RETIREMENT PLANNING

GUIDE

Sterling Heights
FINANCIAL GROUP, LLC

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Your Retirement Planning Guide:

It's finally time! You've worked tirelessly for decades in preparation for this. Think about your career, and how far you've come. Maybe you completed higher education or even graduate school. Perhaps you earned many certifications in your field. Maybe you worked 16 hour days in the trades, or building a successful business you can be proud of. Regardless of how you got here, the journey was similar. It most likely involved long hours, sacrifice, raising a family, times when you didn't know how to pay the bills, many life changes, and some smart financial decisions along the way.

As you exit the work force, and enter a new phase in your life known as **retirement**, it's important to have a plan. While you're working, finances may not be easy, but they tend to require less management. Your employee benefits including life insurance, health insurance, dental insurance, 401k or 403b, and other perks may be handled by an employer. You'd be in charge of making payments and contributing, but for the most part this is automated for you. When you leave, many or all of these benefits may not come with you. You also may have gotten used to the consistent reliable income from your job or business. While this is never guaranteed, you can base your lifestyle, savings, and plans around this. Now that this reliable income will no longer be in place, it's up to you to determine how the money will come in each month.

To determine when or if you're ready to retire, it's crucial to ask **"What will I need for a comfortable retirement"?** What do you want your lifestyle to look like? Some retirees want to travel. Other's want to enjoy time near the beach or a secondary home. Maybe you'd like to just spend as much time as you can with the family near where you live now. How much income will you need? What benefits will you require? What's important to you in these coming years? To sum it all up, ask yourself **"How much income will I need for retirement, and where will that come from"?**

1. What do I want my lifestyle to look like in retirement?

Life Style Goals

Take some time to consider what an average day in retirement will look like. You have all the time in the world, you can truly focus on what makes you happy, and there's no longer a set schedule. What do you envision?

Travel: If you have always wanted to explore the world, or at least the US, travel should certainly be considered in retirement. Will you fly, drive, or maybe go cross country in an RV? Perhaps you enjoy the all-inclusive trips, or a cruise for weeks at a time! Once you've mapped out the perfect travel lifestyle, consider all the costs for just one trip.

How much would it cost today for a flight there and back? How much for the luggage? Will you need to rent a car on your trips? What's the fuel cost if you're driving? What's the cost per day for an average car rental? What's an average nightly fee for hotels there? How many times a day will you go out to eat? Do you like some drinks and breaking it down on the dancefloor?? Compile a list of all the expenses you can incur on an average trip. You can then begin to budget and determine how frequently travel can be expected.

****** Pro tip on travel- You can get an airline credit card that you prefer to travel through. Put all your monthly expenses on that card. Make sure to pay the ENTIRE balance off before the end of the month so you don't incur high interest charges. You can not only build your credit this way, but rack up significant airline points to make your travel less expensive!***

Housing: At this time in your life, the kids are most likely out of the house, and you may not need all that space. Do you plan to keep your current house and continue with the maintenance, updates, and your current costs? Do you see yourself living part of the year in a warmer climate to escape the snow? Does it make sense to downsize, or find a higher end property that's on one floor? Regardless of what you choose, make sure to document all the costs involved.

Let's break this down into 3 categories of housing….Current residence, secondary home, and new home.

Current Home: If you decide to keep your current home, you most likely have a good idea of the financials required to maintain it. Do you have a fixed 30-year mortgage, or is interest rates something that need to be considered long term? Do you expect your insurance premiums and taxes to go up in the future? Have you pushed off some updates or maintenance that will be required like a roof, HVAC, plumbing, or any other high-ticket items? Will you be able to continue to clean, repair, and enjoy the current house 15-20 years from now when you are older and possibly less mobile?

Secondary Home: Are you someone who **HATES** the cold? Maybe you've been waiting to get a secondary house to enjoy the snowbird lifestyle. If you plan to buy or maintain a vacation home consider the following….There has been a massive shift of all demographics moving to the sunbelt. These areas have become extremely in demand since COVID. It's important to manage expectations on the rising costs to live there even part of the year.

Insurance costs have skyrocketed in many areas like Florida if you can even qualify at all for coverage. They also have many requirements including new hurricane proof windows, new roofs, and other items to keep insurance in some locations. What about the prices? These areas are generally more expensive as the demand from buyers is focused there. Be prepared for a possibly higher ticket price to buy a property there. Property taxes will be a consideration anywhere you buy, but take some time to look into the **property millage rate**. Each municipality has a different rate and this can drastically increase or decrease your tax bill each year when selecting an area to buy in.

Lastly, is maintenance. If you will not be living there all year, who will maintain the property when you're gone. Will you have a property manager, neighbor, or will you handle the upkeep yourself? These are added costs that will be incurred to keep that property in great condition especially if there's risk of storms and extreme weather.

New Home: How do you feel about selling your current house that has some equity in it, and downsizing to a one level floor plan? Maybe one of those beautiful new construction homes? If you plan to buy a new house it's crucial to consider the following… If you pay in cash, this can make a purchase very seamless, and you won't have to consider any loan obligations. If you are taking on a mortgage, you'll have to determine which lender to go through, what kind of fees they charge, new interest rates that may be higher or lower than your current rate, closings costs to purchase the home, and negotiations on buying it at an affordable price.

It's always good to vet multiple real estate professionals when shopping for a new home. Find 2-3 different realtors to interview, loan brokers, and closing companies. This will be your team that you'll rely on to get to the finish line! When it comes to your budget, make sure to look into the property taxes in that area, and the insurance premiums that may be higher or lower than you're used to. Also, consider the moving costs to get to your new home. Will you rent a truck, or hire a professional moving team? What's the cost for each option and how many days will it take you to complete the move?

There's many moving pieces when buying a new house, but it can be an amazing experience finally walking into that brand new home!

Fun: What do you see yourself doing for fun? Now that you have a ton of time, will you pick up some new hobbies, or perfect some old ones? Maybe you want to work on that golf swing and hit the course twice a week. Perhaps you're into cars and want to make an upgrade and head to the car shows. Do you like to go out to eat and try all the newest restaurants and breweries? Maybe you want to tackle those DIY projects and update the house.

Whatever you call fun, it's important to make a realistic budget for that. For example, you can itemize the costs for each trip to play golf including the fees, golf balls (high expense if you lose as many as I do!), food, drinks, carts, etc. Map out the total cost for each golf outing, and determine how many times you plan to go per month. This can be added to the overall financial plan. What about going out to eat. What's an average night out, $50, $100, $200? Make an average of what it costs for food, drinks, tips, parking, etc. Then add this into your overall monthly "fun" budget.

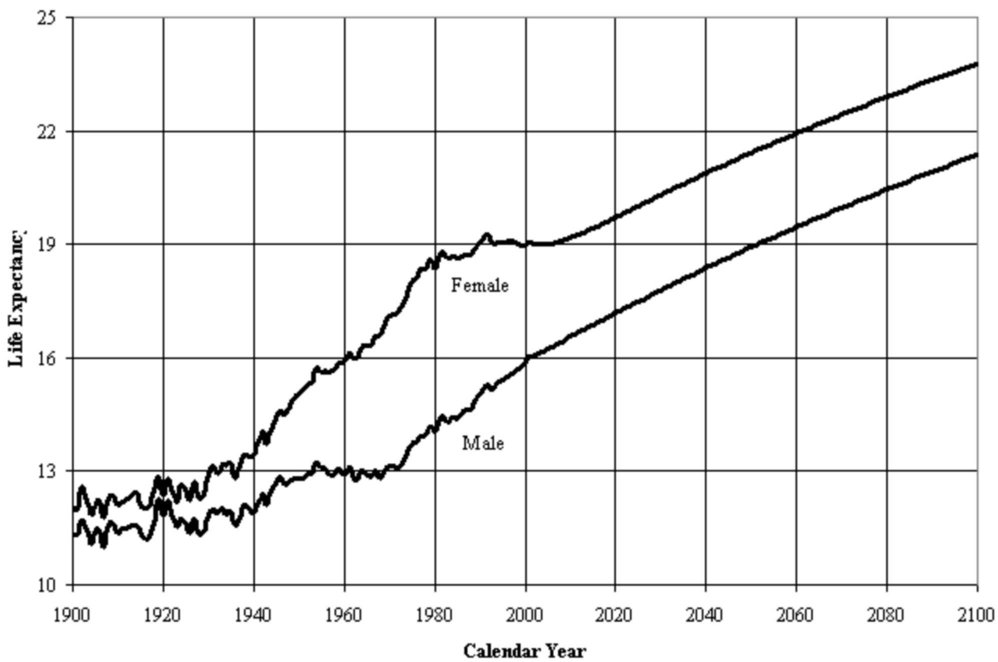
Having a realistic idea of your fun money in retirement is crucial for retirement planning. This can also be the most flexible number. You can always increase or decrease this. You can't do much with the mortgage payment, utilities, and insurances.

2. Will I run out of money?

Time Horizon

We have discussed what retirement will look like for you, but how long will you need that retirement nest egg to last? It's pertinent to determine your time horizon, which is how long you need your money to work for you. Your time horizon will determine your total retirement cost. Many people drastically **underestimate** their life expectancy in retirement.

Figure 2b—Life Expectancy at age 65
by Sex and Calendar Year
(Based on Period Tables)



Take a look at the above chart. This references life expectancy for individuals at age 65, a common retirement age. As you can see from this chart from [ssa.gov](ssa.gov) average life expectancy for both females and males have consistently increased overtime after age 65.

According to data from World Bank, life expectancy for **males** is over 77 years, and for **females** it's 80 years. Keep in mind this is just an average, your life expectancy can be significantly longer than this! We need to plan accordingly…

**This data is subject to change from 9/15/23 and rounded to the nearest year*

Many factors such as health conditions, diet, heredity, and location can cause life expectancy amongst retirees to vary drastically. We've always found it makes the most sense to plan for a longer lifespan. It's never a bad situation to have more money than needed in retirement.

Distributions: Many financial experts will say it's sometimes easier to accumulate wealth than it is to distribute it. That's because no one knows when they will die. This makes the process of slowly distributing your wealth a difficult endeavor. Many retirees have used a rule of thumb of 4%. If you take 4% each year, for 25 years, then your retirement funds will be mostly or completely depleted at the expected time of death. This can be a great starter conversation, but may not provide realistic results. That's because we have to consider many factors like, inflations, market downturns, unexpected expenses, investment performance, and more.

The approach we've found to be most helpful to clients seeking a comfortable retirement is to focus on income first. The goal is to determine how much monthly income will be needed to live off of, then create a reliable income stream to satisfy that need. A strategy like this can be accomplished through various financial vehicles that will be discussed later on. This makes the distribution process easier, because then the remaining funds can be utilized to invest long term to hopefully outpace inflation, or take occasional withdrawals for larger expenses.

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3. How much income will I need in retirement?

Retirement Income & Expenses

Now that you understand your retirement lifestyle goals, and time horizon, you can determine your estimated retirement income needs and expenses.

Before discussing the different sources of income in retirement, let's consider the **expenses** that need to be covered. We've found its most palatable to itemize these figures into a monthly budget.

Non-Discretionary Bills: These are the bills you won't have much control over. There is some degree of flexibility with these costs, but for the most part they cannot be avoided.

> **Housing:** Once you've determined your ideal living situation, it's time to map out the total cost. Include all monthly expenses including the mortgage or rent, insurance, utilities, property taxes, and a budget for maintenance costs.
>
> **Auto:** How many vehicles do you own? Any of them for the kids that you are still paying on? Take into consideration all car notes, insurance, gas, and yearly maintenance when budgeting for your monthly auto bills. **We always recommend when buying another vehicle to purchase lightly used**. This is generally 1-3 years old, with under 20,000 miles. We've found you get the best bang for your buck, and can get a much better deal than paying full retail price off the lot.
>
> **Debts:** Outside of the cars and house, what other debts are you responsible for? This can be credit cards, business loans, school loans, any other obligations that should be included in your monthly expenses.
>
> **Insurance/Health Care:** These are the ones that not many people like to talk about. Healthcare costs have historically risen faster than inflation. For many retirees this expense will become a larger share of their budget. Once you retire, you'll have to consider which health insurance plan is the best fit for you. Also, long-term care

may be a necessary expense. It's much more affordable to prepare for this early as opposed to later when you have no choice. The costs are significantly lower if you are still in good health.

Life insurance is also a critical expense in retirement. If you have a policy on yourself outside of what benefits were offered at work, this premium will normally be continuous throughout retirement, or for a fixed period of time in the case of a term insurance policy. Life insurance will be very useful to have in retirement as it's an incredible estate planning vehicle. The death benefits are passed down to your beneficiary tax free!

Taxes: The amount of taxes you pay may deviate from when you were employed. Most employees had this automatically deducted from their income, or paid quarterly taxes from their business. Taxes will still be a factor even in retirement, but it just may be different types, and you'll be in charge of ensuring they are settled at the end of the year.

Discretionary Bills: Once you've identified your basic living expenses, we must account for discretionary spending. These are the bills you have more control over, and will be different for each individuals' retirement plan. Consider the following when creating your monthly budget…

Hobbies: We discussed some ideas of hobbies many clients in retirement enjoy. Retirement is a great time to pick up new hobbies, or spend more time on the ones you already love. Hobbies will always incur some sort of cost, even if they aren't significant.

Travel: Have you determined your experience filled travel lifestyle yet? This amount will absolutely need to be included in your expense budget. Whether it's a long trip or short, far or near, on land or on water, make sure to add it to the retirement plan.

Luxury: Luxury items will be subject to your individual standard of living. You may want to update the wardrobe, purchase a boat, join a country club, or purchase a new Rolex. These items are fully at your discretion, which means it can be adjusted up or down very easily. Regardless of the lifestyle you choose, it must be accounted for in the budget.

Children and Grandchildren: For many, this may seem like a discretionary expense or non-negotiable. While it certainly fits the goals of most retirees to hand down or give money to family, it's important to think about your retirement first. If the kids are grown and capable of taking care of themselves, it's time to focus on your retirement!

Of course, there will be spending regardless on the kids and grandchildren. This could involve travel to see them, gift giving, and helping in tough times. If you feel supporting the family will be an integral part of retirement, make sure to keep additional cashflow for this cause.

Inflation

Inflation is a hidden expense not many retirees consider. When estimating future income and expenses, **inflation** MUST be included. Inflation is the rising costs of goods and services overtime. This has been felt especially over the past few years (2022, 2023). Many fail to realize the impact inflation can have. According to the United States Consumer Price Index; inflation has averaged around 3% over the past 100 years. That means if this average rate of inflation continues into the future, a retiree who only requires $40,000 to cover annual expenses, would need roughly $64,000 in 20 years for those same expenses. **This is why we must continue growing wealth overtime, and investing for the long run.**

Expenses in Retirement

Determine Your Budget

Now that you have determined **every** expense you anticipate having in retirement, it's time to list them out. You can complete a worksheet like what's listed below to map out each individual item to calculate your monthly income needs. Utilize a software like excel to create your own charts if needed.

Housing	$
Auto	$
Debts	$
Taxes	$
Insurance	$
Health Care	$
Basic Living (food, utilities)	$
Hobbies	$
Travel	$
Luxuries	$
Family/Gifts	$
Other	$
Total Monthly Expenses	$

4. Where will I get my income from in retirement?

Income In Retirement

Once you determine the monthly expenses that must be covered, it's time to determine where this income will come from. There're a few sources of income in retirement. This includes non-investment income and investment income. Let's go through each category to determine how much income you can expect in retirement.

Non-Investment Income: This is income derived from work related activities. It also is taxed slightly different than investment income. Consider the following income streams, and which will be applicable for your situation.

Salary/Fees: I know this whole guide is dedicated to retirement, why would I bring up salary? Well, many people entering retirement tend to do so in phases. They may shift to part time work, find a different less demanding job to work a few days a week, or possibly get into consulting with their decades of expertise. These all can impact your total income and savings in retirement. Make sure to note any estimated active income you may still incur as you are entering retirement. This **won't** include any money earned from businesses or rental income.

Social Security: You may or may not have started taking Social Security income. If you have, you are probably familiar with this process, the tax implications, and how much you'll be receiving. If you haven't, you can utilize the free calculator on the social security administration's website to determine your future monthly benefits. You can find that right here (https://www.ssa.gov/OACT/anypia/index.html)

Pension: If you are one of the lucky remaining retirees that is eligible for a pension, congrats! It is not very common for employers to offer pensions anymore. For those with a pension, there are several options to select from that can be quite confusing. Some offer 100% income to you only, some that split with you and a spouse, some provide payments for a fixed period of time, etc. Make sure to analyze each option, and what would make the most sense for you and your family.

There are some cases where it may be beneficial to take out a life insurance policy on yourself and choose the pension option with the highest payout. Each situation is different and it's important to **speak with your financial advisor/accountant before making any selections for retirement**. Please note that your 401k or 403b are not pension plans. These are separate accounts that hold investment securities you've invested in over the years to draw from in retirement.

Business/Rental Income: If you currently own an interest in a business or rental properties, this can produce non-investment income. When calculating these figures, keep in mind that these sources of income can be volatile as profits may go up or down in both a business and the net operating income on a rental property. These may be more susceptible to market conditions than the other incomes listed above.

Salary/Fees	$
Social Security	$
Pension	$
Business/Real Estate	$
Total Income	$

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Net Income

After determining your total monthly expenses in retirement, and anticipated monthly income, we must calculate the net income. This is the net cashflow you will have available each month, or the **gap that must be filled from your investment assets!**

Monthly Income − Monthly Expenses = Net Income

5. How do I invest in retirement?

Your Investments

Once you have determined your retirement goals, time horizon, estimated expenses, and income, the final step is figuring out how to invest to actually make your retirement possible! This solution will be different for each person since it depends on personal goals and situations.

Many investors in retirement feel they should have similar asset allocations compared to others because of their age. The truth is, investment strategies should be determined based off the gap you must fill with your net income, how soon you need access to your retirement funds, the amount of liquid savings you have readily available, and your risk tolerance. You may have the same balance in your retirement accounts compared to others, but may need drastically different investment allocations.

There are many factors that go into building a proper retirement plan and investment portfolio that can increase your likelihood of achieving a **comfortable retirement**.

Asset Allocation: This is a fancy word for how your investment portfolio should be structured. What percentage should be in stocks vs. bonds? How much risk should you take? Do you invest in alternative or more traditional investments? How much should be in conservative assets?

When people in retirement realize their asset allocation can have a major impact on if they run out of money or live comfortably in retirement, they tend to want to be extra conservative. Unfortunately, this may not be the most suitable option for your retirement portfolio.

We believe it's important for people to actually understand the different asset classes that exist. Half the battle is just knowing what is out there. There are also many misconceptions about investing in stocks vs. bonds and understanding risk.

Stocks vs. Bonds: Many people ask us, what's better stocks vs bonds? Or since I'm retiring, should I put all my money in low volatility investments? The first thing we must consider is the difference between the two assets.

Stocks: A stock represents a **share in ownership** of a company including a claim on the company's earnings and assets. That is why many times they are called equities because you hold an equity stake in a company. There are several ways to invest in stocks. This includes but not limited to individual stocks, mutual funds, etfs, options, index funds, and more. Some of these securities invest in just one company, while others may have a large compilation of different companies, sectors, or even commodities.

Many investors think of stocks as high risk. This is generally based off of volatility, or the movement in the price. Stocks will fluctuate in value for various reasons including poor earnings performance of the company, fiscal issues, global tensions, interest rate changes, and much more. The key is to continue to incorporate some kind of equity exposure in retirement for growth. You must outpace inflation with your retirement account, or inflation will slowly erode those savings.

Bonds: A bond is a **fixed income** instrument that represents a loan made by an investor to a borrower. This can be a corporation, government, local municipality, etc. The difference from stocks is, instead of owning shares in a company, you are loaning money to it, and entitled to interest. These vehicles perform differently than stocks do overtime. The bond investor is generally concerned with income as opposed to higher levels of growth. Bonds also have volatility in the financial markets. While many individuals consider them "safe", in times of interest rate change, they can be extremely volatile, and lose significant value.

Inflation can also eat away at bond performance if there is a fixed interest rate lower than the rising cost of goods. Bonds on the other hand, have a higher level of security in the event a company goes bankrupt. These lenders are paid out **BEFORE** shareholders in the event of a liquidation.

After learning the basic differences between stocks and bonds, you may be thinking how much should you have of each. Before looking too far into this question, we must discuss other investment options that retirees have access to so we can see the full picture.

Alternative Investments: Alternative investments are financial assets that do not fall into one of the conventional categories like stocks, bonds, and cash. These can include real estate, hedge funds, private equity, commodities, and many more. This asset class is not often discussed as much with financial professionals. It is generally not discussed at all when investors are contributing to their 401k or 403b. These assets serve a major purpose in our opinion when it comes to retirement planning.

We feel every investor should have some exposure to these assets. Not only are some of them not directly tied to the financial markets, but they have other opportunities for growth and income. For instance, real estate can be a great source of monthly income, depreciation for tax benefits, and tends to perform well in inflationary times. Private equity or buying private businesses has essentially unlimited growth potential. There's no cap on how large a business can grow, and it's not impacted by quarterly earnings calls on CNBC. There are several options when it comes to alternative investments, and they all have their own risks and rewards. If you have not yet learned about these, it would be in your best interest to spend some time learning more about these assets for a portion of your retirement savings.

Annuities/Pensions: An annuity is simply a contract with an insurance company that can pay out a fixed stream of payments to an individual. This term has created many opinions both good and bad. Each investor has to determine which vehicles makes the most sense for their situation, and learn how it works. Annuities if structured correctly, can offer guaranteed monthly income for individuals in retirement. There are several carriers that offer these, and even more riders that can be added to the contracts.

These can be invested in the market, where the investor takes the risk, or guaranteed and backed by the insurance carrier. It's important to consider all factors including the financial status of the insurance company, the different income options, any fees involved, surrender charges, and the amount of funds you have available for emergency. In our experience, clients have found tremendous value utilizing some specific annuity options to fill a gap in their monthly income needs, but these aren't for everyone.

Growth vs. Income

After learning about all these different investment vehicles at your disposal, you may be wondering what makes the most sense for your retirement goals. With all the different investments, how much should be allocated to income? How much to growing your wealth to outpace inflation? What about more accessible funds in case you need it quickly? These are all questions that must be asked when forming your retirement plan. A lot of them can be determined based off growth or income needs.

To simplify the process, during retirement investors will need to draw from their portfolio to pay for expenses. This can be any of the items we listed before. This money will either be received from your active non-investment income, or from your investment assets. If we are specifically discussing your investments, that can come in two forms.

> **Growth:** Growing your wealth is one way you can pay for your expenses down the road. An asset can increase in value, decrease in value, or stay the same in some cases. If an asset increases in value overtime, it can be sold at a profit to utilize for retirement. If you purchase a stock for $50,000 and in 3 years, that grows to $75,000 and you sell that position, there's a $25,000 capital gain. This gain can be taxable depending on what account it is in. The net amount you receive after taxes, will be your growth and eventual cash flow that you can utilize for retirement. The main goal for these investments is simply to increase the value from your initial cost basis.

> **Income:** Producing income from your investment assets is another way to pay for your retirement expenses. The cashflow distributed from these assets can come in the form of dividends, interest, and rental income. The focus with these assets is not to purchase at a low price, and sell at a higher price for a profit. The intention is to receive either a fixed or consistent income flow that can be accessible if needed.

Growth vs. income is an important conversation to have when determining asset allocation in retirement. They are both necessary to enjoy a comfortable retirement in our opinion. Income can assist in producing reliable cash flow to cover the bills if there is a gap with your net income we calculated. Growth can be very useful to continue to grow your wealth, and outpace inflation overtime.

Cash Flow Analysis

When it comes to paying for your retirement, you should really only be concerned about the total return of your portfolio with the after-tax cashflow, not if it comes from your growth or income allocations.

It's crucial to understand how your withdrawals will impact your portfolio and retirement. Many investors have unrealistic expectations on this. The first thing to consider is your taxes.

Taxes: As much as the government is happy to see you've built a nice nest egg to take care of yourself, they will want their cut! Taxes will be a necessary evil when distributing your retirement funds. Traditional IRA accounts for instance will be taxable when you withdrawal funds. As long as the investments are held in this account, they are tax deferred, but when you begin pulling money from them, the cash flow will be taxable. When analyzing your projected income, it's important to determine the after-tax number.

Roth IRA accounts can be tax free for investors. These accounts did not provide a tax deduction when you were contributing through the years, but the money will grow tax free in retirement. When you make your distributions for retirement expenses, that full amount should be tax free. (assuming distributions after age 59 ½)

If you have a large portion of your assets in a brokerage account that is not a retirement account, then you will be subject to taxes each year on capital gains and income. If you are selling some of your growth investments at a gain, you can expect to pay taxes on this.

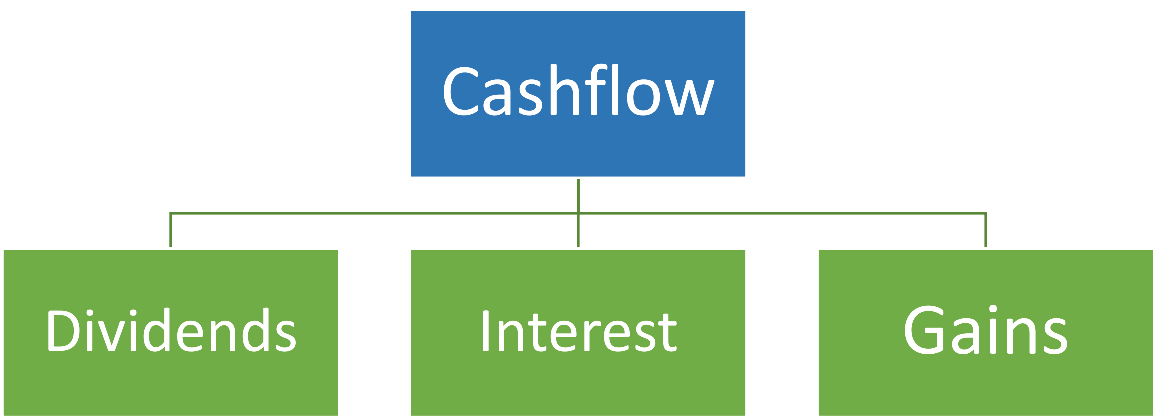
Short Term Capital Gains: These are the profits you make from selling assets you've held for a year or less. There are specific rules and tax rates that apply to these sales. These gains are normally taxed based off your ordinary income rate.

Long Term Capital Gains: These are the gains from asset sales that you've held for longer than a year. These sales tend to have more preferential tax rates for the investor.

****Any of these rates and tax implications are subject to change. This is based off current tax rules for 9/15/2023. Consult with a tax advisor before making any decisions.*

When it comes to your overall cash flow, and where you receive it from, there's many components to consider. Will it be income or a gain? Will there be tax complications, or tax free? Will it change the allocation in my portfolio I selected? Will it be the best option to fill a gap in my net income?

Determining where to generate your cash flow from investments to pay your expenses in retirement can be a tedious process. Hopefully completing the prior exercises can help compartmentalize each cash flow option to make the process less daunting.



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6. Am I ready to retire?

The Plan

You've went through an extensive analysis at this point to determine how prepared you are for retirement. You can now answer some of the questions listed previously:

- **What are your retirement lifestyle goals?**
- **How long will you need your money to work for you?**
- **What are your anticipated expenses and income in retirement?**
- **How will you allocate your investment portfolio for your needs?**

At this point, you can estimate the level of cash flow you can sustainably withdrawal from your retirement portfolio. If you determined that your income and investments can sustain your living standards over the expected time horizon, you can have a realistic plan to consider retirement!

This may come with many tradeoffs. Perhaps you need to reduce your discretionary spending in order to meet your monthly income capabilities, maybe there needs to be an adjustment on how your assets are allocated to hit your goals, or possibly taking on a more growth-oriented approach to investing to meet your long-term needs. However, you meet these goals, it's important to be very clear and honest with yourself on what you can afford comfortably.

It's also helpful to be clear with yourself on how much you can distribute from your savings. By consistently withdrawing more than 5% of your portfolio each year, you may be greatly increasing your risk of depleting your assets overtime earlier than you hoped.

Retirement planning is certainly a process! It should not be taken lightly, but if you begin now, and start asking all these questions, you'll gain some clarity about your future. Utilize this framework illustrated here to get a clear picture on what is really needed to have a fulfilled and wonderful retirement.

Sterling Heights Financial Group may be able to provide assistance to help you achieve your retirement goals. We can provide resources, and services to help along the way. There's no "right answer" for what a retirement plan should look like. There's only the answer that's right for **you**!

Still have questions? Need help with your plan?

Not sure which allocation is best for your portfolio?

Sterling Heights Financial Group has helped hundreds of investors plan for retirement. If you need an experienced financial advisor to review your portfolio, and retirement goals, please give us a call for a complimentary evaluation at **724-989-0709**

****For investors with $250,000 or more in investible assets*

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Working with us on your retirement

Fiduciary Role

We are fiduciaries and obligated to put our clients' interests first. We treat our clients like family, and will always focus our efforts on what's best for your financial goals. Our team loves what we do, and this is not work for us.

Independent Firm

Sterling Heights Financial is an independent wealth management firm, which means we have access to countless different investment vehicles, carriers, and investment companies to work with. We are not limited to a select group of investment vehicles or products. We also don't have to pitch a certain product like some other firms. We can search the marketplace for what is truly the best fit for your goals.

Low Fee

We have been focused since day one on being a low fee advisory firm. Our goal is to keep costs as low as possible for clients to increase performance. Our fees are very transparent and reasonable. If you consider just an additional .50% cost each year in fees from other firms, it can potentially impact your retirement by 10s or 100s of thousands of dollars overtime.

Experience

Our team has experience in many asset classes including traditional finance, real estate, private debt, and private equity. We believe this gives us an edge in providing personalized service to our investors no matter what their goals are.

Book your complimentary planning call!

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