

# Economic Snapshot: US Economy Sept 2025

Current information as of 6 AM today.

Disclosure: Things may be different by 5 pm.



# Navigate the Now: Economic Clarity in Uncertain Times

Insights

Impact

Immediate Action

# Opening

What economic issues are currently impacting your business or your decisions?

At your table, please take 3 minutes to:

- Share current pain points/worries
- Discuss common concerns
- Choose someone to share concerns with the group



# GDP



**The economy is okay (highly technical term here)**

$$\text{GDP} = C + I + G + (X - M)$$

**2024 = \$29 Trillion 2.8% increase**

**2025 = 1.6%**

**2026 = 1.5%**

**Strong on consumer spending, exports, and  
govt spending**

# AMERICA'S \$29T Economy BY STATE



\*U.S. military and federal civilian economic activity abroad.



Source: U.S. Bureau of Economic Analysis

Data as of Q3 2024.





# Economic Growth: Resilient Recovery?

1.6% 2025 GDP Growth

1.5% 2026 GDP Growth

Projected annual economic expansion

3.1% Pre-Pandemic Average

(2015-2019 historical benchmark)



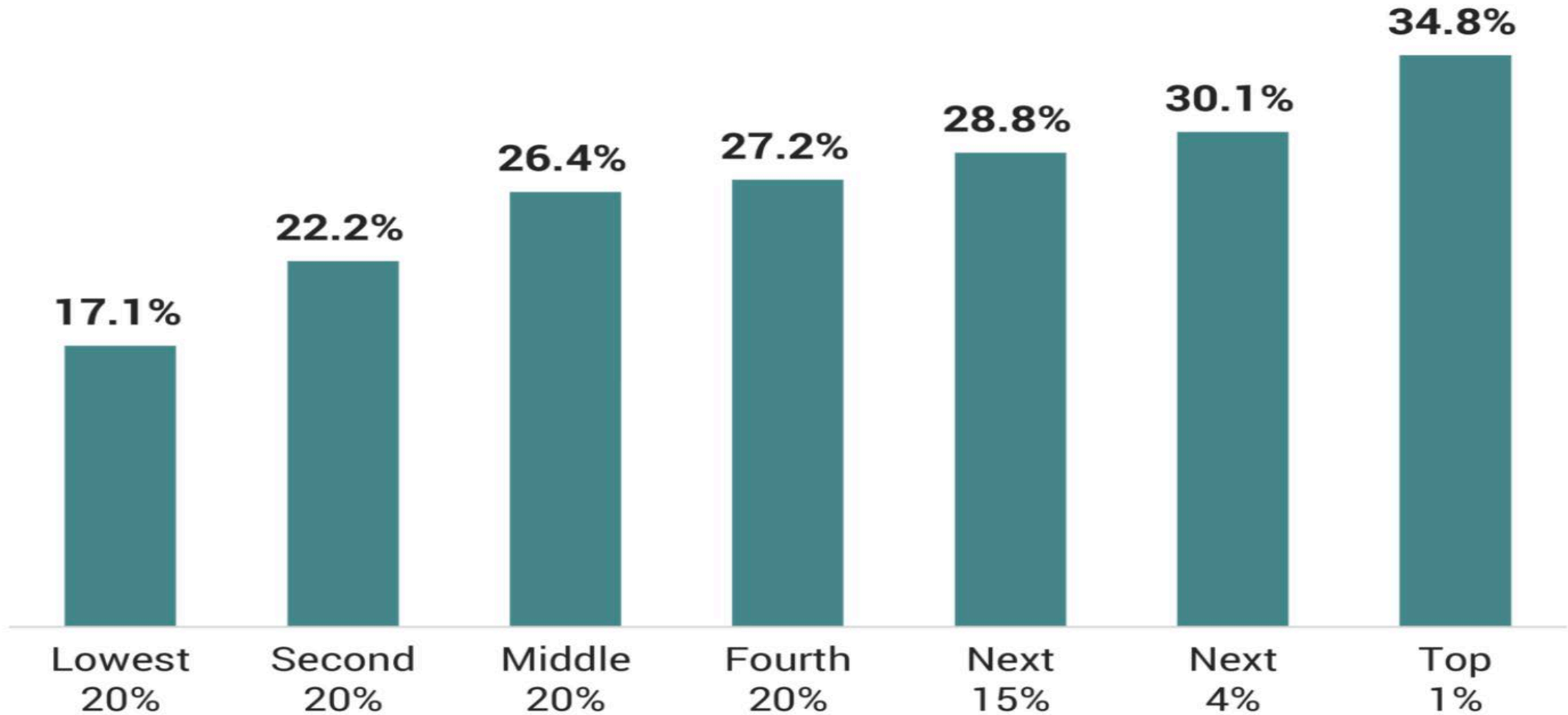
# Taxes





FIGURE 2

## Total Federal, State & Local Effective Tax Rates in 2024




Source: Institute on Taxation and Economic Policy (ITEP) Tax Model, April 2024



# Fiscal Policy





# Monetary Policy

4.33%



# Federal Reserve Policy: Rate Cuts Ahead

- 1 — Current Policy  
Fed holds cautious stance
- 2 — July 2025  
No rate cut
- 3 — September 2025

Fed balancing sticky inflation  
concerns against slowing growth  
metrics

The background of the image is a light blue-grey color, populated with numerous 3D-style arrows pointing upwards and to the right. The arrows are in various colors: orange, blue, teal, grey, and red. Interspersed among the arrows are several white percentage symbols (%).

# Mortgage Rates

6.88% for 30 yr

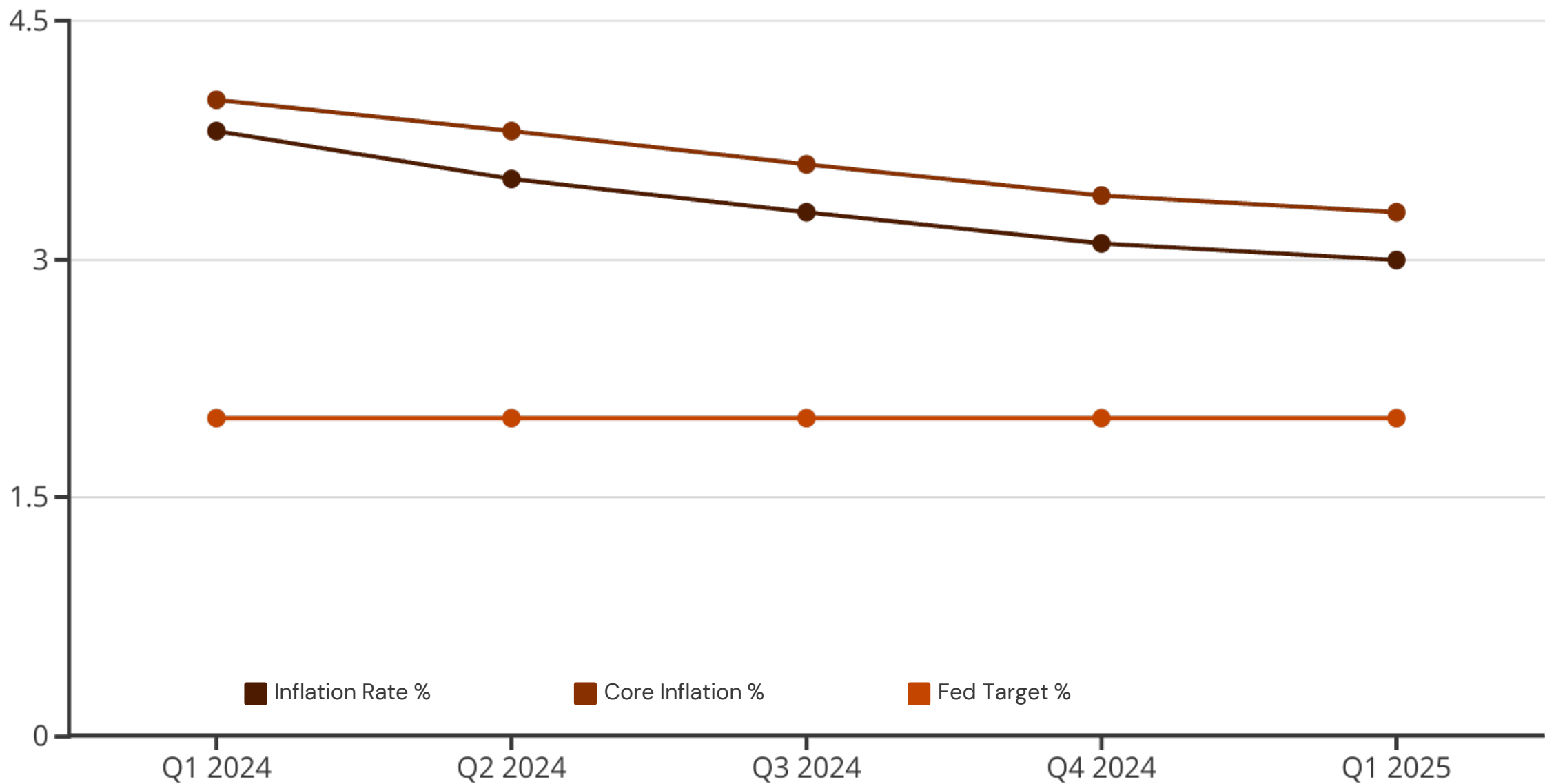
6.20% for 15 yr

The background of the image is a blurred, light blue-toned photograph of financial tools and documents. In the upper left, a portion of a calculator is visible with keys for '3', '6', '9', '1', and '+'. A silver pen with a black, perforated grip lies diagonally across the middle right. Below the pen, there are financial charts: a line graph with multiple peaks and troughs, and a bar chart with several vertical bars of increasing height. At the bottom, a document with numerical data is partially visible, including the numbers '133', '720', '2,251', and '288'.

Inflation  
2.9% Aug 25

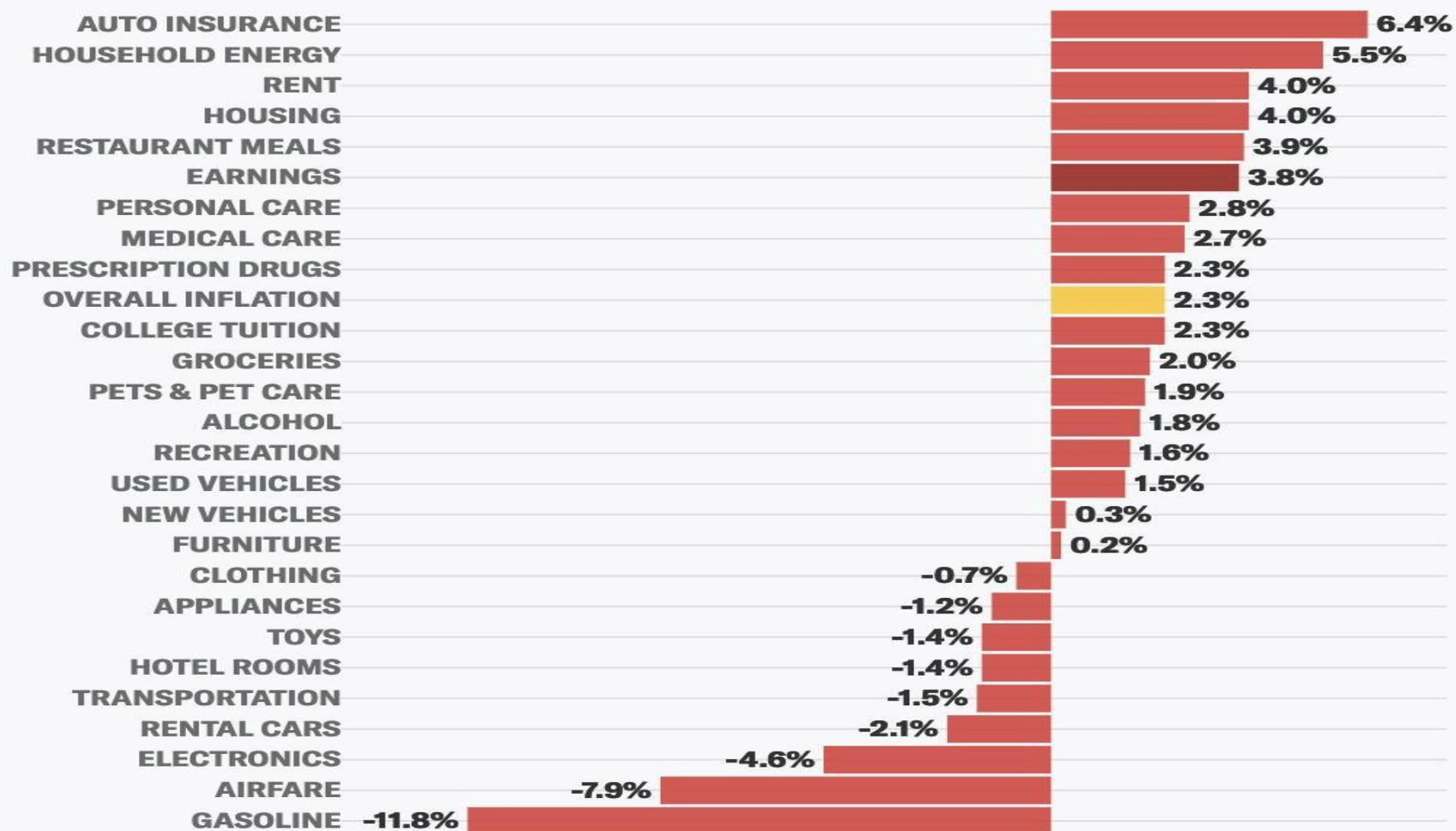


# Inflation: Gradual Decline, but Still Elevated



# WHERE INFLATION IS... AND ISN'T

12-month change in the price of:



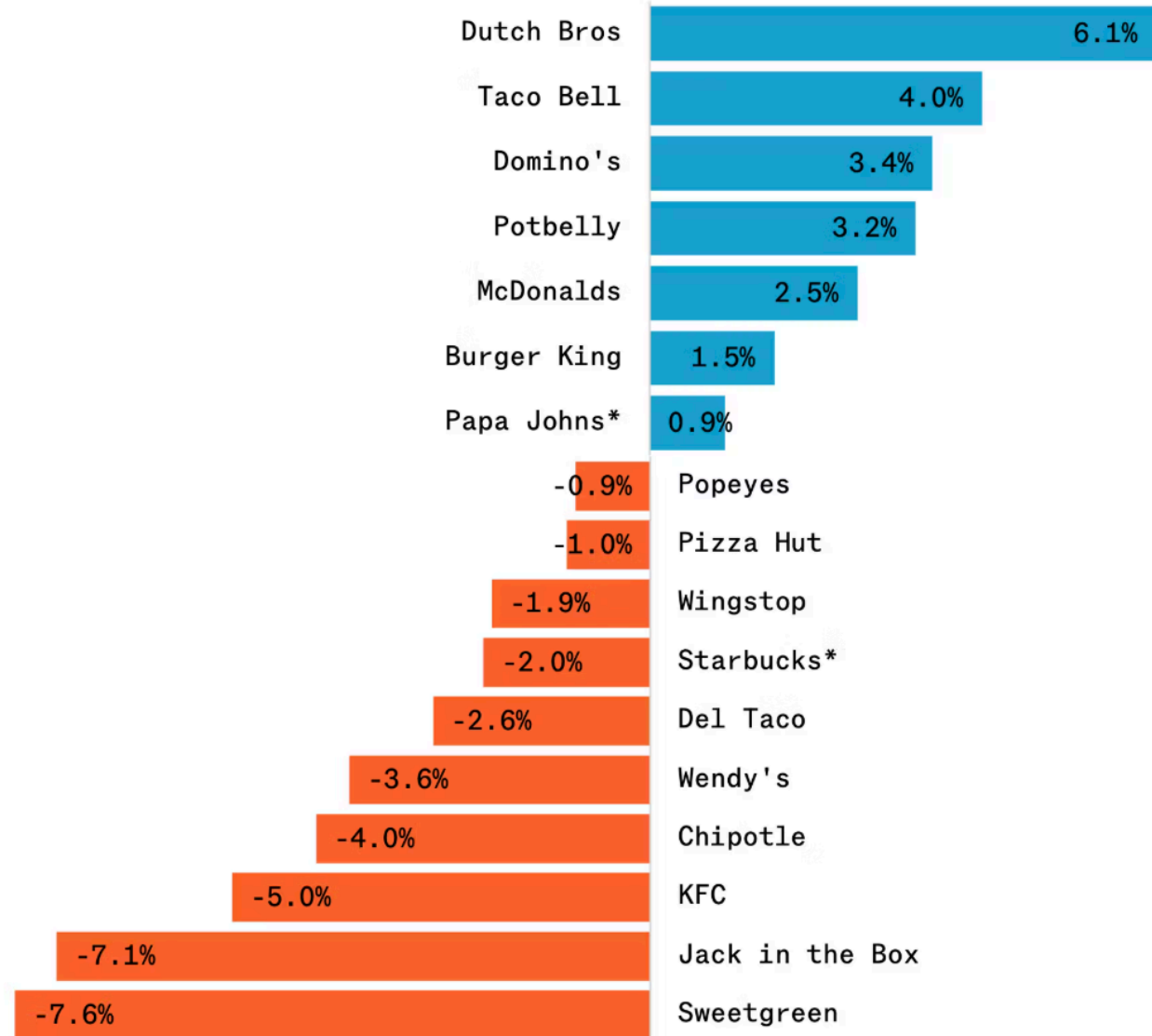
SOURCE: BUREAU OF LABOR STATISTICS. DATA AS  
OF APRIL 2025

**yahoo!finance**



# Q2 2025 Wrapped: Fast Food Restaurants

Same Store Sales, By Chain [% , latest quarter, US, year-on-year]







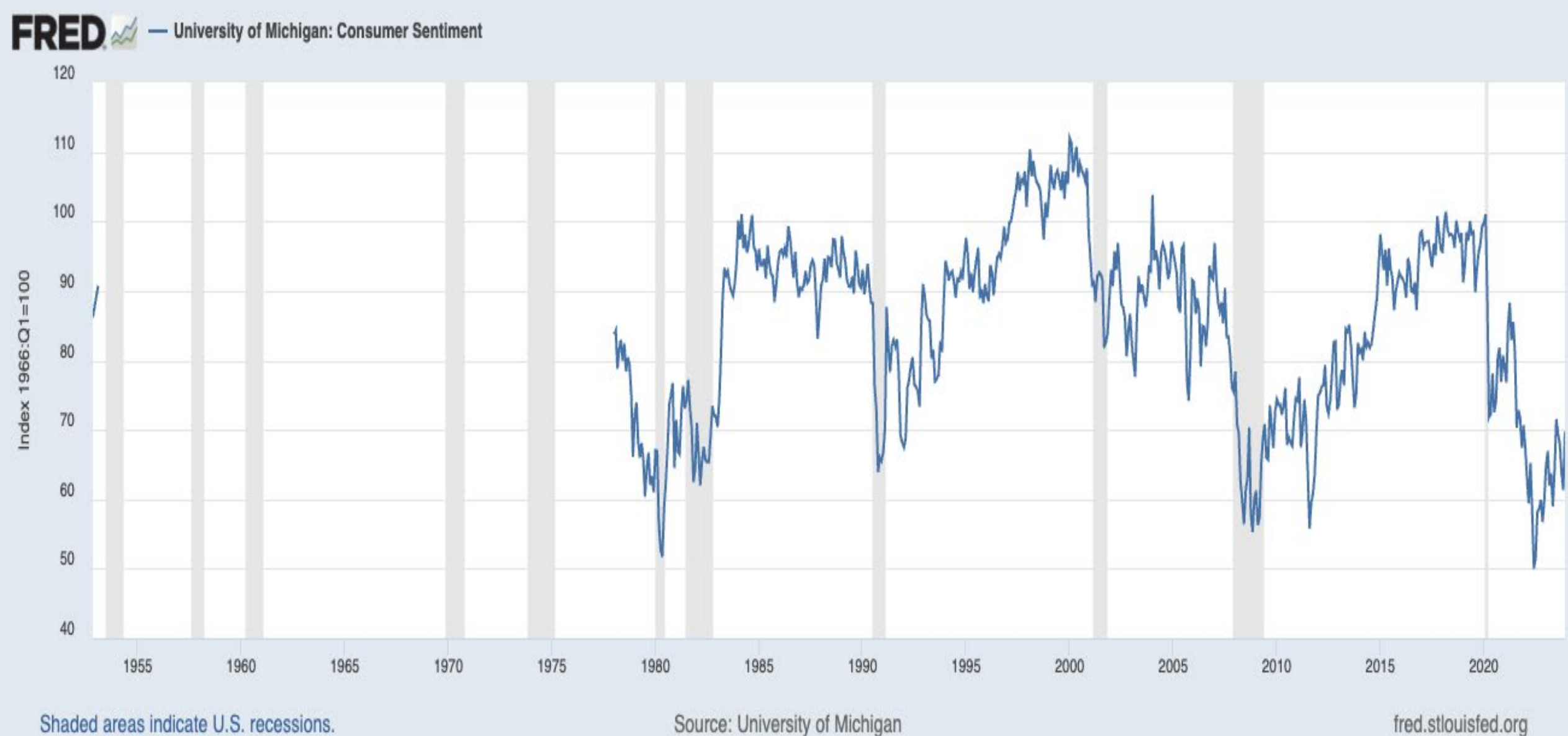
# Consumer Confidence

BEANTRAGEN  
UND AKTIVIERE

FAMILY  
CARD

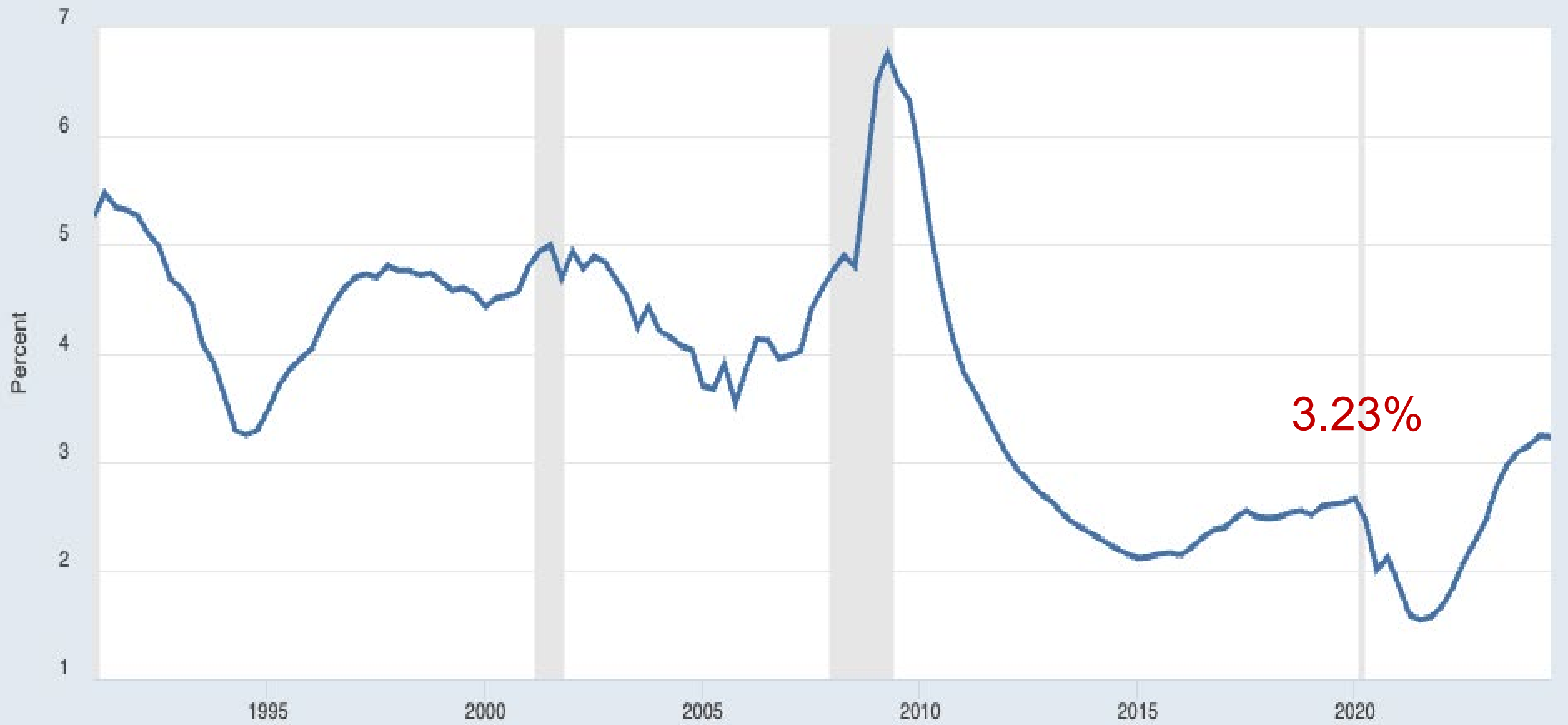


Fell to lowest of all time July 2022 at 51.5. Now at 55.4 (Sept 2025).



# Credit Cards





A blue-tinted background image featuring a calculator on the left, a pen on the right, and various financial charts and graphs, including a line graph and a bar chart, overlaid on a document.

Saving  
Habits  
\$5,300



A composite image with a light blue tint. In the background, there is a calculator on the left, a silver and black pen on the right, and various financial charts including line graphs and a bar chart. A dark blue rectangular box is positioned in the lower-left foreground, containing the text 'Retirement Savings' in white serif font.

# Retirement Savings



# How much do you need to retire?

Average American says they need:

- a. \$500,000
- b. \$500,000 - \$1 Million
- c. \$1 Million - \$2 Million
- d. \$2 Million - \$5 Million
- e. More than \$5 Million

-Northwestern Mutual Survey

-Charles Schwab

# How much do you need to retire?

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- a. \$500,000
- b. \$500,000 - \$1 Million
- c. **\$1 Million - \$2 Million**
- d. \$2 Million - \$5 Million
- e. More than \$5 Million

-Northwestern Mutual Survey  
\$1.46 Million

-Charles Schwab \$1.8 Million

# How much does the average American ACTUALLY HAVE for retirement?

Under 35: \$49,130

35-44: \$141,520

45-54: \$313,220

55-64: \$537,560

65-74: \$609,230

75 and older: \$462,410

-Northwestern Mutual



## Average Retirement Savings by Age Group

**\$49K**  
**Under 35**  
Median is only \$18,880

**\$142K**  
**Ages 35-44**  
Median at \$45,000

**\$313K**  
**Ages 45-54**  
Median is \$115,000

**\$538K**  
**Ages 55-64**  
Median of \$185,000

The substantial difference between average and median values indicates significant inequality in retirement preparedness.



An aerial, high-angle photograph of a densely packed urban area, likely a city center. The image is split diagonally by a dark grey band. On the left side, the buildings are more varied in color, including some with orange and blue facades. On the right side, the buildings are predominantly white and grey, with some orange accents. The buildings are very close together, creating a complex, textured pattern of vertical lines and flat roofs. Some buildings have visible balconies and windows. The overall impression is one of extreme urban density and high-rise living.

# Housing



# Housing

In the U.S. **housing costs** are the largest monthly expense for most.

**High mortgage rates** make it tough for renters to buy.

**Owners** have high insurance rates, higher property taxes, and higher maintenance costs.



# Housing Market Conditions



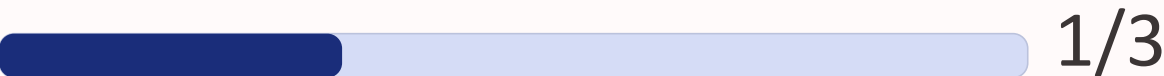
## Average Mortgage Rate

30-year fixed rates remain significantly above 2020-21 lows



## Home Price Appreciation

Year-over-year price growth slow but positive



## Pre-Pandemic Inventory

Available homes for sale still well below historical norms

## Regional Variation

Florida and Sunbelt states continue to outperform national averages. Migration trends support increased demand.

Affordability a significant challenge in most markets

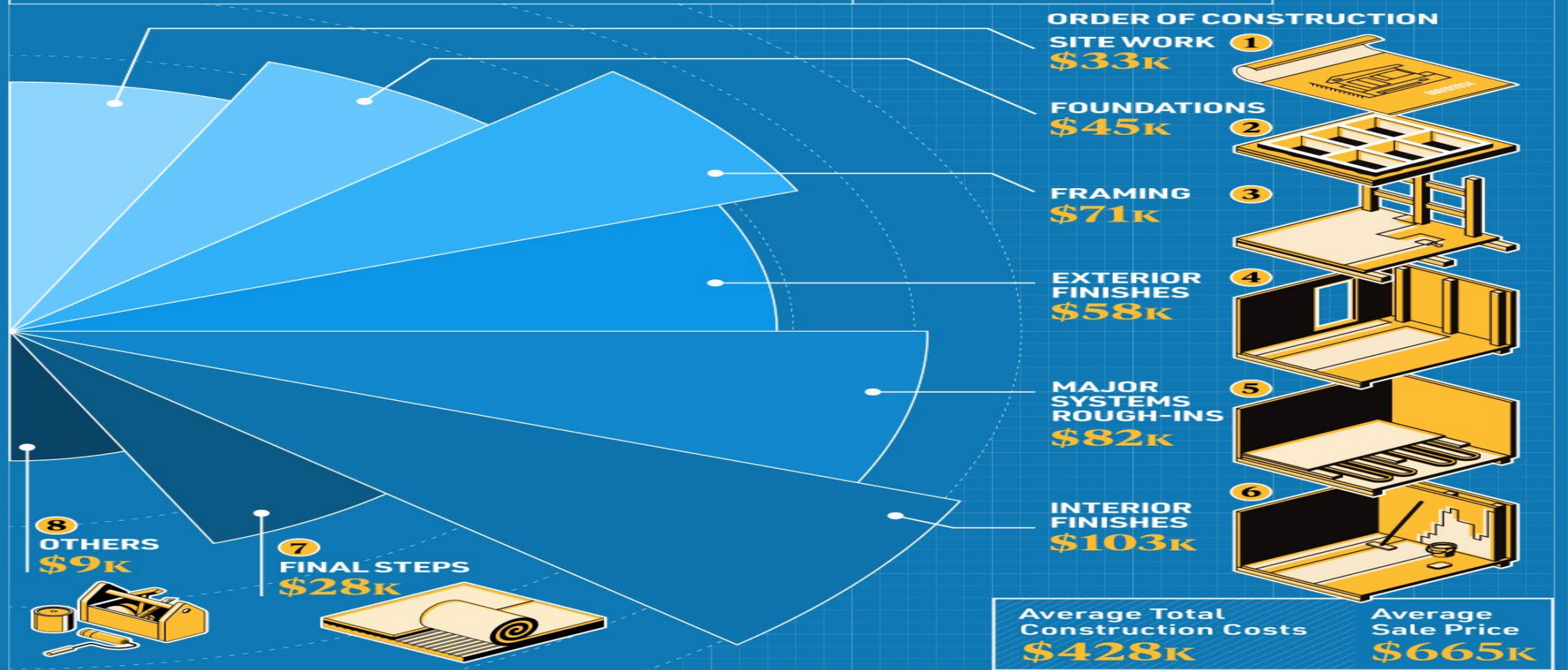
New construction recovering but still below household formation rates



# THE COST OF BUILDING A HOME

IN THE U.S.

Construction Costs  
of Average New  
Single-Family  
Home in 2024



Source: National Association of Home Builders

Figures rounded, may not add to 100%





Shaded areas indicate U.S. recessions.

Source: U.S. Census Bureau

[fred.stlouisfed.org](https://fred.stlouisfed.org)



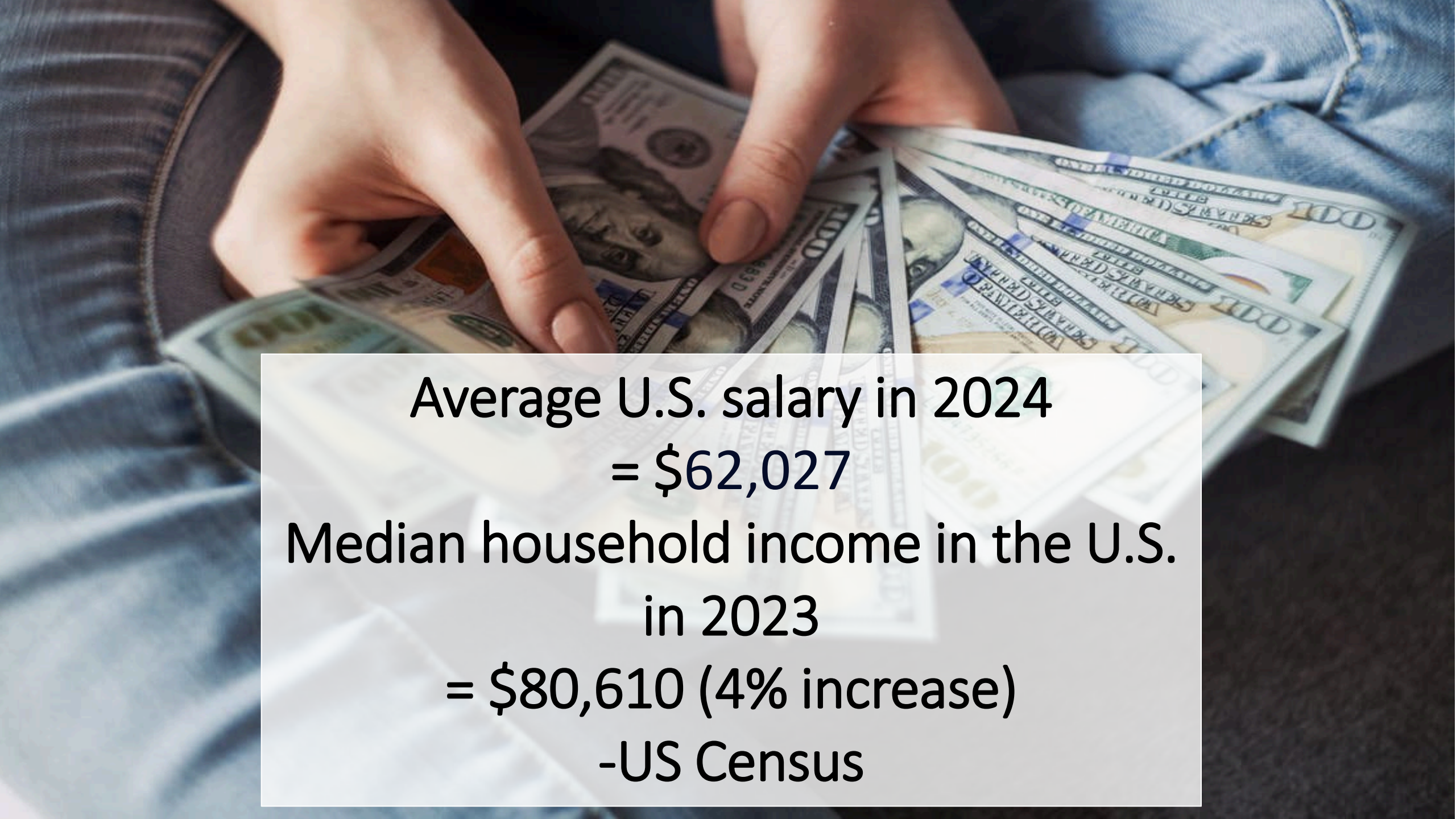
# Jobs





# Wages and Salaries

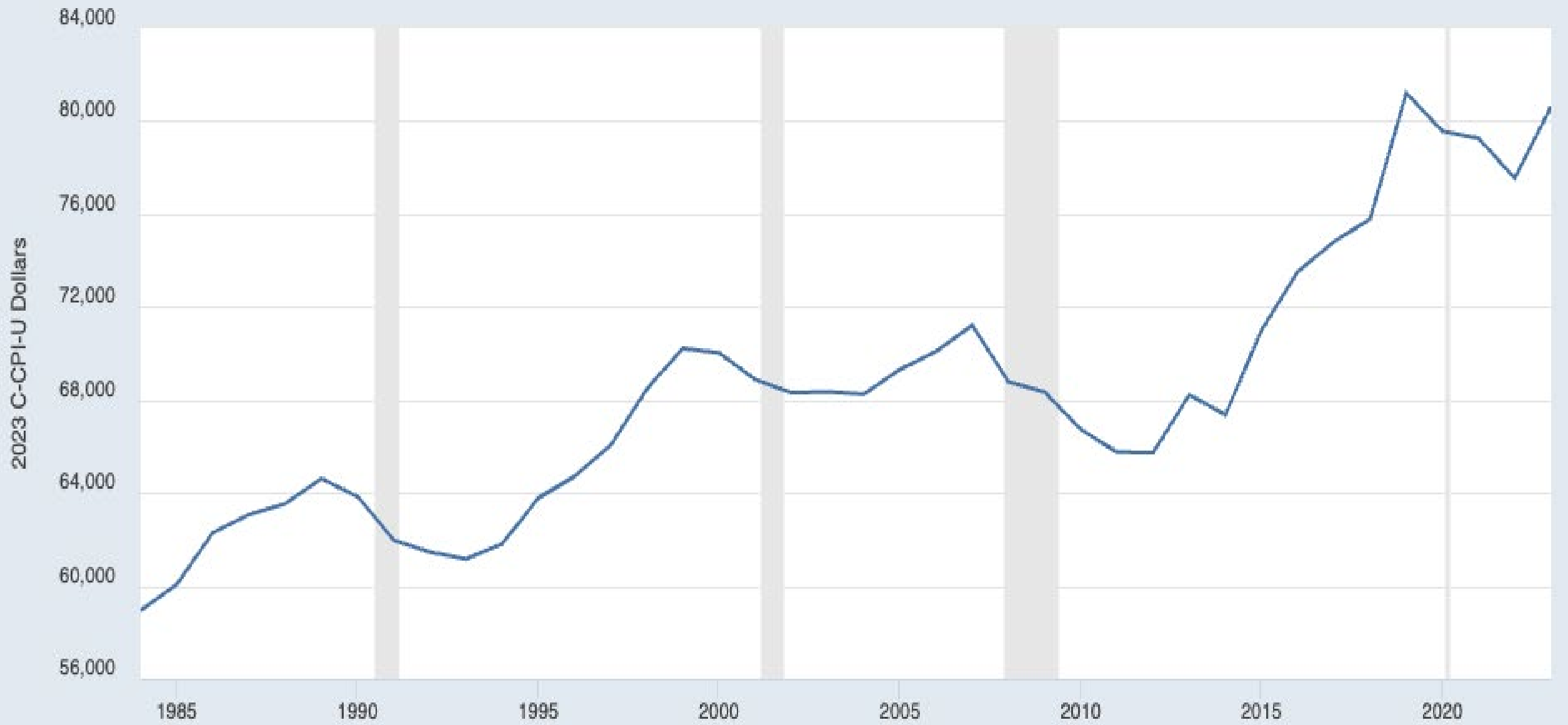




Average U.S. salary in 2024  
= \$62,027

Median household income in the U.S.  
in 2023

= \$80,610 (4% increase)  
-US Census





77%  
of employees  
worry that AI  
will take jobs



Forbes 2024







# How AI Ready Is Your Organization?





# Investments





# S & P 500

**2022=19.44%/2023=+24.23%/2024=+25.97%/2025=12.98%**



# 2022 DJIA -

8.78%/2023=+12.9%/2024=+12.88%/2025=7.73%



# NASDAQ

2022=33.10%/2023=+43.4%/2024=+24.88%/2025=14.66%





# National Debt





A million seconds is about 12 days.

A billion seconds is half a lifetime (a bit under 32 years).

A trillion seconds is more than all of recorded history (a bit under 32,000 years).





# US Debt Clock.org

[State Debt Clocks](#)[World Debt Clocks](#)[Time Machine](#)

OPEN

CLOSE

Secret Window

## US NATIONAL DEBT

**\$37,484,697,883,142**

DEBT PER CITIZEN

**\$109,166**

DEBT PER TAXPAYER

**\$324,123**

US FEDERAL SPENDING (OFFICIAL)

**\$7,380,736,099,418**

US FEDERAL BUDGET DEFICIT (OFFICIAL)

**\$1,903,735,555,431**

D.O.G.E. CLOCK

**\$634,540,591,840**

SAVINGS PER TAXPAYER

**\$5,649**

US FEDERAL DEBT TO GDP RATIO

1960 • **52.41%** 1980 • **34.67%** 2000 • **56.20%** NOW • **123.86%**

US FEDERAL TAX REVENUE

**\$5,477,000,543,986**

REVENUE PER CITIZEN

**\$16,052**

INCOME TAX REVENUE

**\$2,777,280,447,668**

PAYROLL TAX REVENUE

**\$1,731,399,736,244**

EXCISE TAX

**\$196,374,287,419**

CHARITABLE DONATIONS

**\$577,535,862,058**

TOTAL STATE REVENUE

**\$2,713,692,116,109**

TOTAL LOCAL REVENUE

**\$2,071,877,446,872**

CORPORATE TAX REVENUE

**\$496,746,850,694**

FUTURE TARIFF TAX REVENUE

**\$673,117,959,085**

ESTATE &amp; GIFT TAX

**\$31,036,645,331**

PER ADULT

**\$2,187**

STATE DEBT

**\$1,076,960,863,657**

DEBT PER CITIZEN

**\$3,156**

LOCAL DEBT

**\$2,117,572,997,970**

DEBT PER CITIZEN

**\$6,206**

MUNICIPAL EMPLOYEES

**20,926,463**

AVERAGE SALARY

**\$71,991**

US GROSS DOMESTIC PRODUCT

**\$30,268,634,211,444**

TOTAL WORKER COMPENSATION

**\$15,819,350,721,207**

TOTAL FEDERAL/STATE/LOCAL SPENDING

**\$12,583,630,560,944**

TOTAL DEBT TO GDP RATIO

**134.42%**

REVENUE TO GDP RATIO

**33.93%**

SPENDING TO GDP RATIO

**41.59%**

## Largest Budget Items

MEDICARE/MEDICAID

**\$1,700,766,035,345**

SOCIAL SECURITY

**\$1,541,630,631,509**

DEFENSE/WAR

**\$927,070,123,133**

INTEREST ON DEBT (NET)

**\$1,047,436,364,807**

## Unfunded Debt/Interest

US TOTAL DEBT

**\$104,465,207,949,314**

US TOTAL INTEREST PAID

**\$5,551,807,933,159**

CREDIT CARD DEBT

**\$1,283,753,126,170**

PER HOLDER

**\$8,048**

DeFi Bankless Future

USA FEDERAL INTEREST SAVINGS PER YEAR

**\$1,047,436,363,912**

SAVINGS PER ADULT

**\$9,325**

USA TOTAL INTEREST SAVINGS PER YEAR

**\$4,466,627,139,315**

SAVINGS PER ADULT

**\$39,766**

## Money Creation

FUTURE USA TREASURY DOLLARS

**\$1,690,718,441,878**

US M2 MONEY SUPPLY NOW

**\$22,164,865,527,180**

CURRENCY AND CREDIT DERIVATIVES NOW

**\$722,576,888,145,357**

## National Security

US DEBT HELD BY FOREIGN COUNTRIES

**\$9,392,530,728,769**

US TRADE DEFICIT

**\$1,402,252,615,473**

US TRADE DEFICIT - CHINA

**\$291,639,083,169**

US IMPORTED OIL

**\$187,622,603,193**

BORDER ENCOUNTERS 2024

**1,771,375**

BORDER ENCOUNTERS 2025

**71,422**

CHANGE

**↓ 95.97%**

TOTAL SAVINGS PER YEAR

**\$34,267,931,074**

SAVINGS PER TAXPAYER

**\$305.08**

US POPULATION

**342,213,040**

US INCOME TAXPAYERS

**113,248,640**

PRIVATE SECTOR JOBS

**130,397,350**

US SELF-EMPLOYED

**9,042,515**

US UNION WORKERS

**15,772,366**

GOVERNMENT EMPLOYEES

**24,311,120**

MANUFACTURING JOBS NOW

**12,712,254**

MANUFACTURING JOBS 2000 \*

**17,155,962**

US RETIREES

**61,754,078**

US DISABLED

**8,144,208**

US WORKFORCE NOW

**163,352,335**

US WORKFORCE 2000 \*

**164,293,308**

NOT IN LABOR FORCE NOW

**103,849,371**

NOT IN LABOR FORCE 2000 \*

**83,859,158**

MEDIAN INCOME NOW

**\$48,595**

MEDIAN INCOME 2000 \*

**\$31,998**

US BANKRUPTCIES

**541,201**

US FORECLOSURES

**91,785**

MEDICARE ENROLLEES

**65,312,434**

MEDICAID RECIPIENTS

**88,905,090**

OFFICIAL UNEMPLOYED

**7,265,571**

ACTUAL UNEMPLOYED

**14,603,767**

FULL-TIME WORKERS

**134,992,166**

PART-TIME WORKERS

**28,032,586**

MEDIAN NEW HOME NOW

**\$404,549**

MEDIAN NEW HOME 2000

**\$166,691**

LIVING IN POVERTY

**37,316,291**

WITHOUT INSURANCE

**27,057,735**

US MILLIONAIRES

**23,736,490**

FOOD STAMP RECIPIENTS

**42,217,640**

TOP 1% WEALTH

**\$19,614,649**

BOTTOM 50% WEALTH

**\$34,326**

HEALTHCARE COST NOW

**\$15,767**

HEALTHCARE COST 2000

**\$5,487**

COLLEGE TUITION NOW

**\$27,610**

COLLEGE TUITION 2000

**\$10,817**

AVERAGE NEW CAR NOW

**\$47,964**

AVERAGE NEW CAR 2000

**\$22,471**

US HOMELESS

**724,882**

US DRUG DEATHS

**118,026**

US HOMELESS

**724,882**

US DRUG DEATHS

**118,026**

TOP 1% WEALTH

**\$19,614,649**

BOTTOM 50% WEALTH

**\$34,326**

OIL TO SOLAR RATIO NOW

**\$ = 268.78 WATTS**

OIL TO SOLAR RATIO 2000

**\$ = 4.71 WATTS**

DOLLAR TO SILVER RATIO NOW

**\$1,222 PER OUNCE**

DOLLAR TO SILVER RATIO 1913

**\$2.70 PER OUNCE**

DOLLAR TO GOLD RATIO NOW

**\$9,686 PER OUNCE**

DOLLAR TO GOLD RATIO 1913

**\$26.51 PER OUNCE**

PAPER TO SILVER RATIO NOW

**361.00 TO 1**

PAPER TO GOLD RATIO NOW

**137.64 TO 1**

DOLLAR TO CRYPTO RATIO NOW

**\$5.94 TO \$1**

DOLLAR TO CRYPTO RATIO 2013

**\$9,424 TO \$1**

DOLLAR LOSS IN VALUE

**1913 TO NOW ↓ 96.23%**

DOLLAR GAIN IN VALUE

**TEN YEARS ↑ 34.44%**

DOLLAR SUPPLY ADDED NOW

**\$1,013,698,795,458**

DOLLAR SUPPLY ADDED 1913

**\$653,644,164**

DOLLAR TO SILVER RATIO 5 YR

**\$1,556 PER OUNCE**

DOLLAR TO SILVER RATIO 10 YR

**\$1,120 PER OUNCE**

DOLLAR TO GOLD RATIO 5 YR

**\$12,583 PER OUNCE**

DOLLAR TO GOLD RATIO 10 YR

**\$9,316 PER OUNCE**

DOLLAR TO CRYPTO RATIO 2013

**\$9,424 TO \$1**

DOLLAR TO CRYPTO RATIO 2013

**\$9,424 TO \$1**

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# US NATIONAL DEBT

**\$37,484,698,444,204**

DEBT PER CITIZEN

**\$109,166**

DEBT PER TAXPAYER

**\$324,123**

US FEDERAL SPENDING (OFFICIAL)

**\$7,380,736,293,966**

US FEDERAL BUDGET DEFICIT (OFFICIAL)

**\$1,903,735,517,705**



**D.O.G.E. CLOCK**

**\$634,540,760,590**

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US FEDERAL DEBT TO GDP RATIO

1960•

**52.41%**

1980•

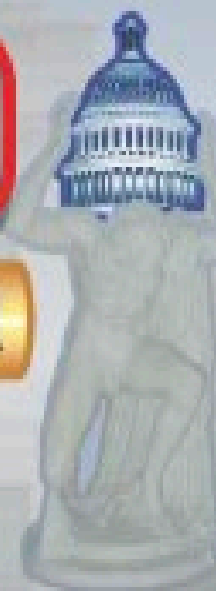
**34.67%**

2000•

**56.20%**

NOW•

**123.86%**



US RETIREES

61,754,112

US DISABLED

8,144,199

MEDICARE ENROLLEES

65,312,520

MEDICAID RECIPIENTS

88,905,265

US MILLIONAIRES

23,736,527

FOOD STAMP RECIPIENTS

42,217,664



# US Debt Clock.org

## STATE DEBT CLOCKS



STATE FLAG



STATE SEAL

## NORTH CAROLINA

POPULATION

10,983,663

UNEMPLOYED

195,757

FOOD STAMP RECIPIENTS

1,377,119

### STATE & LOCAL

GDP

\$768,537,638,182

DEBT

\$53,511,959,804

DEBT TO GDP RATIO

6.97%

IN-STATE REVENUE

\$93,878,944,723

SPENDING

\$130,454,221,097

DEBT PER CITIZEN

\$4,914



MORTGAGE/LOAN CALCULATOR



GOLD/PRECIOUS METALS



Get the iPhone App





# US Debt Clock.org

STATE DEBT CLOCKS

## SOUTH CAROLINA



STATE FLAG



STATE SEAL

POPULATION

5,468,993

UNEMPLOYED

112,821

FOOD STAMP RECIPIENTS

575,759

### STATE & LOCAL

GDP

\$314,593,464,284

DEBT

\$43,030,302,238

DEBT TO GDP RATIO

13.58%

IN-STATE REVENUE

\$37,885,326,786

SPENDING

\$67,278,945,992

DEBT PER CITIZEN

\$7,956




MORTGAGE/LOAN CALCULATOR



GOLD/PRECIOUS METALS



Get the iPhone App

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# World Economies

1. Who is #2?
2. Who is #3?



# Top 10 Countries by Nominal GDP

Country	Nominal GDP (in (in trillions)	PPP Adjusted GDP GDP (in trillions) trillions)	Annual Growth (%)	GDP Per Capita (in (in thousands)
United States	\$30.34	\$30.34	2.2	\$89.68
China	\$19.53	\$39.44	4.5	\$13.87
Germany	\$4.92	\$6.17	0.8	\$57.91
Japan	\$4.39	\$6.77	1.1	\$35.61
India	\$4.27	\$17.36	6.5	\$2.94
United Kingdom	\$3.73	\$4.42	1.5	\$54.28
France	\$3.28	\$4.49	1.1	\$49.53
Italy	\$2.46	\$3.69	0.8	\$41.71
Canada	\$2.33	\$2.69	2.4	\$55.89
Brazil	\$2.31	\$4.89	2.2	\$10.82



# China's Economic Power



-  **World's #2 Economy**  
Progressive economic opening over four decades
-  **Manufacturing Power**  
Key driver of national growth
-  **Export Leader**  
Industrial policy boosts domestic manufacturing
-  **4.5% Annual Growth**  
Outpaces most developed economies
-  **Key Challenges**  
Aging population, environmental issues, corruption, bad neighbor, they need to save face

China's factories provide low priced goods for American consumers and help US firms be profitable. China gets jobs and investment. China's spending power has grown.

US exports to China: \$143.5 Billion

China exports to US: \$438.5 Billion

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# World Economies Who is #11?



# Russia - #11 Economy

## Soviet Legacy

Russia has moved toward a more market-based economy over the 30 years since the collapse of the Soviet Union

## Government Control

Gov't ownership of and intervention in business

## Resource Dependency

As a leading exporter of oil and gas, as well as other minerals and metals, Russia's economy is highly sensitive to swings in world commodity prices

## Geopolitical Impact

In 2022, Russia launched an invasion against Ukraine, resulting in many sanctions and economic punishments that greatly hurt its economy.



# Trade







**IMPORT**

**TAXES**

**EXPORT**

**X**





# Overview of U.S. International Trade

**\$7T+**

**Annual Trade**

The total value of goods and services exchanged in 2022.

**2nd**

**Global Rank**

America's position in world trade, just behind China.

**200+**

**Trading Partners**

Countries and territories with U.S. trade relations.



# U.S. Exports: Key Partners and Products

## Top Export Destinations

Canada leads with \$356.5 billion in American exports.

Mexico follows at \$324.3 billion.

China ranks third at \$143.5 billion.

## Major Exported Products

America exports significant oil and natural gas.

Aerospace products represent high-value exports.

Pharmaceuticals continue as a growing sector.

April 2, 2025



**BEGUN THE TARIFF WARS HAVE**

How  
countries  
responded...

**TRADE TARIFFS ON CANADA?**



**NO POUTINE FOR YOU!!**



How  
manufacturers  
responded...

Temu just dropped their  
new Tariff Jeans



How the markets responded...



**Morning Brew**



@MorningBrew

Due to tariffs my 401k is now a 301k

How this  
economist  
responded...

The penguins buying up all  
the merch before they are  
hit with tariffs







# Textile Industry Impact

**\$16B**

**Annual Imports**

Textile imports from  
Vietnam yearly

**46%**

**New Tariff**

Rate applied to  
Vietnamese textiles

**0%**

**Chance**

Likelihood of textile jobs  
returning to the US

Uncertainty.  
Is  
Exhausting.

# Top Economic Business/ Personal Challenges

## What Keeps You Up at Night

- Revenue unpredictability?
- Inflation?
- Technology disruption?
- Investment uncertainty?





# Top Money Management & Investing Mistakes



# Cashing Out Investments During Market Lows

## The Mistake

Panic selling during market downturns is one of the most damaging financial moves retirees make. When you sell investments after they've fallen in value, you lock in those losses permanently and miss the eventual recovery.

## The Solution

Maintain a proper cash reserve (12-24 months of expenses) so you don't need to sell investments during downturns. Remember that market recoveries historically follow downturns—patience is your ally.

A \$100,000 investment that dropped 30% in 2008 would be worth over \$300,000 today if left untouched, but only \$70,000 if sold at the bottom.

# Not Rebalancing the Portfolio Regularly

Your retirement portfolio needs regular maintenance, just like your home or your health. Without periodic rebalancing, market movements will shift your asset allocation away from your intended risk level, potentially exposing you to:

- Too much risk before or during retirement
- Too little growth potential when you need it
- Concentration risk in specific sectors or investments

**Recommendation:** Review and rebalance your portfolio at least annually or after significant market movements ( $\pm 10\%$ ).







# Chasing Yield or 'Hot' Investments

## The Temptation

In a low interest rate environment, high-yielding investments can seem extremely attractive, especially to income-focused retirees.

## The Hidden Dangers

- High yields often signal higher risk and potential instability
- "Hot" sectors can cool rapidly, leading to significant losses
- Complex high-yield products may have hidden fees and liquidity constraints

## The Wiser Approach

Focus on total return (income + growth) rather than yield alone. Maintain diversification across asset classes rather than concentrating in the currently popular sectors.

# Failing to Plan for Longevity

A 65-year-old couple today has a 50% chance that at least one spouse will live beyond age 92, and a 25% chance one will reach age 97.

Many retirees still plan as if retirement will last only 15-20 years, when in reality it could span 30+ years for many Americans. This disconnect creates significant financial risk.

## The Longevity Challenge

Your retirement assets need to last potentially decades longer than previous generations, through economic cycles, inflation periods, and increasing healthcare costs.



## Addressing Longevity Risk

- Plan for a 30+ year retirement
- Consider longevity insurance or annuities for a portion of assets
- Maintain growth investments throughout retirement



# Over-Reliance on Social Security

Social Security provides an essential foundation for retirement income, but it was never designed to be your sole source of retirement funding.

**40%**

**Average Replacement**

Social Security typically replaces only about 40% of pre-retirement income for average earners—far below what most retirees need.

**\$1,827**

**Average Monthly Benefit**

The average monthly Social Security benefit in 2023 (\$21,924 annually) falls well below most retirees' actual living expenses.

**70-80%**

**Income Needed**

Most financial planners recommend replacing 70-80% of pre-retirement income to maintain your standard of living.

Bridging this gap requires personal savings, pensions, part-time work, or other income sources to supplement Social Security benefits.



# Withdrawing Too Much, Too Soon



The traditional 4% withdrawal rule (adjusting for inflation annually) may be too aggressive in today's lower-return environment. Withdrawing too much in early retirement—especially during market downturns—can create irreversible damage to your portfolio.

## Better Withdrawal Strategies

- Consider a more conservative initial withdrawal rate (3-3.5%)
- Adjust withdrawals based on market performance (take less during downturns)
- Delay large discretionary expenses during market corrections

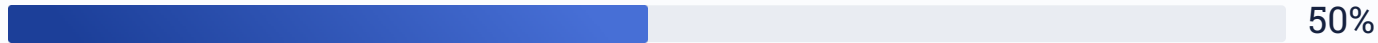
## Sequence of Returns Risk

Market downturns in the first 5-10 years of retirement are particularly damaging, as they compound the negative effect of withdrawals. Consider keeping 2-3 years of expenses in cash equivalents to avoid selling during downturns.

# Ignoring Inflation Risk

## The Silent Retirement Killer

Even modest inflation dramatically erodes purchasing power over a 20-30 year retirement. Many retirees shift too heavily to fixed income investments that cannot keep pace with rising costs.



### Purchasing Power Loss

At just 3% inflation, your purchasing power is cut in half after 24 years.



### Healthcare Inflation

Healthcare costs have historically risen at nearly double the general inflation rate.



## Inflation Protection Strategies

- Maintain equity exposure throughout retirement
- Consider TIPS (Treasury Inflation-Protected Securities)
- Some allocation to real estate and dividend-growing stocks



# Not Having a Tax Strategy for Withdrawals

Many retirees withdraw from accounts haphazardly without considering tax implications, potentially increasing their tax burden significantly.



## Account Types Matter

Traditional IRAs/401(k)s are taxed as ordinary income, Roth withdrawals are tax-free, and brokerage accounts get preferential capital gains treatment.



## Tax Bracket Management

Strategic withdrawals from different account types can keep you in lower tax brackets and reduce lifetime tax burden.



## Tax-Efficient Sequencing

Generally most efficient: 1) Required distributions, 2) Taxable accounts, 3) Tax-deferred accounts, 4) Tax-free accounts.

**Important:** Consider working with a tax professional to develop a multi-year withdrawal strategy tailored to your specific situation.



# Neglecting Healthcare & Long-Term Care Planning

\$315,000

## Healthcare Costs

The average 65-year-old couple will need approximately \$315,000 for healthcare expenses throughout retirement (Fidelity estimate).

70%

## LTC Likelihood

About 70% of people over 65 will need some form of long-term care during their lifetime.

\$108,000

## Annual Nursing Home

The national average cost for a private room in a nursing home exceeds \$108,000 annually and continues to rise.

### Medicare Limitations

Medicare does not cover long-term care costs, dental, vision, hearing aids, or most in-home care services that become increasingly important with age.

### Planning Options

- Traditional long-term care insurance
- Hybrid life/LTC policies
- Health Savings Accounts (HSAs)
- Self-funding through dedicated assets

# Supporting Adult Children Financially



Many retirees jeopardize their financial security by providing ongoing financial support to adult children or helping with major expenses like home down payments or debt repayment.

## The Hard Reality

- Your children have decades to build wealth and recover from setbacks
- You have limited time and resources with no ability to replace depleted retirement funds
- Financial gifts often become expected recurring support

## Setting Boundaries

Establish clear limits on financial assistance and have open conversations about what you can realistically provide without compromising your security.

"The greatest gift you can give your children is your own financial independence in retirement."

# Failing to Update Estate and Beneficiary Documents

Life circumstances change—marriages, divorces, births, deaths, relocations—yet many retirees neglect to update their critical documents accordingly.

## Document Review Schedule

- Every 3-5 years minimum
- After any major life event
- When tax laws change significantly
- When moving to a new state

## Critical Documents to Update

- Will and/or trusts
- Power of attorney (financial and healthcare)
- Advance healthcare directives
- Beneficiary designations (retirement accounts, life insurance)
- Asset titling

## Common Mistakes

- Outdated beneficiaries (ex-spouses, deceased relatives)
- Missing contingent beneficiaries
- Conflicting documents
- Assets not properly aligned with estate plan





# Not Planning for Widowhood or Solo Aging

## The Reality

Among married couples, there's a high probability that one spouse will eventually manage finances alone:

- Women typically outlive men by 5+ years
- 80% of women will be solely responsible for their finances at some point
- Many singles face retirement with no partner support system

## Financial Vulnerabilities

- Income drop when one spouse's Social Security ends
- Higher relative healthcare costs
- Potential tax bracket changes
- Housing decisions without emotional support
- Increased susceptibility to financial exploitation

## Protective Strategies

- Both spouses engaged in financial decisions
- Simplified, documented financial system
- Professional support network established
- Designate trusted contacts for accounts



# Failing to Account for Changing Expenses

## Retirement Spending Phases



Many retirement plans fail to account for how spending typically changes throughout retirement, often assuming a straight-line inflation adjustment each year.

## The Retirement Spending Smile

Research shows retirement spending often follows a "smile" pattern:

1. **Early retirement (65-75):** Higher discretionary spending on travel, hobbies, and lifestyle
2. **Middle retirement (75-85):** Decreased spending as activity levels naturally decline
3. **Late retirement (85+):** Increased spending on healthcare and assistance

Build flexibility into your financial plan to accommodate these natural transitions and prioritize what matters most in each phase.

# FutureNomics Forecast

## 6–18 Month Outlook:

- Best Case: High growth + stable inflation
- Most Likely: Moderate growth + sticky inflation
- Worst Case: Stagflation + market volatility + Recession



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**SÉ \$ABIO CON TU DINERO:**

Cómo No Comprar Comida  
de Gato Cuando No Tienes Gato

**Dra. Mary G. Kelly**



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