

# PASSPORT TO RETIREMENT®

A CONTINUING EDUCATION COURSE FOR FINANCIAL SUCCESS

*A PROGRAM SPONSORED BY*

**WAPPINGERS CENTRAL SCHOOL DISTRICT**  
ADULT EDUCATION PROGRAM

**DUTCHESS BOCES ALI**  
ADULT LEARNING INSTITUTE

A WORKSHOP STYLE CLASS ON PERSONAL FISCAL MANAGEMENT THAT WILL  
GIVE YOU THE BUILDING BLOCKS FOR FINANCIAL SUCCESS AND INDEPENDENCE

## DO YOU WANT THE ANSWERS TO ANY OF THESE QUESTIONS?

- How can you take advantage of **Volatility** in the markets?
- Are you prepared for **Long-Term Care** expenses?
- Should you **diversify** more?
- What is your **risk tolerance** and when should you start to invest with less risk?
- What **options** do you have for your retirement plan distribution?
- Which **investments** will work best for you?
- Are you **prepared** for the impending interest rate increases?
- Do the rate increases on Long-Term Care Insurance still make it **worth the cost**?
- Are you financially **secure** enough to **retire** early?

**STRATEGIES FOR  
A VOLATILE  
STOCK MARKET**

**Roy C. Ketcham High School**  
99 Myers Corners Road  
Wappingers Falls, NY 12590

**Tuesdays**  
**October 3, 10 & 17**

**Dutchess BOCES CTI**  
Career Technical Institute  
5 BOCES Road (Off of Salt Point Turnpike)  
Poughkeepsie, NY 12601

**Thursdays**  
**October 5, 12 & 19**

**All Sessions: 6:30 p.m. to 9:00 p.m.**  
**Each course consists of three 2½ - hour sessions.**

# ABOUT THE COURSE

## *A course that gives the knowledge to make a difference*

Our course has been recently updated to help you learn more about retirement planning so you can live comfortably. The course was developed to give you the tools necessary to make the best decisions possible regarding your future financial position and retirement.

By the end of the session, you will be able to access the costs of retirement and determine all sources of income you will have or potentially may need. You will also learn to improve your investment potential, access your risk tolerance accordingly, and determine the correct approach for estate planning. Inflation is a concern of all investors and this course will help you with any corrective action, all while avoiding unnecessary taxes. Long-term-care expenses can be financially devastating to any family or individual, so the course teaches best practices to minimize extreme costs.

You will use real-life examples, case studies and exercises in the course to help aid in the decision making process. This will allow you to discover how to appropriately take control and position yourself for a successful financial future.



### THE EDUCATIONAL LEARNING EXPERIENCE WILL DELIVER:

- Situation based, time-tested financial principles and strategies.
- The most recent facts and figures on planning for retirement.
- Clear, concise and easy to understand visual aids and take-home handouts.
- Homework to reinforce your personal financial goals.
- Concepts that will expand your knowledge base to enable better decision making.

### COURSE WORKBOOK FACTS:

- Workbook is included in the course.
- Workbook is 145 pages of financial tools for success.
- Workbook follows the presentation.
- Workbook is a take-home piece that will serve as a reference for future planning.

### PERSONAL ONE-ON-ONE CONSULTATION WITH A PROFESSIONAL:

- As a participant you will have the opportunity to privately review your situation.
- In the consultation you will be able to ask questions directly associated to your needs.
- You will also have the advantage of working with an instructor on goal-setting and planning.

**What Strategies  
can I use to help  
minimize my  
investment losses?**

## FACT:

For Americans aged 65 and older with more than \$49,366 in annual income, 63% of total retirement income comes from personal savings and investments, pensions, and continued earnings.

*Source: Social Security Administration, 2017*

# COURSE CURRICULUM: REFERENCE MATERIALS VALID FOR YEARS TO COME

## DEFINE AND CREATE YOUR RETIREMENT:

- The “Inconvenient Truth” about retirement today.
- The changing retirement picture.
- What is retirement?
- How will you spend your time?
- Where do you want to live?
- Selling a home.

## ASSESS THE COSTS:

- How much will that retirement cost?
- How to calculate the cost of retirement.
- Effect of inflation
- What investment growth factor to use.
- Can I afford to retire?

## EVALUATE YOUR SOURCES OF INCOME:

- Personal retirement plans.
- Traditional and Roth IRA accounts.
- Annuities: Variable vs Fixed.
- Employer sponsored retirement plans.
- Social security expectations.
- The retirement reality.

## INVEST FOR THE FUTURE:

- Asset classes.
- Stocks, bonds, ETFs. mutual funds.
- Evaluating your investment portfolio.
- Asset allocation.
- The efficient frontier.
- Investment philosophies.

## PROTECT YOUR HEALTH AND WEALTH:

- Hybrid Life/Long-Term Care insurance.
- The impact of a disability.
- Long-term care insurance.
- Liability coverage.
- Types of life insurance.
- Assessing your risk management needs.

## RECEIVE FUNDS FROM YOUR RETIREMENT PLANS:

- What are your options.
- Which distribution method to use.
- Annuity payout options.
- Increase your pension.
- Systematic withdrawals.
- Lump-sum distributions.
- Minimum distribution requirements.
- IRA rollover mistakes to avoid.
- IRA rollover considerations.

## MANAGE YOUR ESTATE DISTRIBUTION:

- What comprises your estate?
- Benefits of estate conservation.
- Probate, taxes, unlimited marital deduction.
- Federal estate tax exemption.
- Estimating your estate tax liability.
- Annual gift tax exclusion.
- Estate distribution techniques.
- Intestacy, wills and considerations.
- Trusts: Testamentary vs living.
- Charitable trusts and giving.
- Life insurance trust.
- Survivorship life insurance policy.
- Providing for your heirs.
- Action items.



## FACT:

Nearly 41% of retirees or individuals approaching retirement are living below the poverty line.

*Source: CBPP, based on data from the Census Bureau Current Population Survey, March 2016*



# ADULT EDUCATION: FIVE REASONS TO ATTEND THIS COURSE

You have to admit, we spend a good portion of our adult lives thinking about and making decisions financial in nature. Have you received any formal financial training or education, in school or otherwise? Continuing education on this subject is one of the most popular sought by adults and now it is all in one easy course.

We all want or need to make money and we spend the majority of our lives doing so, however, we don't think about what we are going to do with that money, how it is best used and how it can be stretched the farthest.

## FIVE REASONS TO ATTEND THIS COURSE:

1. You'll learn to **steer clear of stumbling blocks** holding you back from retirement — such as taxes, inflation, lack of knowledge, poor planning, and failure to take action.
2. Acquire **professional information** — regarding financial strategies for your specific situation. Instill confidence in future decision making by learning all of your options.
3. Clear, concise and realistic **goal setting** using a step-by-step proven process based on your retirement needs, risk tolerance and length of expected retirement.
4. Do you procrastinate? Don't we all...this course will help guide you to **taking action**. Once the course is complete, you'll be properly prepared to **improve your financial strengths immediately**.
5. This same seminar is prepared across the country by financial professionals, because it has a proven track record of positive results. Your instructor is among the top financial professionals in your area and has been chosen for this course based on experience in practical — real-life matters. His experience stems from years of being in practice in the private sector working with hundreds of clients with all levels of net worth. **Course instructor is: James P. Agrawal, M.B.A., C.F.P.®, M.S.F.S., of J. Agrawal Financial Group ([www.jagrawalfinancialgroup.com](http://www.jagrawalfinancialgroup.com))**. Jim has 39 years of experience in the Hudson Valley region. Jim is a Certified Financial Planner<sup>™</sup> and Investment Advisor Representative offering Securities and Investment Advisory Services through Woodbury Financial Services, Inc. Member FINRA, SIPC and Registered Investment Advisor. Mr. Agrawal's office is located at 22 IBM Road, Suite 205, Poughkeepsie, NY 12601. Neither Woodbury Financial Services, Inc. nor its representatives offer tax or legal advice. J. Agrawal Financial Group and Woodbury Financial Services, Inc. are not affiliated entities. For assistance with these matters, please consult your tax or legal advisor. **Also speaking is Kelly Traver, of Wallace & Wallace LLP, Poughkeepsie, NY.**

Every great event has sponsors and those underwriting this course are: Allianz Life of NY, Jackson National Life Insurance Company of NY, Nationwide Financial, Franklin Templeton Funds, Equitable Life of NY, Transamerica Financial, Fidelity Investments, and AIG Financial Distributors.



**Hybrid Life  
(Life insurance with  
a long-term care  
wrapper)**

## FACT:

Less than 16% of retirees said they will have enough money to pay for long-term care, such as nursing home or home care, should you need it during your retirement.

Source: 2020 Retirement Confidence Survey, Employee Benefit Research Institute.

# COURSE FACTS: WHY THIS COURSE IS FOR YOU... WHAT YOU WILL YOU LEARN?

## FIGHTING THE STUMBLING BLOCKS:

You will learn to get past all of the stumbling blocks that can overwhelm people when planning for a comfortable retirement. Planning strategies will address areas such as: inflation, taxes and procrastination.

## PREPARATION FOR A COMFORTABLE RETIREMENT:

You will be shown easy steps that can be taken to increase your income from retirement plans, savings and investments.

## FIND OUT HOW MUCH IT WILL COST:

Retirement can be one of the most costly decisions you will ever make and you will learn strategies for long-term retirement savings.

## YOU CAN SUPPLEMENT YOUR EMPLOYER- SPONSORED RETIREMENT PLAN:

Become well versed on personal retirement savings vehicles – the most common types: Roth and traditional IRAs, as well as fixed and variable annuities.

## DISTRIBUTION OPTIONS FOR RETIREMENT PLANS:

Become aware of your distribution options and how they can affect your tax situation. You will also learn to better control your retirement funds.

Should I consider  
a Rollover IRA?

## DISABILITY CAN GREATLY AFFECT YOUR RETIREMENT:

Become aware of the impact a disability can have on your finances and what methods you have at your disposal to combat losing your financial stability.

## MANAGEMENT OF YOUR INVESTMENT RISK:

Become acquainted with strategies such as diversification and asset allocation, both of which can help to manage the level of risk in your portfolio.

## PAYING FOR COSTS OF LONG-TERM-CARE:

There are steps that can and should be taken to ease the burden of long-term-care costs if you should ever need it. There are risks involved with self-insuring and you will learn how you can purchase insurance to help protect your family from the burden of rising costs associated with long-term care.

## LOWER YOUR PROBATE AND ESTATE TAXES:

Trusts and planned charitable giving are both resources that can help to reduce taxes and probate fees. You will learn the exact benefits of each and how you can easily implement planning strategies to avoid excessive tax implications.

## PROVIDE FOR YOUR FAMILY AND YOUR HEIRS VIA DISTRIBUTION:

Distribution strategies can help to preserve the value of your estate. You will learn the ins-and-outs of the most beneficial and correct distribution strategies.

## FACT:

A national survey shows that only 20% of pre-retirees say they feel “very confident” they will have enough money to live a comfortable lifestyle during retirement

*Source: 2020 Retirement Confidence Survey, Employee Benefit Research Institute.*



# WAPPINGERS RCK HS: REGISTRATION INFORMATION - MAIL/WALK-IN/PHONE

## TUITION - WAPPINGERS RCK HS:

Tuition is \$49. You may pay your tuition fee in advance or at the first classroom session. Regardless of when you pay, you must register in advance. Pre-enrollment is preferred by returning the below form with a check. Please make check payable to **Wappingers Central Schools**. A \$25.00 materials fee is payable to the instructor the first night of class (cash or check, no credit-cards accepted). You may bring your spouse or a guest at no extra cost.

## METHODS OF REGISTRATION:

### PHONE:

Adults may register by phone M-F between the hours of 9:00 a.m. and 12:30 p.m.  
Please call **845-298-5000, Ext 40137**.

### MAIL:

Complete the registration form below and return it by mail to: Wappingers Central School District, Attn: Continuing Education, P.O. Box 396, Hopewell Junction, NY 12533. You will **NOT** be notified of your acceptance into a class; you simply attend the first class. **Make checks payable to WCSD**. Mail registration continues until classes start or until they are full. You will be notified if your class is canceled or is full.

### WALK-IN:

You may register in person at the Wappingers School District Continuing Education Office located at the Ketcham HS Annex, 99 Myers Corners Road, Wappingers Falls, NY 12590 (blue building on the hill to the left of Ketcham H.S.). Hours of operation are between 9:00 a.m. to 12:30 p.m., M-F. Please call before coming to make sure someone is in the office to receive your registration.

### ON-LINE:

If you wish to use a credit or debit card to pay for your registration, you may register online by going to [wappingersschools.org](http://wappingersschools.org) and clicking on COMMUNITY. Then select CONTINUING ED from the menu and click on the link for the Fall Continuing Education programs.

## REGISTRATION FORM - WAPPINGERS RCK HS

I will attend **PASSPORT TO RETIREMENT®**:

☐ **Tuesdays, October 3, 10 & 17, Ketcham High School Room 107, 6:30 PM - 9:00 PM**

☐ Please remove me from your mailing list. (Please fill out the information below)

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime Phone \_\_\_\_\_ Home Phone \_\_\_\_\_

☐ I am enrolling my spouse or a guest at no extra charge.

Name \_\_\_\_\_

### Method of payment

☐ Check payable to **Wappingers Central Schools**.



# DUTCHESS BOCES ALI: REGISTRATION INFORMATION - MAIL/ONLINE/PHONE

**PLEASE CALL WITH QUESTIONS:  
845.483.3640 EXT. 6108**

## **TUITION - DUTCHESS BOCES ALI:**

Tuition is \$49 in advance plus a \$5 facility fee. A \$25 materials fee is payable to the instructor the first night of class (cash or check, no credit-cards accepted). You may bring your spouse or a guest at no extra cost.

## **PREREGISTRATION PROCEDURES:**

Adults may register by using mail, phone, fax or online registration methods. Enrollment is limited. Registrations will be accepted on a first-come, first served basis. Partial payments will not be accepted. Class placements will be guaranteed by payment only.

## **METHODS OF REGISTRATION:**

### **ON-LINE (\$10 REGISTRATION FEE IS WAIVED):**

You may preregister on our website at <https://registration.xenegrade.com/dcBoces/courseDisplay.cfm?schID=1391>.

**ALL OF THE FOLLOWING REGISTRATIONS REQUIRE AN ADDITIONAL \$10.00 REGISTRATION FEE:**

### **PHONE (\$10.00 REGISTRATION FEE):**

Adults may register by phone M-F between the hours of 8:30 a.m. and 3:30 p.m. and charge the total fees using a VISA, Discover or MasterCard. Call **845.483.3640 ext. 6108**. Have your credit card number and expiration date ready when calling in.

### **MAIL (\$10.00 REGISTRATION FEE):**

Students may register by completing and mailing the registration form below and including the total fees. Please make check or money order payable to Dutchess BOCES Adult Program. To charge the total fees on your VISA, Discover or MasterCard, fill in the credit card number and expiration date, and sign your name. Only one completed registration coupon is necessary (spouse or guest does not require an extra registration). Mail registration form to: **Dutchess BOCES ALI, Adult Learning Institute, 5 BOCES Road, Poughkeepsie, NY 12601**

## **REGISTRATION FORM - DUTCHESS BOCES ALI**

I will attend **PASSPORT TO RETIREMENT®**:

- ☐ **Thursdays, October 5, 12 & 19 (Course #MM-07FA0CT5CTI) Room 225, 6:30 PM - 9:00 PM**  
☐ Please remove me from your mailing list. (Please fill out the information below)

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime Phone \_\_\_\_\_ Home Phone \_\_\_\_\_

☐ I am enrolling my spouse or a guest at no extra charge.

Name \_\_\_\_\_

**Method of payment (\$10 additional fee for phone or mail registrations)**

☐ Check payable to **Dutchess BOCES Adult Program**. ☐ VISA ☐ Discover ☐ MasterCard

Cardholder name: \_\_\_\_\_

Card number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

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**DUTCHESS BOCES ALI**  
ADULT LEARNING INSTITUTE

**Wappingers Central School District**

Attn: Continuing Education

P.O. Box 396

Hopewell Junction, NY 12533

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**RISING  
INTEREST RATES &  
HIGH INFLATION—WHAT  
TO DO?**

WAPPINGERS CENTRAL SCHOOL DISTRICT AND DUTCHESS BOCES ALI  
presents:  
**A PRACTICAL COURSE ON  
FINANCES AND FINANCIAL INVESTMENTS**

**SPECIFIC COURSE INSTRUCTION ON:**

- ◆ Determining your retirement costs
- ◆ Realistic goal setting for retirement
- ◆ Income source identification
- ◆ Investing for the future today
- ◆ Tax management
- ◆ Protection of your assets and money
- ◆ How to take a retirement plan distribution
- ◆ Planning for family and heir inheritance

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