

Allianz Life Insurance Company of North America

Strategic workbook

Rethinking Retirement



For all that's ahead.SM

Allianz 

Retirement income strategies workbook

The worksheets on the following pages are designed to help you gather the information your financial professional will need to begin forming a retirement income strategy for you.

You'll make an inventory of your current standard of living and determine if you want to maintain this lifestyle during retirement. This determination may not be as straight-forward as it first appears. When it comes to retirement, some people want to continue their current lifestyles, some want to simplify it. And some, with more freedom from time constraints, want to upgrade their lifestyles from where they are currently.

The worksheets in this workbook will gather the data that supports what your retirement income strategy may need to be, will be, or can be.

Information gathered in this financial inventory is to be used for general overview purposes only and is not designed to be a financial plan.

Date _____

Client(s) _____

Financial professional _____

Financial professional phone _____

Financial professional email _____

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Survival expenses worksheet

For occasional expenses, please use the total annual amount box. For monthly expenses, use the current monthly amount box and then multiply by 12 to compute your yearly total.

Survival expense categories	Specifics	Current monthly amount	Total annual amount
Taxes	Federal	\$ x12 =	\$
	State	\$ x12 =	\$
	Local	\$ x12 =	\$
	SS/FICA	\$ x12 =	\$
	Subtotal		
Shelter	Mortgage/rent	\$ x12 =	\$
	Property taxes	\$ x12 =	\$
	Utilities (power, heat, water)	\$ x12 =	\$
	Phone(s)	\$ x12 =	\$
	Furnishings	\$ x12 =	\$
	Repair/maintenance	\$ x12 =	\$
	Subtotal		
Essentials	Food and groceries	\$ x12 =	\$
	Clothing and cleaning	\$ x12 =	\$
	Medical and dental	\$ x12 =	\$
	Medicine(s)	\$ x12 =	\$
	Childcare	\$ x12 =	\$
	Subtotal		
Transportation	Vehicle(s) payments	\$ x12 =	\$
	Fuel	\$ x12 =	\$
	Tires, repair, maintenance	\$ x12 =	\$
	Other	\$ x12 =	\$
	Subtotal		
Insurance	Life insurance	\$ x12 =	\$
	Long term care	\$ x12 =	\$
	Medical	\$ x12 =	\$
	Vehicle(s)/umbrella	\$ x12 =	\$
	Homeowners/renters	\$ x12 =	\$
	Disability	\$ x12 =	\$
Subtotal			\$
Debt	Credit card payments	\$ x12 =	\$
	Loan(s)	\$ x12 =	\$
		\$ x12 =	\$
Other		\$ x12 =	\$
		\$ x12 =	\$
	Subtotal		
Total current survival expenses			\$

Desired expenses worksheet

For occasional expenses, please use the total annual amount box. For monthly expenses, use the current monthly amount box and then multiply by 12 to compute your yearly total.

Desired expense categories	Specifics	Current monthly amount (if applicable)	Total annual amount
Entertainment	Activities (concerts, movies)	\$ <input type="text"/> x12 =	\$ <input type="text"/>
	Dining out	\$ <input type="text"/> x12 =	\$ <input type="text"/>
	Other	\$ <input type="text"/> x12 =	\$ <input type="text"/>
	Subtotal		\$ <input type="text"/>
Hobbies		\$ <input type="text"/> x12 =	\$ <input type="text"/>
		\$ <input type="text"/> x12 =	\$ <input type="text"/>
	Subtotal		\$ <input type="text"/>
Travel/vacation		\$ <input type="text"/> x12 =	\$ <input type="text"/>
		\$ <input type="text"/> x12 =	\$ <input type="text"/>
	Subtotal		\$ <input type="text"/>
Other	Gifts (holidays, birthdays)	\$ <input type="text"/> x12 =	\$ <input type="text"/>
	Newspapers, cable TV, etc.	\$ <input type="text"/> x12 =	\$ <input type="text"/>
		\$ <input type="text"/> x12 =	\$ <input type="text"/>
	Subtotal		\$ <input type="text"/>
Total current desired expenses			\$ <input type="text"/>

Legacy worksheet

Please complete financial legacy specifics and the amount you currently spend or wish to provide at time of legacy.

Financial legacy categories	Specifics (when applicable)	Total amount
Special assets	Current residence	\$
	Other property(ies) (cabin, etc.)	\$
	Financial assets	\$
	Specific items of value	\$
	Other _____	\$
	Subtotal	\$
Family care		\$
		\$
		\$
	Subtotal	\$
Education	Grandchildren	\$
		\$
		\$
	Subtotal	\$
Charities		\$
		\$
		\$
	Subtotal	\$
Total retirement legacy amount		\$

Asset worksheet

For annual sums, please use the annual asset total box. For monthly totals, use the monthly total line, then multiply by 12 to compute your annual total.




Source	Specifics	Amount	Annual asset total
Work (current "standard" of income)	Employer	\$ _____	\$ _____
	Employer (spouse)	\$ _____	
Personal savings and investments	_____	\$ _____	\$ _____
	_____	\$ _____	
	_____	\$ _____	
Roth IRA	_____	\$ _____	\$ _____
	_____	\$ _____	
IRA, SEP, other	_____	\$ _____	\$ _____
	_____	\$ _____	
Qualified Employer Sponsored plans	401(k)		\$ _____
	_____	\$ _____	
	_____	\$ _____	
	Defined benefit		
	_____	\$ _____	
_____	\$ _____		
	Monthly total	\$ _____ x12	\$ _____
Social Security	Employee	\$ _____	\$ _____
	Spouse	\$ _____	
	Monthly total	\$ _____ x12	
Total retirement standard			\$ _____

Congratulations

You've completed the preliminary assignments, but very importantly, you've taken steps towards creating a retirement income strategy. The worksheets you've filled in contain information your financial professional needs to begin the retirement income strategy process.

Please call or email your financial professional to announce that you are ready to take the next steps in the process. The remaining worksheets in your workbook will be used for this stage of developing your retirement income strategy. Remember, if at any point you have questions about these worksheets or how to respond to them, contact your financial professional.

Retirement income strategy process

	Retirement accumulation stage	Rethinking Retirement	Retirement income stage
Financial objective	Have enough money to retire	Utilize sources of income 	Not outlive assets
Asset allocation	Portfolio allocation	Reposition assets to meet needs and goals 	Withdrawal allocation
Time horizon	Known; To retirement	Planning the transition 	Unknown; To date of death

Seven sources of income worksheet

Transfer totals from the Asset worksheet into the “Seven sources of income” below to determine retirement income needs.

General order of use	Seven sources of income		Retirement income stage
Undesirable	Welfare or charity	\$ _____	Legacy
First	Employment (all taxable)	\$ _____	
First	Nonqualified assets ¹ (all taxable)	\$ _____ \$ _____ \$ _____	\$ _____ wanted
Second Required minimum distribution at age 70½	Traditional IRA (all taxable)	\$ _____ \$ _____	Desired
Second Required minimum distribution at age 70½	ESRP plans ² (all taxable)	\$ _____ 401(k) \$ _____ Defined benefit \$ _____ Other	
Last	Roth IRA (nontaxable)	\$ _____	Survival
When appropriate (62 to full retirement age)	Social Security (50-85% taxable) (Use your annual estimate statement)	\$ _____	

¹ Mutual funds, CDs, stocks, savings accounts, nonqualified annuities, life insurance, etc.

² ESRP (Employer-sponsored retirement plans): Defined benefit plans, 401(k)s, profit-sharing, cash balances, 403(b)s or TSAs, etc.

Five options worksheet



Record your thoughts on the various retirement income options in the table below.

Five options	Notes
Lower your retirement expectations	
Spend less and save more now	
Decide to work longer	
Take on more investment risk	
Combination (or all) of above	

Legacy worksheet

Your legacy consists of much more than material goods and wealth. You've also created a legacy of who you are as a person, and this element plays an important role in creating a retirement income strategy and beyond. If you are interested and need assistance in completing this worksheet, your financial professional can work with you and provide you with support material to help.

Personal legacy	Activity	Date for completion
Values and life lessons	Ethics and moral teachings	
	Faith and religion	
	Traditions and stories	
	Specific items of value	
Instructions and wishes to be fulfilled	Health directives	
	Living arrangements	
	Final wishes	
Personal possessions of emotional value	Belongings	
	Photos, journals, etc.	
	Household items	



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