

Retirement - Maybe it's time to get a second opinion

You wouldn't think twice about getting a second opinion on a health concern so why not take the same approach with your retirement plans. A little extra effort could transform the elusive concept of financial independence into tangible retirement reality.

Whether you invest via a broker/fund salesman, do-it-yourself or routinely put everything back into your business you should recognize that the primary obstacle to retirement is misunderstandings and misconceptions. That's right ... meet the enemy, the enemy is you.

With few exceptions everyone has the means for making a timely transition to retirement.

It's not a lack of sound strategies, poor markets or bad luck that prevents people from obtaining financial independence it's the fact that people are untrained about the most effective approach.

While you can't be expected to know every nuance of efficient wealth creation you are entirely responsible for conducting proper due diligence with respect to your financial affairs. Your ultimate success or failure is directly correlated to how you manage this responsibility.

If financial independence appears as a vague or moving target, it's a clear signal that you need an unbiased second opinion.

The obstacles and hazards that lay between you and financial independence are almost always avoidable but you need to know what they are. If you avoid common errors and pursue an efficient strategy you can retire much sooner than you realize.

Common misunderstandings that are delaying your retirement.

• Finance is too complicated, I need to focus on more urgent things.



☞
If any of this rings true, consider yourself warned that you almost certainly need to take corrective action

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- It's not my responsibility, that's why I have my salesperson/broker.*
 - Financial planning is a net cost, it won't pay lifelong benefits.*
 - My salesperson/broker does comprehensive planning for free.*

• I have assets but no way of creating a reliable lifelong retirement income.

• Our house will go up in value at 10% per year. (\$300k @ 10% for 17 yrs. = \$1.5 million)

• A floating rate loan is prudent when interest rates are at 40 year lows.

• Management fees, sales loads, commissions and trailer fees would show on my statement.

• I believe most people need a Universal Life Policy.

• I believe most people need Segregated mutual funds.

• I don't need unbiased counsel, I get advice from a salesperson.

• A salesperson/broker can beat the market on a risk adjusted basis.

• I believe that I don't pay hidden fees perpetually regardless of performance.

• Performance measurement is something that should be done to me not by me.

• I can trust my bank to look after my best interests.

• I can't make changes because my salesperson/broker is my friend

The biggest mistake of them all is to believe ... "I don't need a second opinion".

If any of this rings true consider yourself warned that you almost certainly need to take corrective action. You might be interested to know that CRA considers Retirement Planning to be a non-taxable employee benefit and your employer can likely write off the expense of providing Retirement Planning for employees.

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