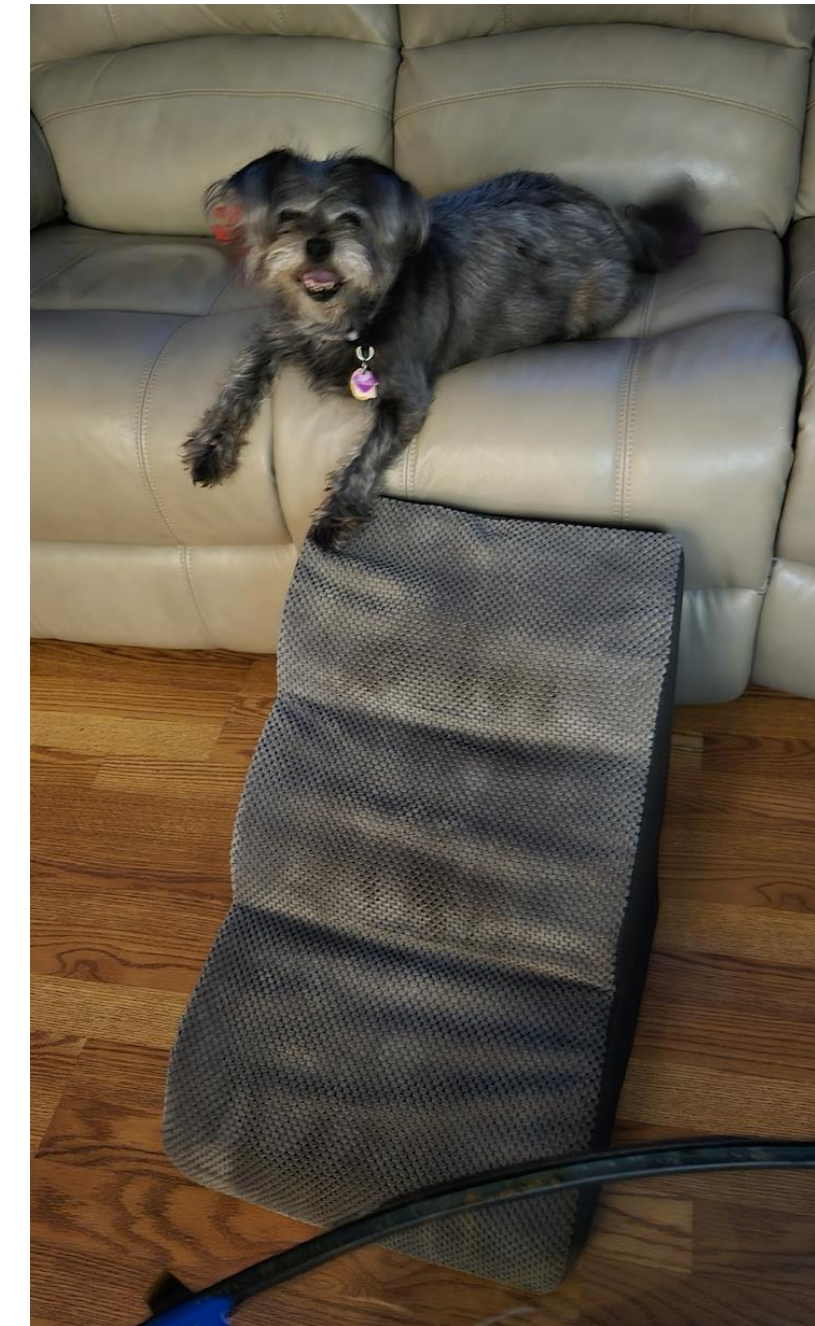
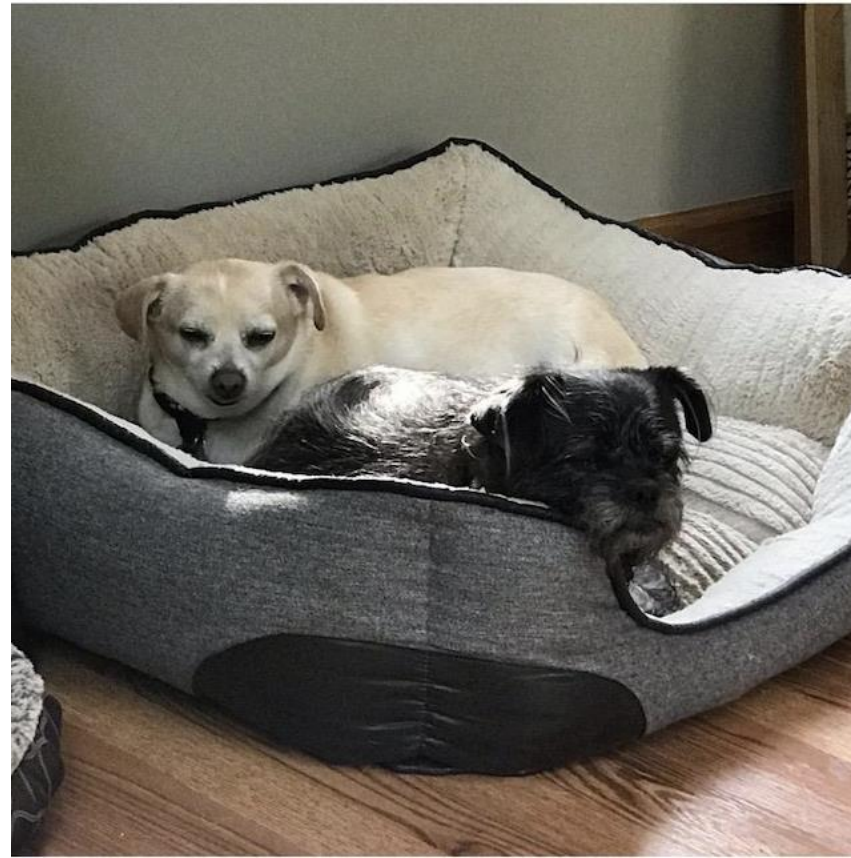
Retirement, Long Term Care, Housing

Joe Soricelli



We All Age

Dogs and People



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Questions– We all have them.



Do I have enough money? Will I run out?

Do I have the right legal documents and Estate plan?

If I need it, how will I pay for care, especially at Home?

Am I eligible for govt assistance Medicaid?

Is my House safe? Should I stay, or Should I Sell?

Can I afford assisted living?

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Answers– We all want them.

We are going to cover common-sense solutions to the most common questions.

The reason I am giving the presentation is that most solutions have financial effects and questions.

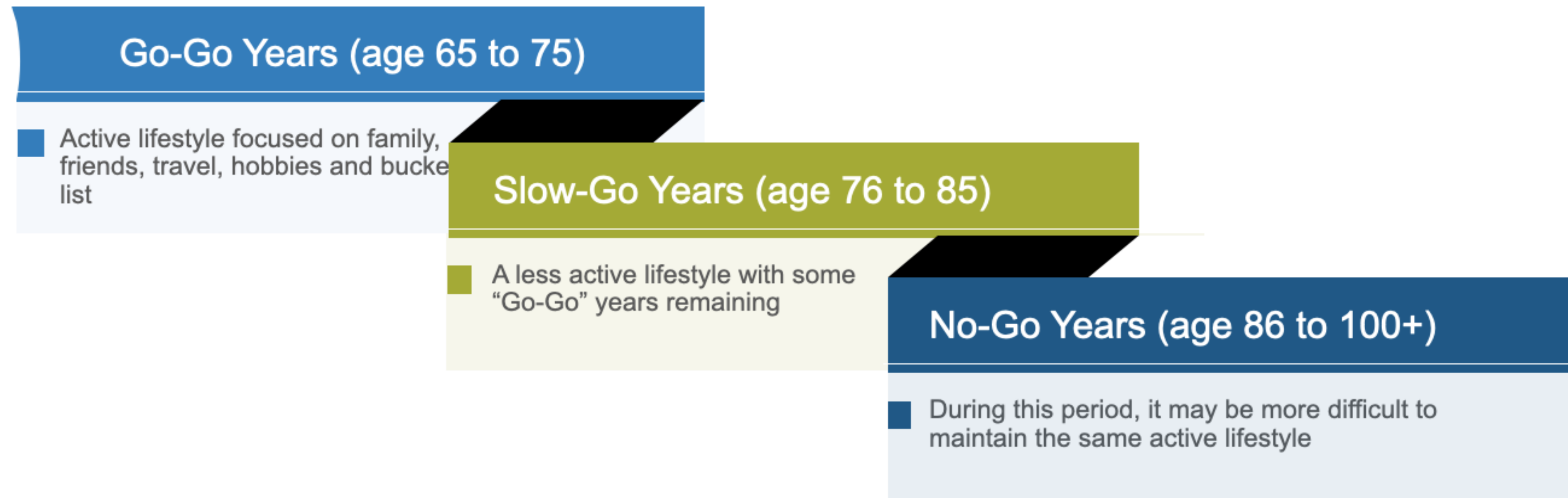
So as I often say *“The issues are not unique, but the solutions are unique to you”*

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The Stages of Retirement

+ CHANGING THE NARRATIVE



Fiduciary

Your Best interest first

- Services and Advice - relationships

WHO IS A FIDUCIARY?

A fiduciary is any investment professional or financial advisor who is required by law and practice to act solely in the interests of and with undivided loyalty to their clients. A fiduciary's advice and recommendations must align with your specific objectives, timeframe and risk tolerance. When managing your assets, a fiduciary must strive for an optimal balance of risk and return. That person must exercise care, skill, diligence and objectivity in evaluating, recommending and reviewing investment options.

Fiduciary

Your Best interest first

- Paperwork

LPL FINANCIAL LLC (LPL) RELATIONSHIP SUMMARY

Effective March 31, 2022

LPL (referred to as “we” or “us”) is registered with the U.S. Securities and Exchange Commission as a broker-dealer and an investment adviser. We have a network of financial professionals (“Professionals”) who offer brokerage and investment advisory services. Brokerage and investment advisory services, and the fees we charge for them, differ, and it’s important that you understand the differences. This relationship summary will

explain the various services we offer, how we charge for those services, and conflicts of interest that exist when we provide our services. To help you research firms and financial professionals, you can access free and simple tools at [Investor.gov/CRS](https://www.investor.gov/crs), which also provides educational materials about broker-dealers, investment advisers, and investing.

What investment services and advice can you provide me?

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Different Fiduciaries

At different stages

- Investment - portfolio returns and risk analysis. - [go go stage](#)
- Financial Planner - budget and assets - will you money last [go go stage](#)
- Estate /Elder Care attorney - documents - [slow go stage](#)
- Long-term care plan – [slow go stage](#)
- Medicaid planner - [no go stage](#)
- Housing Planner - Age in place, or options [no go stage](#)

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Investment Manager

Portfolio Risk and Return

- Roll a coaster, Stocks Bonds CDs and risk score



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Investment Manager

Portfolio Risk and Return

- Risk score

RISK TOLERANCE

Risk Tolerance identifies your ability to tolerate the uncertainties, complexities and volatility inherent in the investment markets and has been considered in the development of your investment strategy.



CURRENT
75
GROWTH

PROPOSED
51
GROWTH WITH INCOME

OBJECTIVE RANGE
40 - 59

EMPHASIS IS PLACED ON ACHIEVING HIGH LONG-TERM GROWTH AND CAPITAL APPRECIATION. THIS IS CONSIDERED HIGHER THAN AVERAGE RISK.

EMPHASIS IS PLACED ON MODEST CAPITAL GROWTH. CERTAIN ASSETS ARE INCLUDED TO GENERATE INCOME AND REDUCE OVERALL VOLATILITY.

DISTRIBUTION RATE
(annual)

0.00%

1.62%

EXPENSE RATIO
(annual)

0.51%

0.44%

Financial Planner

Budget and Goals **Let's create your financial plan!**

- **Step 1: Family Profile**

Please list any family members that you want to be included in the financial plan. Please add a co-client if applicable, as well as any children, grandchildren, etc:

Step 2: Household Income

Please input any income information. This includes but is not limited to salary, self-employment income, Social Security, pensions, annuities, etc:

Step 3: Annual Savings

Please include your current and planned savings, such as contributions to a 401(k), taxable account, IRA, HSA, 529, etc:

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Financial Planner

Step 4: Net Worth

Please list any current balances such as bank and investment accounts including checking, savings, taxable, 401(k)/403(b)/457(b) IRAs, etc

Step 5: Expenses

Please provide average living expenses and other expenses including medical, alimony, etc. Living expenses should reflect your average monthly expenses prior to retirement, exclusive of any other expenses you have entered such as mortgages, debts, or, insurance payments.

Step 6: Financial Goals

When would you like to retire? Please list any financial goals such as vacations, funding education, future property purchases, weddings, car purchases, Housing etc.

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Financial Planner

Budget and Goals

Personal Monthly Budget

MONTHLY INCOME 1	Income 1	
	Extra income	
	Total monthly income	

MONTHLY INCOME 2	Income 2	
	Extra income	
	Total monthly income	

HOUSING	Cost
Mortgage or rent	
Phone	
Electricity	
Gas	
Water and sewer	
Cable	
Waste removal	
Maintenance or repairs	
Supplies	
Other	
Other	
Subtotals	

TRANSPORTATION	Cost
Vehicle payment	
Bus/taxi fare	
Insurance	
Licensing	
Fuel	
Maintenance	
Other	
Other	
Subtotals	

INSURANCE	Cost
Home	
Health	
Life	
Other	
Other	
Subtotals	

FOOD	Cost
Groceries	
Dining out	
Other	
Other	
Subtotals	

PETS	Cost
Food	
Medical	
Grooming/Toys	
Other	
Other	
Subtotals	

PERSONAL CARE	Cost
Medical	
Hair/nails	
Clothing	
Dry cleaning	
Health club	
Organization dues or fees	
Other	
Other	
Subtotals	

ENTERTAINMENT	Cost
Video/DVD	
CDs	
Movies	
Concerts	
Sporting events	
Live theater	
Other	
Other	
Subtotals	



**AGING
ISSUES
MANAGEMENT**
Financial & Life Strategies

LOANS	Cost
Personal	
Student	
Credit card	
Credit card	
Credit card	
Other	
Other	
Subtotals	

TAXES	Cost
Federal	
State	
Local	
Other	
Other	
Subtotals	

SAVINGS OR INVESTMENTS	Cost
Retirement account	
Investment account	
Other	
Other	
Subtotals	

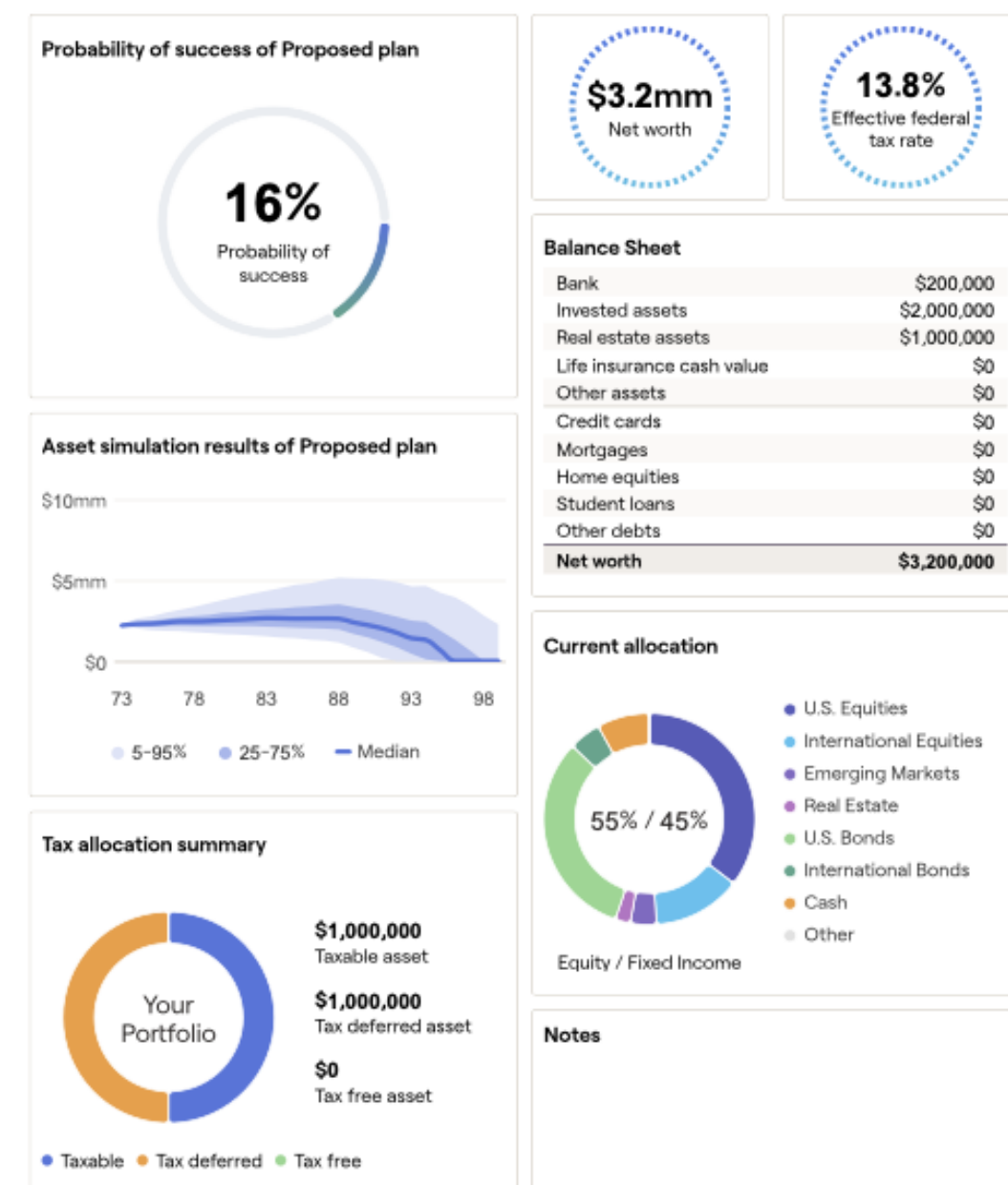
GIFTS AND DONATIONS	Cost
Charity 1	
Charity 2	
Charity 3	
Other	
Other	
Subtotals	

LEGAL	Cost
Attorney	
Payments on lien or judgment	
Other	
Other	
Subtotals	
TOTAL Cost	

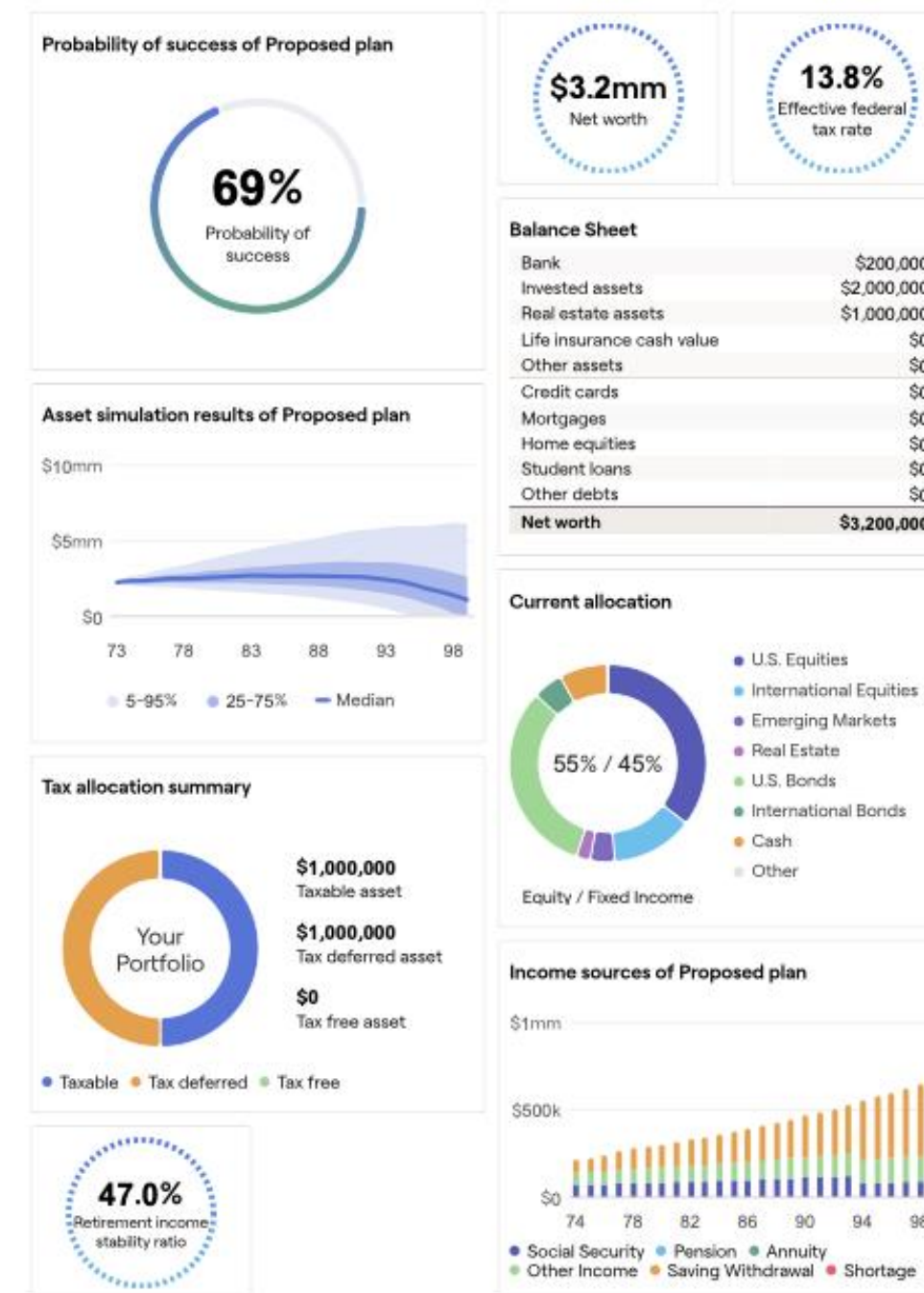
Financial Planner

Projections and Proposed Plans

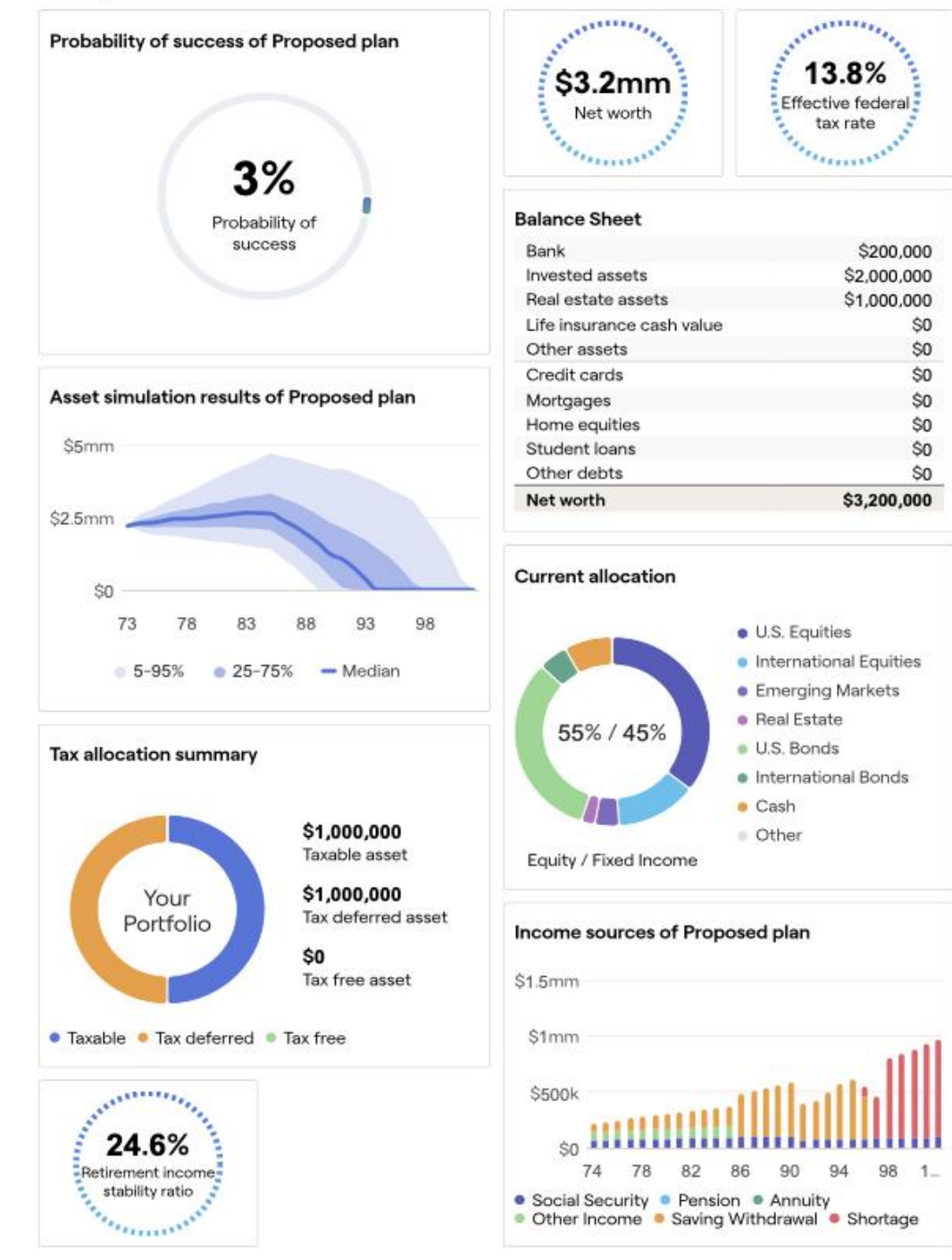
Snapshot



Snapshot



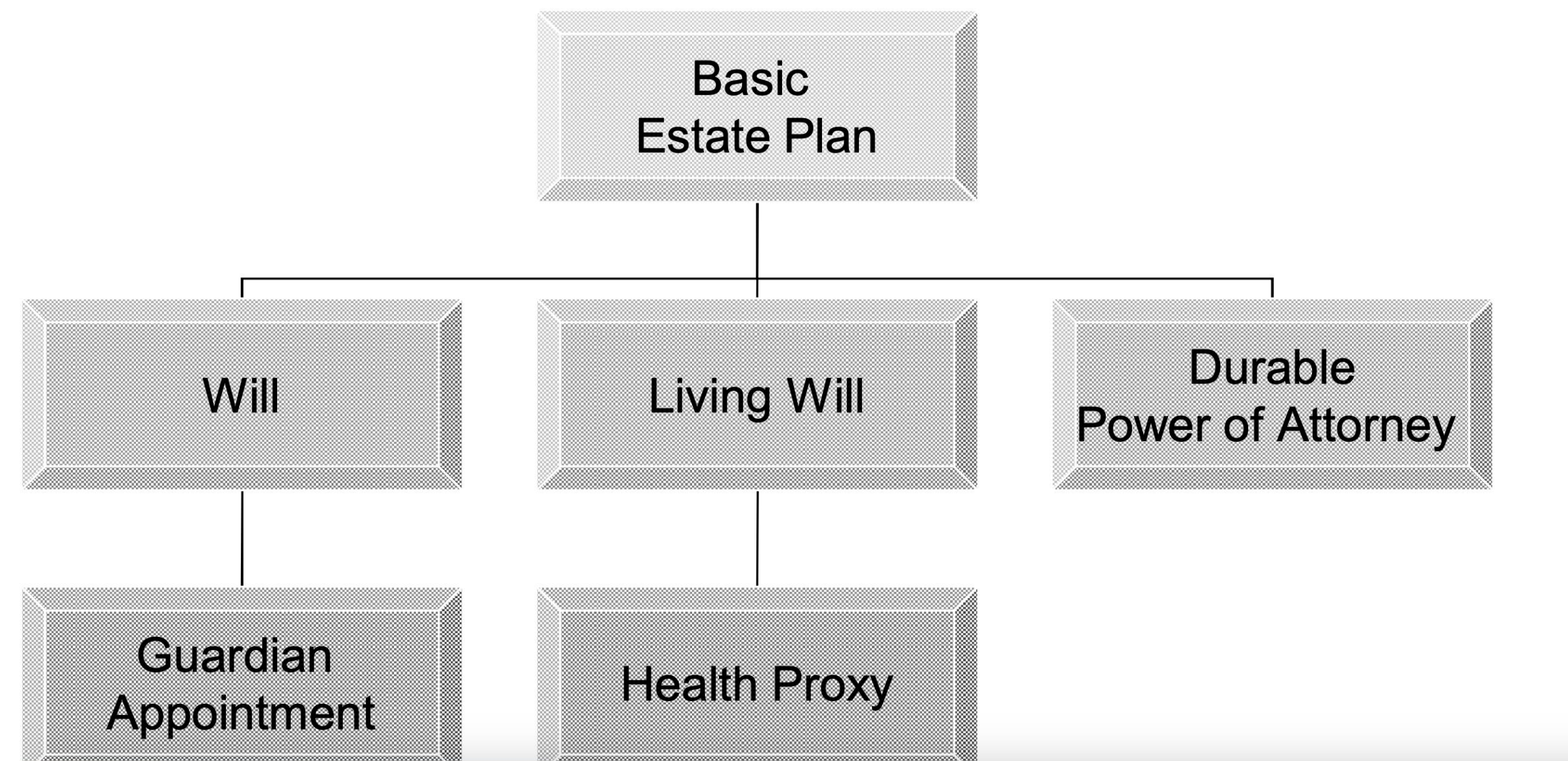
Snapshot



Attorney

Specialist in Elder Law

BASIC PLAN DOCUMENTS

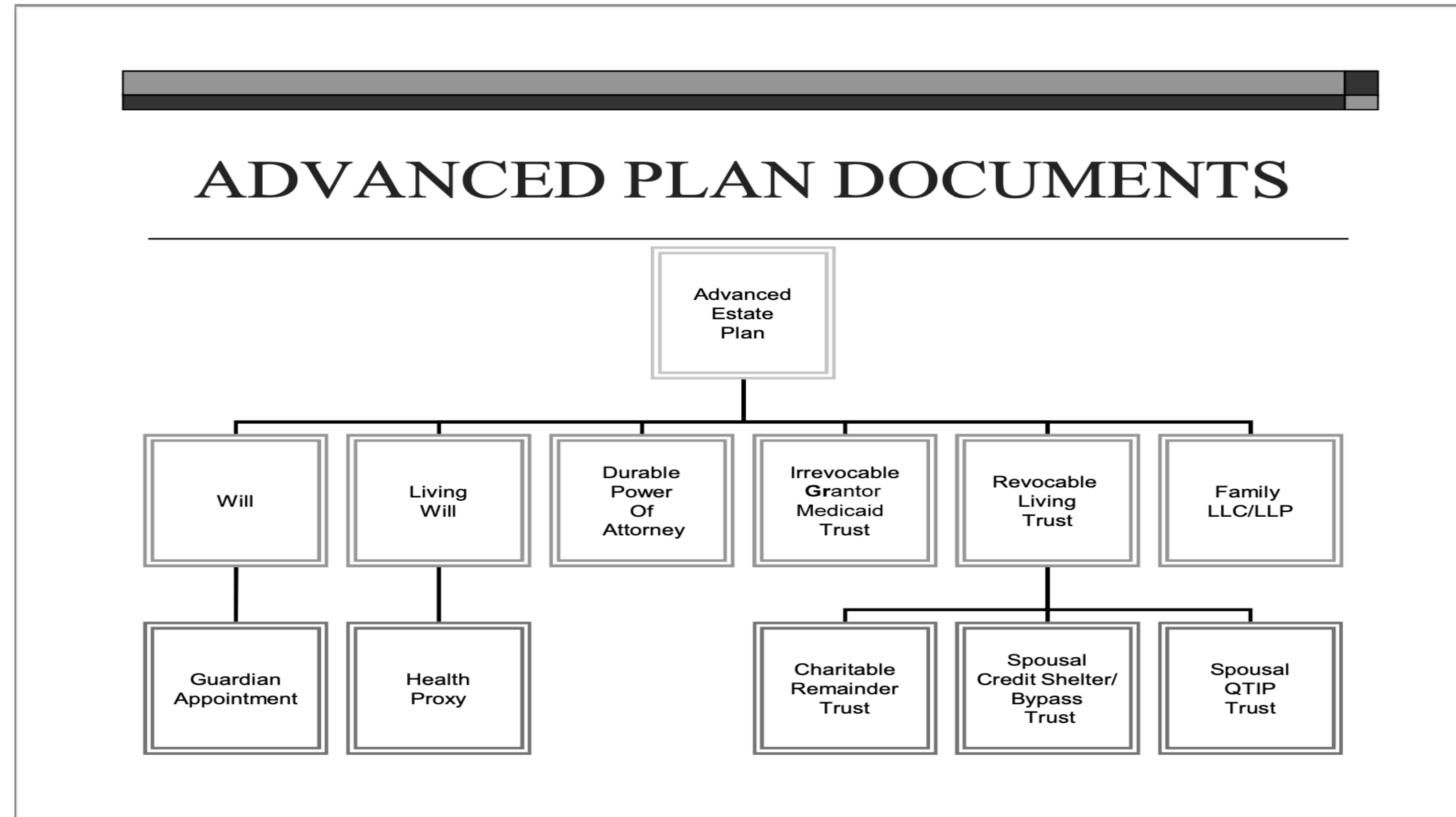


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Attorney

Specialist in Elder Law



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Long Term Care Planner

How are you going to pay for Care

- Private Pay
- Insurance
- Medicare Vs Medicaid
- Creative Options

Housing Planner

4-Step Process for Housing Decisions



STEP 1: Family Meeting

- Meet with family members to discuss family goals for housing options in retirement forward, How I'd like to live

STEP 2: Information Gathering

- Perform a Market Value Analysis
- Identify Preferred Housing
- Discuss timeframe for potential housing changes
- Analyze results of information gathering with advisory team , Attorney, Accountant, etc.

STEP 3: Develop Housing Option Plan

- Weigh prospects of downsizing, selling, refinancing, modifications, Housing Alternatives, Rent Co-op Condo, Budgetary analysis

STEP 4: Report Analysis & Recommendations

- Deliver Report and make plans for future action (e.g., sell/hold, listing services, trust issues, modifications, financing)

Housing Planner

Option One “Age In Place”

- Safety Assessment
- Home Modifications
- Care Plan
- Costs and Estate Consequences

Alternative Housing

Choices and Stages

Senior Living Options

- Independent Living
- Assisted Living and Memory Care
- Freestanding Memory Care
- CCRC – Continuing Care Retirement Community
- Skilled Nursing Facility (SNF) and Nursing Home
- Home with private aids and/or agency



Take Aways

**“If you don’t make a plan,
A plan will be made For you,
Avoid Crisis Planning”**

Important --- Learn More about

Senior Scams and Cyber Security

What your Medicare Advantage Plan Covers

Specifically, hospital and Rehab Facilities

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Questions ? or

Contact Us

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