Today's 7 Inescapable Forces: What You Can Do Now to Adapt Your Retirement Accounts to Protect Your Retirement Dreams

Rick McCallister, CFP®

25200 Crenshaw Blvd., Suite 202
Torrance, CA 90505

Phone: 310-891-0894
Fax: 310-891-0327

www.moneyadvice.com
rick@moneyadvice.com

Introduction

The world has changed, but the investments in most 401(k)s, 403(b)sand IRAs have not.

Most savers and investors are still making decisions about the future based on their history and their life experiences. We are, however, in a period that looks nothing like the past, and the people in charge (President Obama, Treasury Secretary Geithner, and Fed Chairman Bernanke) are only guessing as they experiment with our future.

At risk is the very life you have dreamed of in retirement. You could be forced to do more with less, work longer, or not be able to afford the things you really want.

You know there must be a better way forward so that you can achieve your financial goals for retirement.

This White Paper reveals The 7 Inescapable Forces That Will Change Your Future. It explains why the old "Buy-and-Hold" investment model is dead, and reveals how you can invest for better results in 2010 and beyond.

We will discuss techniques you can use to be sure your money is being invested to reflect what is actually happening now, instead of the strategy most individuals and many professionals follow . . . buy and hope.

Whether you have a $100,000 balance in your old 401(k) and other retirement accounts, or many times that, you can benefit from understanding the issues and solutions in this vital report.

We urge you to read *The 7 Inescapable Forces.* Then, set-up a no-obligation consultation to see if we are an appropriate fit to help eliminate poor performance in your 401(k), IRA, or other retirement account.

For Those Investing and Saving for Retirement, The Tough Realities of Investing Today

There is more uncertainty and risk than many of us have every lived through, and *your investments must change* to reflect that reality. Let's begin with an overview of where we are today.

Most retirement investors we meet have not accumulated enough to meet their retirement goals.

Many mutual fund investors, for instance, were badly hurt by their investments, not only in 2007-2008 but also in 2000-2002. Both periods were the worst for performance since the Great Depression. In fact, the stock market had negative performance for the entire decade of the 2000s, which didn't happen even in the decade of the 1930s.

More important than what has happened, is what will happen in the future. Too often, people invest their money based on what has happened in the past. You may have heard something like this: *"Invest in mutual funds because the stock market has averaged 10%/year for the past 70 years." Just because it happened in the past does not mean it will happen in our future.*

The answer for some is to put their money in banks, fixed annuities or treasury bonds because they are "safe." If the dollar continues losing value or inflation gets to the extreme levels some predict, that decision could be the worst mistake of an investor's investing life. Since 1970 gas prices have gone up more than 11 times from 36 cents per gallon to over $4 per gallon in 2008. If gas prices went up only half that much in the next 30 years, it would cost you $22 per gallon. If you invested $100,000 in a 30 year treasury bond today, in 30 years the interest would buy you just under 4 gallons per week. Stop and think about that a second – a $100,000 investment could end up buying you less than 4 gallons of gas per week. That's the risk of inflation that you need to plan for.

There are a few core beliefs we hold that we think should affect how you invest in the future. These may seem simple, but few really recognize their implications:

1. The world will be dramatically different and less stable than most expect.
2. Market instabilities will make a buy and hold strategy extremely painful and almost impossible for many people.
3. Those saving and investing for retirement need a new, updated approach to investing and managing their retirement accounts.

In this paper we'll discuss why and how the world's landscape has changed and why a different approach is needed. The importance of understanding this can't be overemphasized.

Once you understand why our world will be different, then we'll explain what to do about it. You should not sit on an investment as it goes down by 55% as the S&P 500 did in 2007-2008. Likewise, all your money should not be put into a CD earning you 1% as you watch other investments go up 304% (as gold did from 2001-2009) or 65% (as the S&P 500 did from March 9, 2009 thru Dec 31, 2009).

Here are The 7 Inescapable Forces That Will Change Your Future.

7 Inescapable Forces That Will Change Your Future

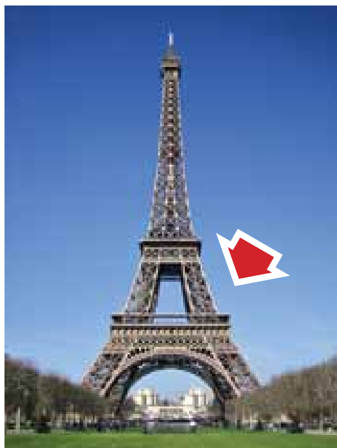
1 – A Nation of Debtors – We Owe, We Owe, We Owe… So Off to Work We Go

The only problem is, there are no jobs to go to.

The United States of America has been a great country to live in. It always has been for its entire existence. Unfortunately, we may be in the process of weakening ourselves.

As of the beginning of 2010, our national debt is approximately 12 Trillion dollars. That's like having a big national credit card with a balance of 12 Trillion. The Congressional Budget Office (CBO) projects that we'll add 9 trillion to it by 2019, making it over 21 trillion dollars.

How much is a trillion dollars? Imagine a stack of $1,000 bills. A stack 4 inches high would be 1 million dollars. A stack 358 feet high – about 1/3 the Eiffel Tower would be 1 billion dollars. A trillion dollars? That would be 67.9 miles high. Into space!



But that's not the worst of it. According to the well respected Pete Peterson Foundation, there is also 36.3 trillion in Medicare costs that we won't have the money to pay for. So that is money we'll owe above and beyond the Medicare taxes we'll collect. There's another 6.6 trillion in Social Security that isn't funded – we won't have the money to pay for. And another 1.5 trillion in other liabilities.

Let's add it up:

Category	Trillions
Debt	12,000,000,000,000
Medicare	36,300,000,000,000
Social Security	6,600,000,000,000
Other	1,500,000,000,000
Total	**56,400,000,000,000**

That works out to **$483,000 per American household!** The average income per household is only $50,233[1] The median net worth of households is only $93,100[2].

The government is not going to come after each of us for $483,000. But, there is clearly a *problem. And it is getting worse.*

> The question on the table for the moment is not a political or economic debate about how to solve the problem – the question is **how will this impact *your* future and what should you do to prepare for it?**

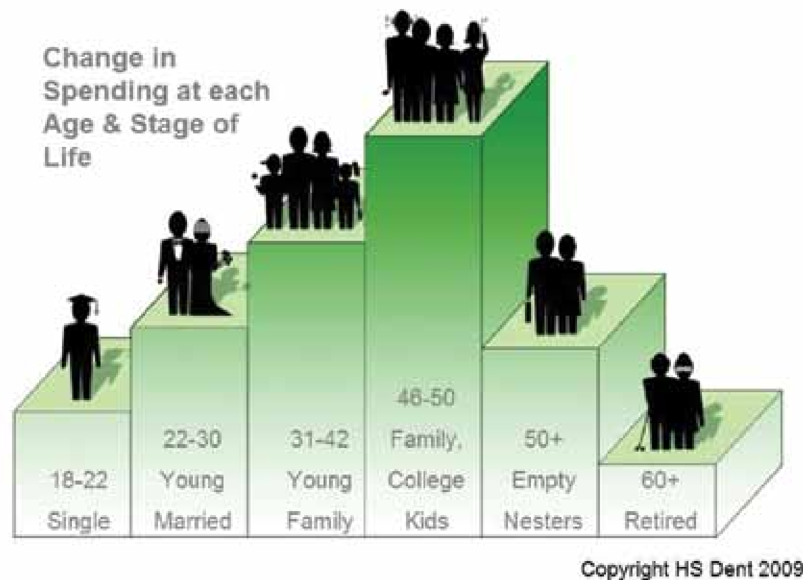
Under our current economic structure, one or a combination of these things is likely to happen.
1) Higher Taxes. 2) Outright Default. 3) Inflation. All of these will hurt the economy.

This is almost a foregone conclusion: the debt and promises our government has built up will damage the financial future of all of us, regardless of the direction the government takes.

2 – Baby Boomers Are Retiring, and Taking Their Spending with Them

Baby boomers are there in huge numbers and will be retiring. There is nothing the government or anyone can do.

In the 50s the stocks of toy companies did great because of the number of baby boomers. As the boomers married and had families, rental real estate and starter homes did well. In later years, colleges filled up with their children and were able to charge higher tuition.

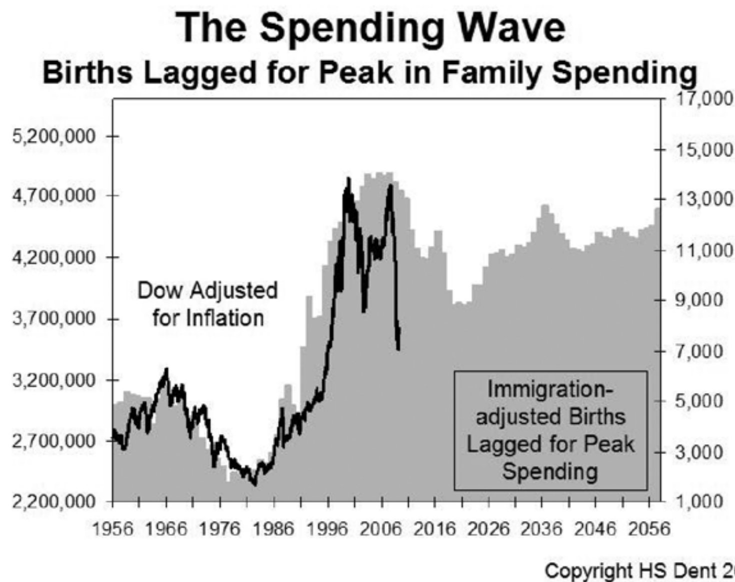


Now, however, baby boomers are retiring. When they retire, as a group they will have less income. Less income will mean less spending, which will mean less income to companies, lower corporate profits and maybe a lower stock market. Baby boomers also will not be investing more money in stocks, and in fact will be

[1] State of the Union's Finances. A Citizen's Guide. March 2009 Peter G. Peterson Foundation

[2] Federal Reserve Bulletin – 2006

withdrawing assets to live on. Below is another chart produced by the HS Dent Foundation:



The grey background is the baby boomers, adjusted for their "Peak Spending" years. This is the age – 46 to 50 – where they spend the most money of their entire lives. The black line is the stock market – do you see how as they spent more the market went up? The latest drop is the financial meltdown of 2007-2009. According to Dent's chart, we may see the market pick up again in the early 2020s. That's 10 years from now, a long wait.

In "The Great Depression Ahead," Dent said "…all traditional asset classes will deflate to larger or lesser degrees, causing most asset allocation models to fail miserably…." Actually, I suspect he's not correct on this. I suspect the government will end up inflating their way out of the debt that we've built up. However, what Dent predicts is certainly a very possible outcome and the wise investor will plan for both scenarios: diversify well or be nimble enough with their investments to shift their asset classes as the situation changes.

3 – The Un-Pretty Picture of Unemployment, Especially When You Get Into the Numbers

Unemployment could continue to be a drag on our economy for a long, long time. U.S. unemployment is currently reported at 10% as is seen below. But this really doesn't take into account the whole picture.

If you look at the numbers that include the part-time worker and the worker who has temporarily given up as of the beginning of January 2010, it is at 17.3%. In this most recent reporting period, the unemployment figure stayed at 10%, but the U-6 number, including all the discouraged workers and those who want full-time jobs but are working part time, went up to 17.3%. We may start seeing figures where headline unemployment drops but the U-6 figure, representing true unemployment, continues to go up. This U-6 figure is a much better representation of the trouble in our economy.

In fact, John Mauldin of *Frontline Thoughts* says that 4 million *(generally well-paid)* jobs in finance, construction and real estate are permanently gone. Paul Krugman, the Nobel prize winner who writes for the *New York Times* estimates that to get back to a 5% unemployment rate in the next 5 years, we would have to have an average increase of 300,000 jobs per month each month for 5 years. The problem is, in the last 10 years, we haven't had even a single year where we've averaged that, and there is almost no way it is going to

happen for 5 years in a row. Even if we add a strong 200,000 jobs a month for the next 2 years, we'll still be at unemployment rates above 9%.

Unemployment will remain high for a long time. High unemployment does not bode well for our economy in the long run. Another reason the future will be different from the past.

4 – Real Estate and The Continued Foreclosure Risk

As the reader knows, real estate values have dropped precipitously over the last couple of years. There are a myriad of reasons for this, but the bottom line is that the fed and banks facilitated an unbelievable real estate bubble which finally popped.

The question, of course, is what now?

The very high unemployment rates are also creating foreclosures. *The New York Times* is reporting there may be 2.4 million homes lost in 2010 after 1.7 million in 2009.

The issue with real estate is that it does more than drag down house prices, the most immediate impact people feel. The other side is what it does to the banks. The banks have stopped lending, keeping money to shore up their balance sheets because they are already in trouble and see more of these issues coming. If businesses and consumer can't borrow, then this cycle can mean more job losses, lower profits for companies, and possibly a lower stock market.

This far into the real estate story, it seems pretty clear what could happen. The wild card is the government.

5 – Government Intervention Creates More Uncertainty

The government is trying to design programs to stem the tide of foreclosures, mostly without great success.

The government also creates stimulus programs and prints money. The Federal Reserve last year began a program to buy 1.25 trillion of Mortgage Backed Securities (MBSs). In simple terms, it means the Fed is printing the money to loan people to refinance or purchase their home. The buyer may think that he or she is borrowing from the bank, but the Fed is turning around and buying those loans through their purchase program. At the time of writing, the Fed is planning on stopping this program in March 2010, but it is debatable whether or not that will really happen.

The Fed's decision to enter the MBS market had a dramatic impact on banks, real estate and the individuals buying or refinancing properties. The fact that we don't know what the Fed will do, or what the government will do with respect to further foreclosure abatement programs, throws a gigantic question market out into the economy and investments.

As the government gains more and more control over our economy, it creates more and more uncertainty about how one ought to invest, because those decisions are often made by very few individuals at the top of government, who may or may not be making good decisions. This is particularly true when Congress and the White House are involved because, as we all know, the decisions that come out of those branches of government are often politically motivated, influenced by "insiders," and not always rational.

The real estate market and jobs have caused the government to implement fiscal and monetary programs of a size and scale never seen before. There are economists all over the map on what the results of these

programs will be and what should be done going forward. Some economists predict recession/depression from government programs. Others predict severe inflation. There are predictions of a continued falling dollar and currency crisis.

So we're in a situation where:

1) Professional economists can't agree on the impact of plans already being implemented.
2) Professional economists are all over the map on what the government should do in the future.
3) We can't know exactly what the government will do in the future.
4) Plans the government implements in the future will dramatically impact our financial future.

How is it possible an individual investor can know where our economy will be in 5-10 years? Will we have inflation, or deflation? Will the economy grow, or go into a recession or depression? Will the U.S. be like Japan and have 20 years of a dead economy and a stock market at 1/3 its value, or will we come out as we did out of our own Great Depression?

Our answer as professionals investing on behalf of our clients is that it is unknowable with any certainty. It is not possible to make consistent accurate predictions, so you need to manage your money accordingly.

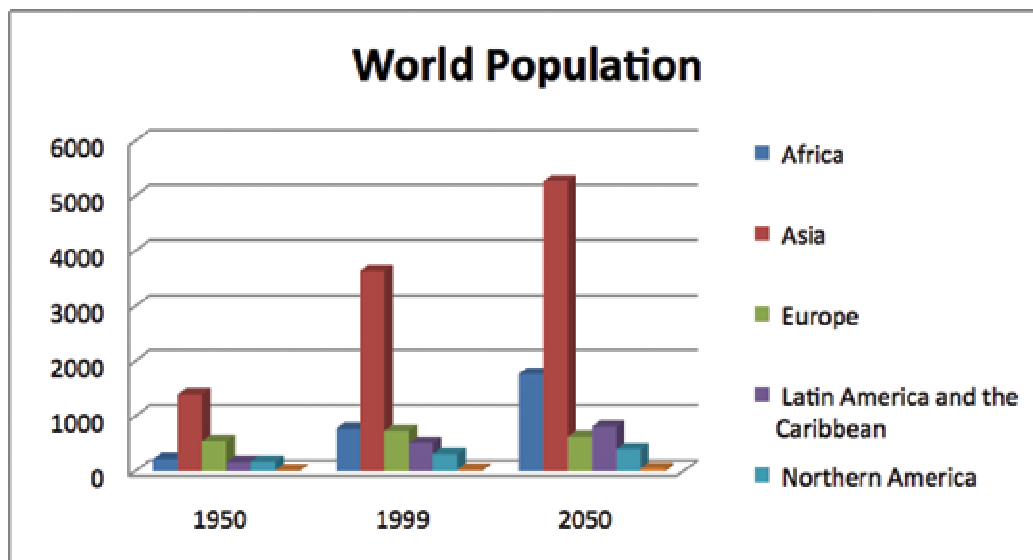
There are ways to invest when the economic outcome is uncertain. We'll get into this at the end of the paper.

6 – Population Growth, Resource Scarcity and the Result…Inflation

In 2010, China surpassed the United States as the biggest car market in the world. Why do you care? Because every one of those cars requires oil and other natural resources.

Most of us will remember how oil prices peaked at $147.27 and gas prices at about $4.50 in 2008. That may be only the beginning because the majority of the discoveries of new oil have already been made.

At the same time, emerging economies such as China and India are growing dramatically.



Source: 2004 UN report

Take a moment and look at the size of Asia and Africa as compared to the U.S. or Europe. The difference is truly dramatic. Focus on Asia, the tall red column. Asia is not only much, much larger, but what is impacting us is they are growing their economy. This means that people in Asia are buying cars. They're starting to buy TVs, refrigerators, and washing machines. These are things that we've taken for granted here in the United States, but which huge swaths of their population have never had and now desire.

So what is important is not that China now has a larger car market than the U.S. It's that because China's people are demanding more of what we're used to, resources are becoming more scarce. This means that oil, steel, concrete, water, wood, and food are more and more in demand worldwide.

The huge run up in oil prices in 2008 relaxed as demand worldwide has dropped because of the financial meltdown, but that will not last forever. China is still growing – they did not have a recession per se. China's demand is continuing to grow dramatically.

This could mean higher prices for everything you buy.

Individual investors must be sure that some of their investment money is invested in a manner that will keep up with inflation if resource scarcity becomes the major issue we expect it to be. Fixed investments – bonds, cash, fixed annuities – will not keep up in an inflationary environment.

Why You Need to Plan for Inflation Now

Inflation is insidious and often overlooked in planning for investments and retirement. Here are some average costs in 1980:[3]

Item	Cost
Loaf of Bread	$.51
Gallon of Milk	$1.60/Gallon
Average Car	$7,574
First Class Stamp	$.15

Everyone knows that prices go up, but often people overlook what that means. Imagine you retired at age 60 in the year 2000 with $1 million invested. You were brilliant, and moved all your money to CDs in the year 2000 figuring you'd live on the interest. Interest rates at the time were on average as high as about 7% on jumbo CDs, so you figured you'd have $70,000/year to live on. You think you'll live just fine on that. The stock market then crashes and you're feeling especially clever; after all, you haven't lost a penny!

Fast forward 10 years later. According to government inflation statistics, to live the same way in 2010 as you lived in 2000, instead of $70,000/year to live on, you need about $90,000/year to live on. The problem is that your CD isn't generating $90,000, it is not even generating its $70,000/year, its only generating $10,360/year[4] because interest rates have dropped dramatically.

> Yes, your principal was safe in the CD, but your income has dropped by 85% and your purchasing power by 88%!

Many economists are projecting much higher inflation than we've experienced recently because of government actions such as quantitative easing, the budget deficit, and the weakening dollar. Most of us know pensioners on a fixed income – inflation is exactly the reason the fixed income is a big deal – they can't keep up. With the risk of inflation getting worse, you must invest in ways that have a chance of offsetting it.

The bottom line is that you cannot ignore inflation. Even if inflation averages the low rates it recently experienced, it will eat into your retirement income. If inflation gets as bad as we think it might, then investing in ways that have a chance of hedging against high inflation becomes of ultimate importance.

7 – Good Thing Those Experts in Washington, D.C. Have a Crystal Ball On Their Desk, eh?

> "The Federal Reserve is not currently forecasting a recession."
> – Ben Bernanke, January 2008
> (Data later revealed the recession began in December of 2007)

I've been stressing the uncertainty of the future here.

Sometimes it is easy for us to fall under the "spell" of the talking heads on TV or even of some of our government leaders. The quote above is from Ben Bernanke who is in charge of the Federal Reserve system. Some would argue that from a financial perspective he is even more powerful than the President of the

[3] dmarie.com

[4] Bankrate.com shows current average jumbo CD rates at 1.36% – 1/14/2010

United States because of the Fed's control of our monetary system. As the quote above demonstrates, the job doesn't come with a working crystal ball.

Another example is from Timothy Geithner, who is our current Secretary of the Treasury:

> "In the financial system we have today, with less risk concentrated in banks, the probability of a systemic financial crises may be lower than in traditional bank-centered financial systems."
> — Timothy Geithner, May, 2006

He certainly couldn't have been more wrong about his assessment of the risk out there.

> "I don't see [the subprime mortgage market troubles] imposing a serious problem. I think it's going to be largely contained."
> — Henry Paulson, April 2007

Henry Paulson was the Secretary of the Treasury at the time, under George W. Bush. There are many other quotes we could use just like these. The point is two-fold: 1) Don't believe what you hear on TV, even its coming from a person of authority. 2) Predicting the future is not possible. Don't listen to those who try, and don't try it yourself.

No one can predict the future, it is too uncertain. Too many unexpected things can happen that will change what people think will happen. This brings many to the incorrect conclusion that they shouldn't even try to manage their money because they can't predict what will happen. This is where the buy and hold position gained popularity.

So, now that you know the 7 Inescapable Forces That Will Change Your Future, it will be clear why the Buy and Hold Investment Strategy that many have practiced in the past will not work.

7 Inescapable Forces – The Problem with a Buy and Hold Investment Strategy

Buy and hold and index investing really became a popular strategy in the 1990s.

Between January 1, 1990 and March 24, 2000 the S&P 500 returned an eye-popping 448% total return. This would mean that had you invested $100,000 in the S&P 500 it would have grown to $448,000 over those 10 years! People saw numbers like these and reasonably asked themselves why they'd invest any other way.

Unfortunately, the next 10 years challenged this strategy.

If you invested in March 2000, the S&P dropped by 49% over the next 31 months. If you had invested $100,000 at that point, you'd only have $51,000 in less than three years. To get back up to $100,000 would take 82 months if you earned 10% per year. It would take you 161 months (over 13 years) if you earned 5% per year *just to get to even*.

For the decade of the 2000's the average return for the S&P 500 has been -.95% per year. This is worse than the returns through the decade of the 1930's – the years of the Great Depression.

As you can see from the chart above, holding through the 1990's was easy.

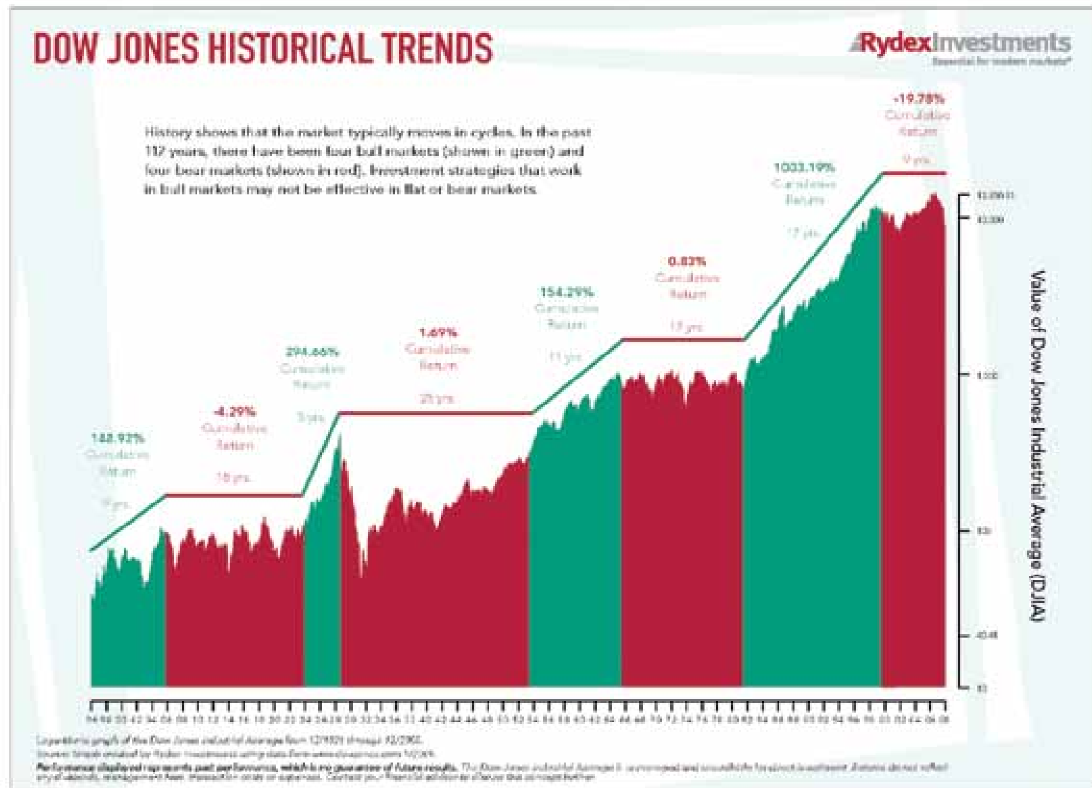
But holding on since then has not been easy for people and there is no assurance we'll go back to the market returns of the 1990's. In fact, I do not think we will. Right now, the market is at the same level as it was in June, 1999 – Over more than 10 years you would have lived through extreme ups and downs and made nothing.

Take a look at the chart below of Japan's stock market. Right now, their market is back to where it was in 1985! For 25 years, an investor made nothing! In Japan, a 30 year bond will yield you a whopping 2.2%! Can you imagine earning only 2.2% on your money for 30 years? Well, many folks over there think it is better than losing money for 25 years – and they'd be right, it is! There are, however, better ways to invest.

A common comment is that this was Japan, not the United States, and that that could never happen in our market.

[5] It's not possible to invest directly in an index, but you could invest in an Index Fund with minimal fees.

Unfortunately, we have had periods of similar performance and it is not only possible to have another period like those in the past, it is probable. Look at the chart below.



As you can see, from the period from roughly 1929 to 1954, the market went nowhere, yet the investor had to sit through gut-wrenching losses.

From roughly 1965 through 1981 we again had a period where the market was basically flat.

Then, we had a huge run up from 1981 through 1999. The market was up an astounding 1003%. No wonder buy and hold became such a mantra. If you had retired in 1981, life would have been great for you.

Imagine, however, that you retired in 1929, or retired in 1965 and needed your investments to earn something for you to live on. You would have been crushed. It may be that buying and holding on to a market investment will provide good, high returns over a long enough time period, but none of us live forever. **The time we are alive and need our money is what matters to each of us, and if we're unlucky enough to live and need our money during the wrong time period, buy and hold could hurt us and our lifestyle significantly.**

The last 10 years has been the wrong time period. It may be that the next 10 or even 20 years is the wrong time period too. Nobody really knows.

If nothing else, hopefully the information in this white paper has convinced you that we live in a period of extreme uncertainty. We live in a time period where putting everything in traditional safe investments such as banks, annuities or bonds could destroy your ability to buy anything over time. We also live in a time period where just investing in the market and holding on – the more traditional investment technique – is not only painful, but could wipe out significant portions of your principal.

What Can The Individual Investor Do?

No one has a crystal ball to safely predict the future.

We have seen that a buy and hold investment strategy has proven to be very painful, and we believe it will continue to be unsuccessful for most investors given their limited time horizon.

Also, it would probably be a very big mistake to move all of one's investments to safe, guaranteed accounts because of the threat of inflation.

So, the question is: "If predicting is nearly impossible, if buy and hold is troublesome, and if a 100% allocation to fixed income risks erosion of value, how can one invest?"

> **The solution may sound simple: Stop trying to predict and just buy funds when they're going up, and sell them when they're going down.**

In other words, react to what is happening now, rather than trying to predict the future or ignoring the present by just holding on to your investment. Let's look at implementing this strategy by answering the following questions:

- How do you define when a fund is going up, or when a fund is going down?
- Do you decide a fund is going up because it's up for the last week? Month? Year?
- And, just because a fund has been going up, will it continue in that direction? And if so, for how long?

For guidance to answers we use a straightforward system refined over the years which we call *Trend Investing*.

For Better Results – Follow The Trends, Not the News

We make our living on locating and investing in major market trends. As market trends change, the investment allocation changes in response to what is actually happening. Certainly, we are not trying to guess what will happen based on dozens of major, daily decisions in the world made by the bureaucrats at the Federal Reserve and countless others. Rather, we are *capitalizing on what is actually happening in the markets*.

Basically, we invest in areas that are doing well, and sell those that aren't. This sounds "straightforward" and "simple", but few financial advisors or fund managers follow it.

For example, if large U.S. companies are doing well, then we would want to be invested in mutual funds that hold those types of firms. At some point, another sector, perhaps small international companies, will start to perform better. When that happens, then we'll shift some investments to mutual funds that hold those stocks.

Avoid the Big Losses with Trend Investing

If few sectors are showing strength, as happened in 2008 where almost every asset class except treasuries went down, then we own more treasuries and place the rest in cash rather than hold an investment as it drops and drops and drops. When market leadership changes, we change investment mix.

The goal is not to have the same exposure as an investor with an over-weighted allocation who stays with their investments as they lose money. In contrast, our clients are not holding onto investments for any long periods of losses.

It is important to understand that we do not try to buy at the exact bottom or sell at the exact top, which statistically is nearly impossible. Instead, we wait until the trend has developed. The goal is never to hold onto

a fund that is a loser year after year, but to sell fairly early in that process. This means that you would not sit through the 2000-2002 bear market seeing losses in your retirement fund for 3 years running. You would not sit through the 2007-2008 bear market holding the same old funds and hoping, just hoping, they turn around.

Risk Goes Up When Markets Go Down

You cannot, however, look only at performance. You also need to pay attention to risk, especially when the stock markets are trending down.

Certain funds will have extreme volatility characteristics. These funds can move very quickly and, through our own analysis, cause your own returns to go to extremes, both up and down. Many of our clients, though, will consider taking more risk when the market is trending up, and stick to less volatile funds when the market is flat to trending down.

Analyzing Trends to Stay Out of Trouble

For the accounts we manage for clients, we've built sophisticated, proprietary computer systems that analyze mutual fund performance on a nightly basis. This analysis helps us determine which funds are trending up and which have the strongest patterns. It also tells us which patterns are weakening and which funds we will want to sell. This process helped us to sell early in the 2008 debacle and to invest again after the March recovery. Fund leadership has changed a number of times during this time period, and we've had to reallocate quite actively.

In our opinion, few individual investors will have the time or knowledge to build their own computer programs to analyze performance daily. Yet with markets being so volatile, that is what is required for today's investing.

The outcome of recent performance and longer-term back-testing of our investment tactics show better performance figures with significantly less risk than just hanging on through ups and downs.

No one knows the future. I do appreciate, though, knowing that many of our clients sleep better at night knowing that they will not be holding on to a mutual fund as it drops in half over the course of 3 years.

Taking the Next Step, and Gaining Control of Your Retirement Investing

The future is more uncertain than ever.

We face risks our country has never seen: the unprecedented debt our government continues to run up, the influx of baby boomers retiring, our economy in shambles with high unemployment and a difficult real estate market, interest rates at extreme lows, a stock market swinging back and forth between extreme highs and lows, and the potential scarcity of resources creating inflation in oil, food and other necessities.

The risks outlined above don't mean the world is going to end, but they do challenge your ability to have money to enjoy your later years to the fullest.

Taking control of your own financial future requires new ways of investing.

Here's what you can do now.

To help you discover how you can protect and grow your investments, Rick McCallister offers a no-obligation, personal "Get-To-Know-You" Meeting.

To request this personal, no-obligation Get-To-Know-You Meeting, contact me at rick@moneyadvice.com or call 310-891-0894.

"Trends, like horses, are easier to ride in the direction they are going"

John Naisbitt – Author of Megatrends

About Rick McCallister, CFP®, CFS

After excelling in a very difficult computer science program at the University of Southern California, Rick McCallister entered the business world with a premier international systems consulting company. In building investment tracking systems for his financial services clients, he discovered his own love and aptitude for money management.

Fiercely independent, Rick struck out on his own because "I didn't want anybody to tell me what to recommend to my clients." An independent advisor since 1993, he can recommend whatever savings or investments strategies he thinks are best for each client's personality and financial situation.

While most of what Rick does focuses on investment management, he acts as something like a financial "quarterback" for his clients. In addition to retirement planning and investing their nest eggs, he helps with insurances such as annuities, life or long-term care, college plans, saving for a house, budgeting ideas, and more. Over the years, Rick has developed a speciality in working with Educators. He is an expert in the financial issues educators face such as STRS, TSA's and 403(b)'s.

Rick is a Certified Fund Specialist, which demands specialized training in mutual funds and annuities. He also earned his Certified Financial Planner® designation by completing rigorous coursework and passing a 2-day exam.

A long time resident of Southern California, Rick now resides with his wife, Mona, and three children, Michael, Megan and McKenna, and dog Noodles in Rancho Palos Verdes.

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