



CRUCIAL CONVERSATIONS | WEBINAR 3

LIFE CHANGING DECISIONS – BEST MADE WITH GOOD ADVICE

Cate Americano
Inspiration Cafe

Sheena Stow-Smith
AdviceLink

Sam Mantarro
Trilogy Private Wealth

Alex Brown
Allianz Retire+

Allianz Retire+
POWERED BY PIMCO

OUR PANELLISTS



Cate Americano
Founder | Director | CEO
Inspiration Cafe



Sheena Stow-Smith
Founder | Managing Director
AdviceLink



Samuel Mantarro
Director
Trilogy Private Wealth

PHASES OF RETIREMENT

Phase 1: Imagination (6-15 years before retirement)

Phase 2: Anticipation (up to 5 years before retirement)

Phase 3: Liberation (retirement day and the year after) or Honeymoon

Potential: Disenchantment

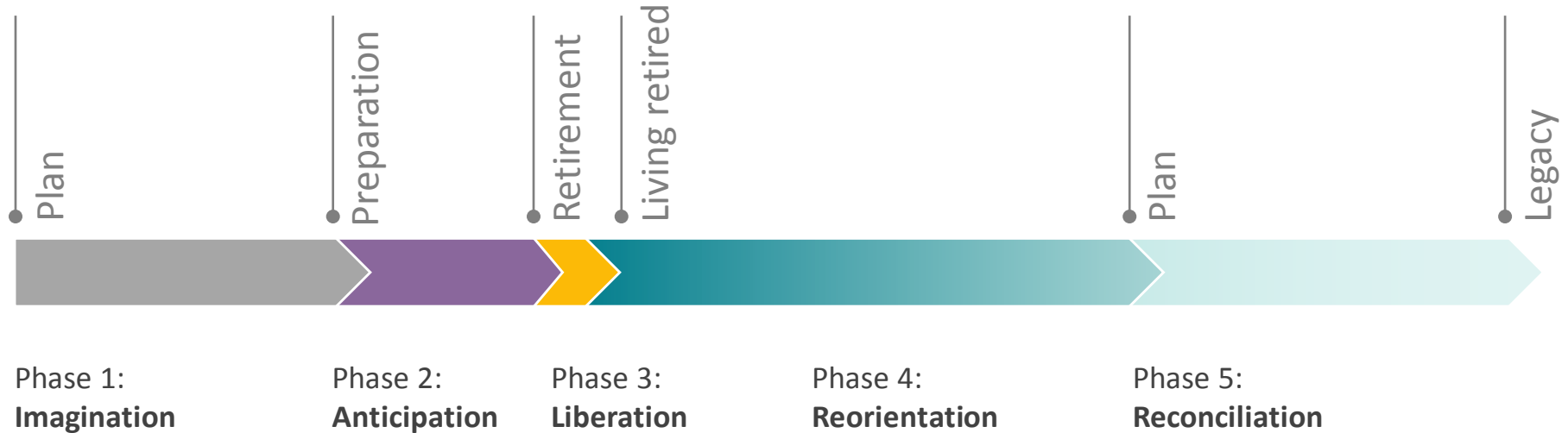
Phase 4: Reorientation (2-15 years after retirement)

Phase 5: Reconciliation (normally 16+ years after retirement but can be sooner)

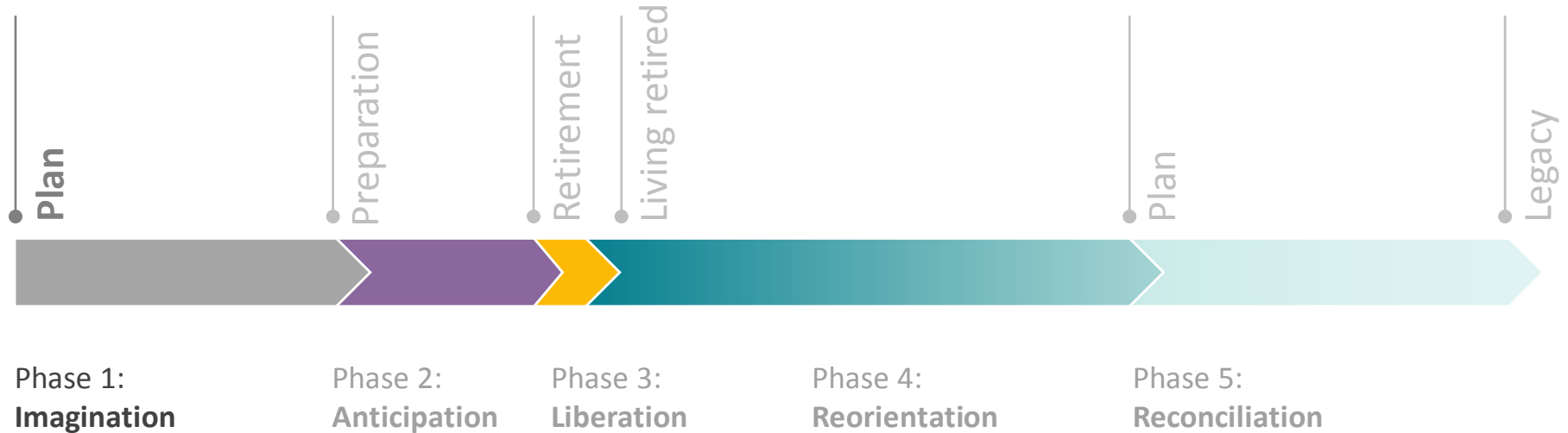
<https://www.superguide.com.au/in-retirement/how-navigate-5-stages-retirement>

<https://www.investopedia.com/articles/retirement/07/sixstages.asp>

THE JOURNEY - PHASES OF RETIREMENT

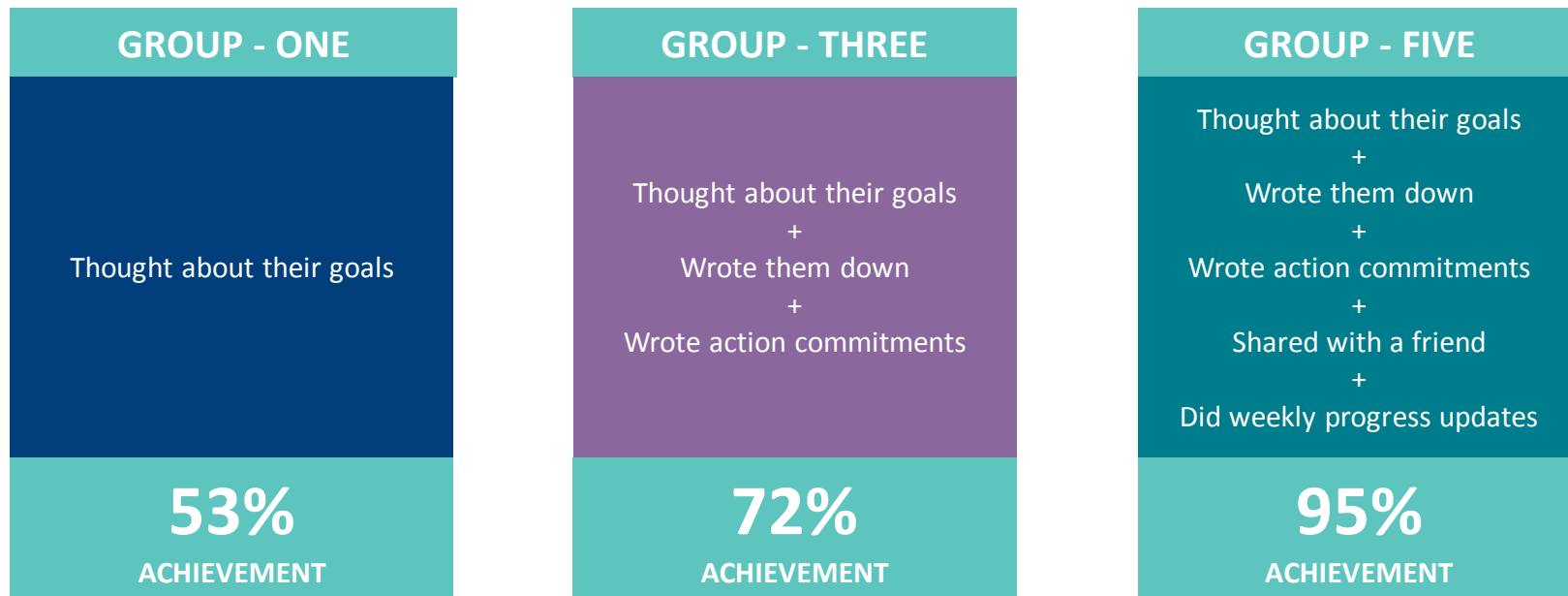


THE JOURNEY – THE PLAN AND GOALS



GOAL SETTING

Dominican University research by Professor Gail Mathews



<https://www.dominican.edu/sites/default/files/2020-02/gailmatthews-harvard-goals-researchsummary.pdf>

DREAMING AND DOING



My VALUES

In this exercise, identify your own personal Values by thinking about the 'ideal and real you'. From the list below circle 10 Values that resonate with you most.

Abundance	Clarity	Discipline	Freedom	Integrity	Peace	Significance
Accountability	Comfort	Diversity	Friendship	Intelligence	Perfection	Simplicity
Achievement	Community	Education	Fulfillment	Intimacy	Persistence	Spirituality
Action	Competence	Effectiveness	Fun	Kindness	Philanthropy	Spontaneity
Adventure	Competition	Empathy	Gratitude	Knowledge	Play	Stability
Ambition	Connection	Energy	Growth	Leadership	Pleasure	Status
Autonomy	Contribution	Enthusiasm	Happiness	Legacy	Power	Strength
Awareness	Control	Environment	Harmony	Livelihood	Privacy	Success
Balance	Cooperation	Ethics	Health	Love	Recognition	Teamwork
Beauty	Courage	Excellence	Helping Others	Loyalty	Relationships	Tradition
Being the Best	Creativity	Excitement	Honesty	Meaningful Work	Religion	Truth
Calmness	Curiosity	Faith	Honour	Money	Respect	Vigour
Challenges	Decisiveness	Fame	Humility	Nature	Safety	Vitality
Change	Determination	Family	Independence	Order	Security	Wealth
Cheerfulness	Development	Flexibility	Inspiration	Passion	Service	Work Ethic

live THE dream.

© 2022 Global Retirement Inspiration Ltd. All Rights Reserved.

Tip: 3 VALUES
TO FOCUS ON IN THE
NEXT 12 MONTHS



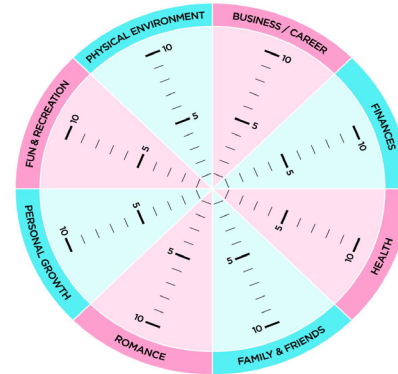
My WHEEL of LIFE

How happy are you?

There are 8 sections in the Wheel of Life that represent different aspects of your life. Rate your satisfaction with each section, 1 = least satisfied and 10 = most satisfied.

Draw a line to connect the dots between each rating. The new perimeter represents your Wheel of Life. Have a look at your Wheel. If this were a real wheel, how bumpy a ride would it be? How balanced is your life?

What are the top 3 areas you would like to focus on in the next 12 months?



Tip: 3 AREAS
TO FOCUS ON IN THE
NEXT 12 MONTHS

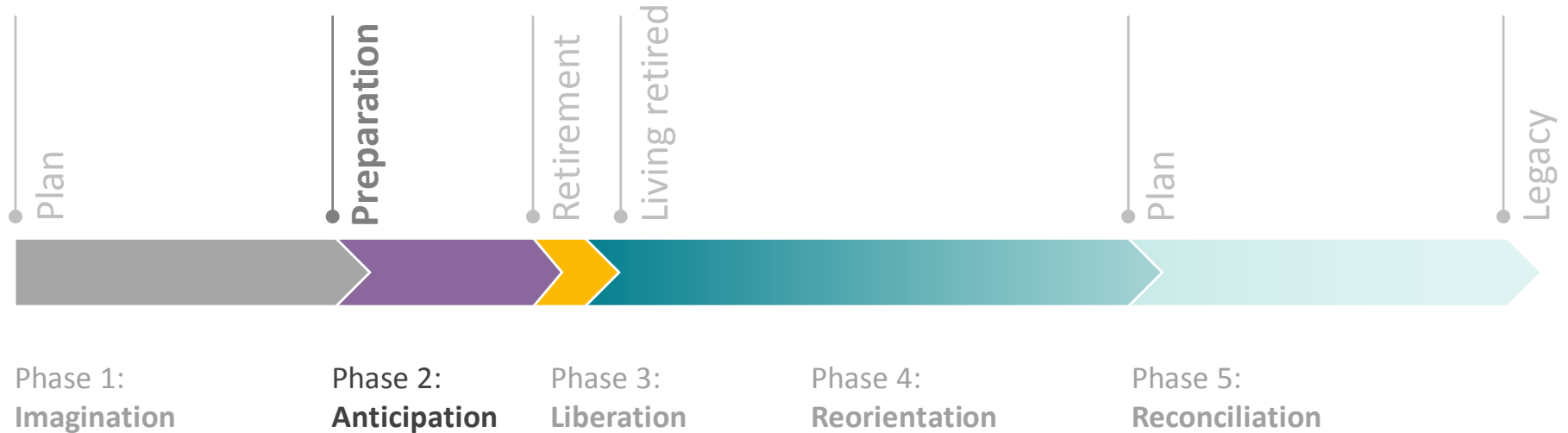


live THE dream.

© 2022 Global Retirement Inspiration Ltd. All Rights Reserved.

Source: InspirationCafe Life Designing and Career Designing - Financial Planners Aug 2021

THE JOURNEY - PREPARATION



THE JOURNEY - LIBERATION





21% of
retirees
said...

**fear of market
swings** that cause
losses can **keep**
them awake a
night.

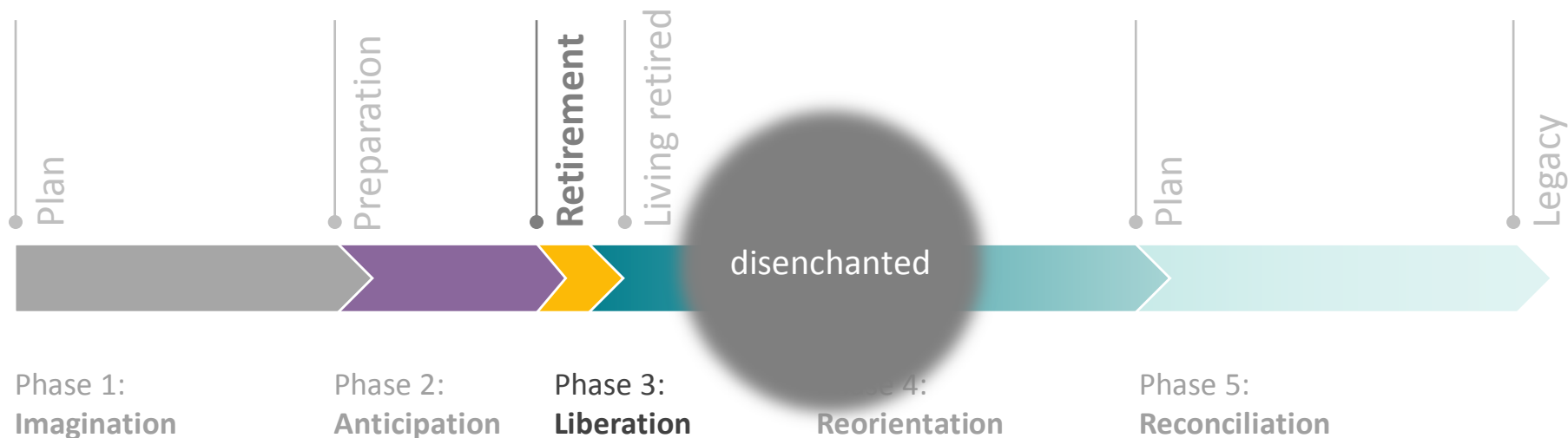
Source: NEXT CHAPTER Research - Based on an Allianz Retire+ survey in 2019 of 702 current and prospective retirees across Australia.

POLL

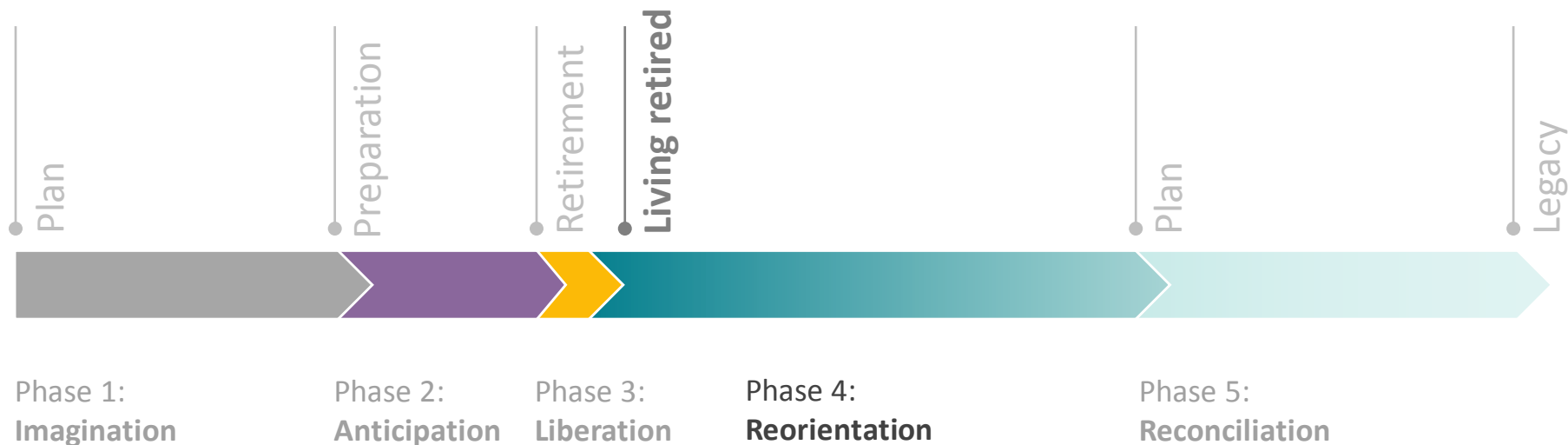
Do you have any clients that: (multiple answers allowed)

- A) deferred retirement in the last 12 months**
- B) retired early by choice in the last 12 months**
- C) have been forced to retire in the last 12 months**
- D) will be retiring as planned the in next 12 months**

THE JOURNEY – LIBERATED AND DISENCHANTED



THE JOURNEY - REORIENTATION



MANAGING RISKS

Clients prioritised managing five key risks when making their retirement income plan.

65% health risks (unforeseen medical expenses)

58% market risks (volatility, inflation, insufficient returns)

46% longevity risk

42% political risk (policy changes, tax rates)

39% personal/household risk (other non-health-related expenses)



Investors are most concerned at the beginning of their retirement journey.

Source: Managing Misbehaviour: Rational Choice in an Uncertain Retirement - Behavioral Insights | Aug 2021 - PIMCO

LIFE EXPECTANCY

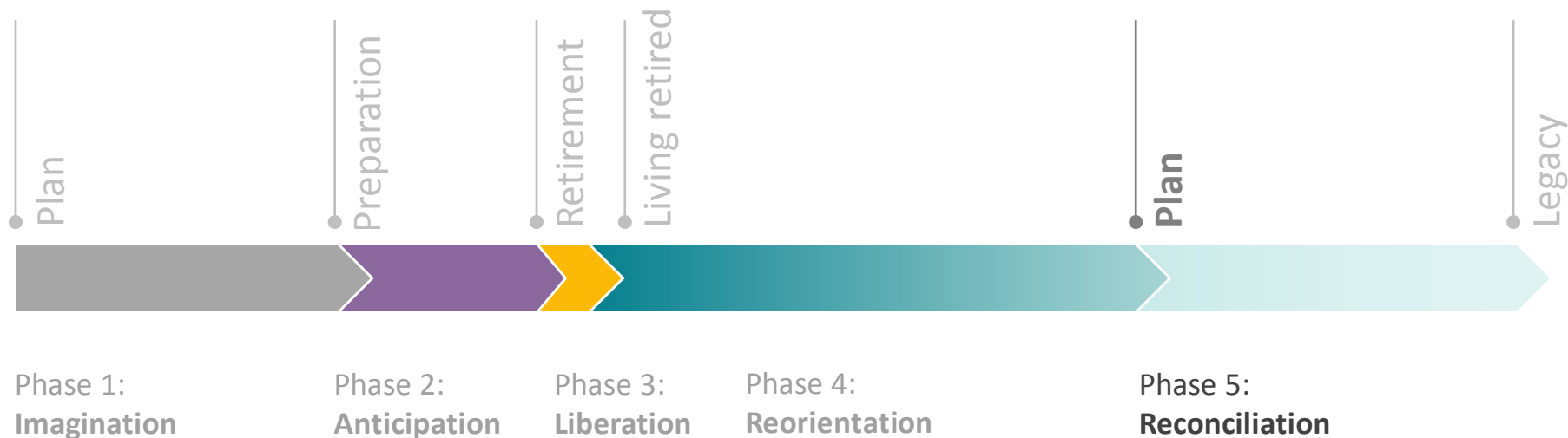
If you have a **65 year old couple**, there is more than a **1 in 3 chance** that **one of them** will be **alive at age 95**.

The average life expectancy for a **65 year old is 85 years for males** and **87 years for females**, but average is not what we should be planning for.

(1 Australian Life Tables 2015-17, www.aga.gov.au/publications/life_table_2015-17)

2 Assumes 25 year improvement mortality rate, four years of mortality improvements and future mortality improvements.)

THE JOURNEY - RECONCILIATION



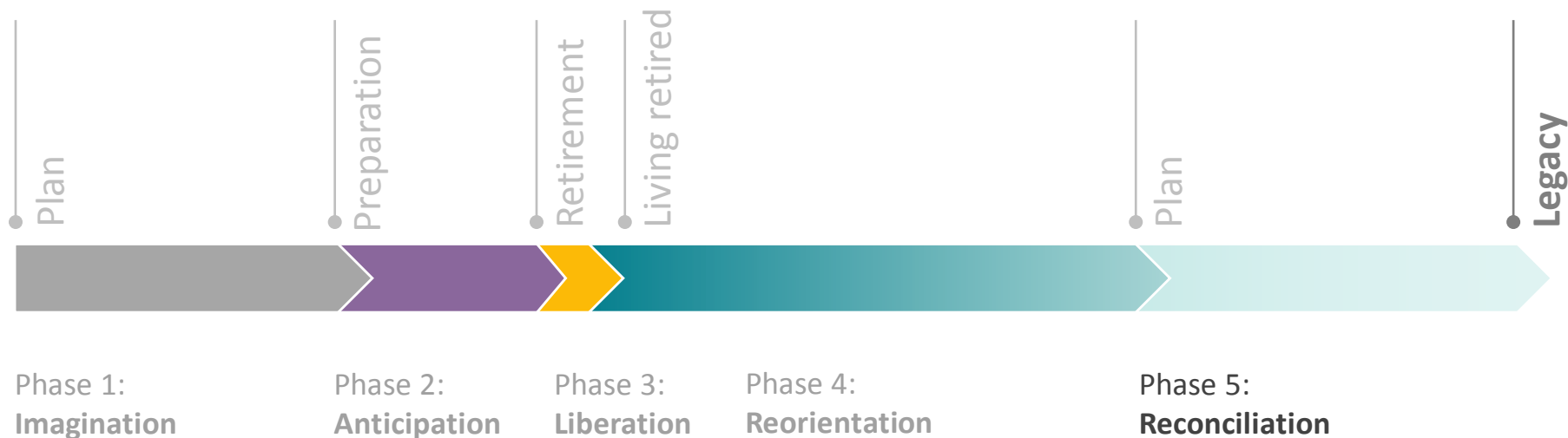


99% of
retirees
said...

**maintaining
independence and
staying in the
home** is the thing
they **value most in
retirement.**

Source: NEXT CHAPTER Research - Based on an Allianz Retire+ survey in 2019 of 702 current and prospective retirees across Australia.

THE JOURNEY - LEGACY



VALUE OF ADVICE

VALUE OF ADVICE

Advisers can play a crucial role at critical junctures in a retiree's life, improving resilience and wellbeing by considering broader circumstances in conjunction with financial outcomes.

HOLISTIC ADVICE

Awareness of phases and challenges retirees face, drawing on the expertise of specialists plays a critical role in addressing long-term interest of the client.

RETIREMENT IS DIFFERENT

Decumulation requires retirement specific frameworks for decision making, planning, investment strategies and product solutions to address unique risks and needs.



Thank you

DISCLAIMER

This material is issued by Allianz Australia Life Insurance Limited, ABN 27 076 033 782, AFSL 296559 (**Allianz Retire+**). Allianz Retire+ is a registered business name of Allianz Australia Life Insurance Limited.

This information is current as at **8 September 2021** unless otherwise specified. This information has been prepared specifically for authorised financial advisers in Australia, and is not intended for retail investors. It does not take account of any person's objectives, financial situation or needs. Before acting on anything contained in this material, you should consider the appropriateness of the information received, having regard to your objectives, financial situation and needs. Past performance is not a reliable indicator of future performance.

No person should rely on the content of this material or act on the basis of anything stated in this material. Allianz Retire+ and its related entities, agents or employees do not accept any liability for any loss arising whether directly or indirectly from any use of this material.

PIMCO provides investment management and other support services to Allianz Australia Life Insurance Limited but is not responsible for the performance of any Allianz Retire+ product, or any other product or service promoted or supplied by Allianz. Use of the POWERED BY PIMCO trade mark, or any other use of the PIMCO name, is not a recommendation of any particular security, strategy or investment product.

The opinions expressed in this video are solely those of the people filmed, and do not represent the views of Allianz Retire+.

Allianz Retire+

POWERED BY PIMCO

allianzretireplus.com.au