

## Do's and Don'ts When Preparing for Retirement

### DO

#### Review Expected Budget and Cash Flow

- Estimate expenses and create itemized budget.
- Calculate current lifestyle with retirement savings—enough funds?
- Understand/determine where retirement money will come from.

#### Refinance (now not later)

- Creditors hesitant to give loans to those living off retirement income only.
- Purchase big ticket items now as well—car, boat, house.

#### Find Social Outlets

- Mentally prepare for retirement and prevent boredom.
- Find your passion—travel, volunteer, new hobbies.

### DON'T

#### Forget About Health/Life Insurance

- Review all policies
- Create a plan to avoid gaps in health insurance coverage—Medicare doesn't start until age 65.
- See if life insurance premiums can be taken from cash value to save on monthly expenses.

#### File Too Early for Social Security

- Sign up begins age 62 but benefits increase the longer you wait until age 70.
- Use funds from retirement account to postpone S.S.
- Consult financial planner to determine the right amount to withdraw.

Congrats to Nicole for passing her Series 6 and 63 exam!



Carolyn welcomed her second baby this past April! Jackson Rogers.

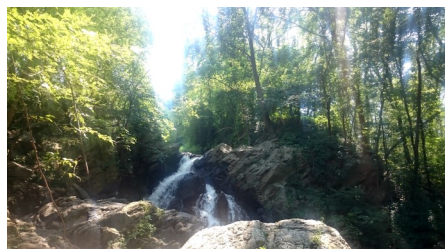
### HAPPY BIRTHDAY TO US!

On July 1st, 2001, GWE opened their doors. Just three guys with the shared interest of providing high quality products, objective advice, and extraordinary service to our clients. Now 14 years later, GWE is proud to have achieved above and beyond our initial goals and became one of the top insurance brokerage firms in the country. Heres to another 14 more successful years!

#### Issue Update

Last issue, we talked about John Hancock's New Vitality Program. After being on the market for a while, JH has discovered that affluent individuals are the ones taking advantage and benefitting the most from this product. With many committed to fitness and also participating in various loyalty rewards programs, JH Vitality satisfies their need for value while promoting a healthy lifestyle.

GWE took a well deserved day off from the office to explore and take advantage of a beautiful summer day. The staff went on a thrilling whitewater rafting trip down the Shenandoah and Potomac rivers in Harpers Ferry, WV.



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GWE is a proud supporter of the Churchill Booster Club!

Over the last 10+ years, Greenberg, Wexler & Eig has grown into one of the premier insurance brokerage firms in the grater Washington, DC area. However, we are always planning for the future. We are currently looking to expand our team to include another experienced insurance advisor. If you are interested or know someone, please contact Scott Greenberg to discuss this opportunity.

Greenberg, Wexler & Eig, LLC

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