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From the Community: Financial Insider Reveals the key to Financial Freedom for Retirement in New Book

by Community Contributor Martin Brown
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When thinking of retirement, do you worry about how you will draw a paycheck from your nest egg? People who dread the sound of retirement feel that way because they haven't properly planned for it. Your Insiders' Guide to Retirement co-written by financial mentor and principle at Wealth Analytics Jeff Poole, RIA provides an eye-opening guide for future retirees. Wealth management plans mean more than just putting money away each month. In fact, your financial mentor will show how to outline the life you want to live during retirement - and then creates plans to meet those goals. Your Insiders' Guide to Retirement is a groundbreaking book that highlights some of the hidden challenges that individuals can face when developing long-term financial plans.

Book Link: <https://amzn.to/2M89ZEC>

Happy to be talking with Jeff Poole about retirement today...

What is your book, Your Insiders' Guide to Retirement about?

Your Insiders' Guide to Retirement tells how Wall Street is rigged, and what it takes to create a plan and win the retirement game. I have over 20 years of experience in banks and brokerage firms, and I know how the industry works. This book will give you a road map on how to find a financial mentor and lead an amazing life.

What do you mean Wall Street is rigged?

When we talk about Wall Street being rigged, it's not that the stock market is fixed. It's that the banks have an agenda about making a sale to you. The banks have products to sell, sales goals, contests, there's pressure to sell, I've seen it and lived it. Whether you come in for the first time to see a financial rep or for an account review three years later, there is a sales agenda to create new accounts, annuities, proprietary stock or bond accounts, mutual funds and such. That's why having a financial mentor and not a financial sales person is very important.

Why do people dread the conversation of retirement and how can you overcome their fears?

People are fearful about not having enough money. They feel retirement is so far away, that they can get to it later. They think that they will never be able to save enough and give up. Like anything, you have to get started. I help people by keeping it simple. It doesn't have to be a big investment to start - it's just about getting started. The financial services industry can seem overwhelming and complex, yet with the right mentor it can be a great experience.

In your book you note that the number one fear for those planning for retirement is the worry of running out of money. Why do people think that way?

There are two key factors about your retirement money - first, don't lose the money. Second, send me as much money as possible every month, so I can lead an amazing life. When you think about it, these 2 rules conflict. If we invest with very little risk, then your monthly paycheck will be small. It may not be the retirement you imagined. If we send you large amounts of money every month to live on, then

we'll lose the money over time - you'll run out. That's the job of your financial mentor. Finding the right balance for each client to meet these goals.

What is the best way to find a wealth mentor and what is the best way to work with those experts?

The best way to find a wealth mentor is to interview many before you hire one. Look for key words such as Registered Investment Advisor (RIA), fiduciary, CFP Certified Financial Planners, fee-only and not commission based, no annuity or insurance brokers, and people that focus on financial planning first. We have many prospects that come to see us and let us know that we are one of many firms they are interviewing. That's good - we want it to be the right fit and for people to do their homework.