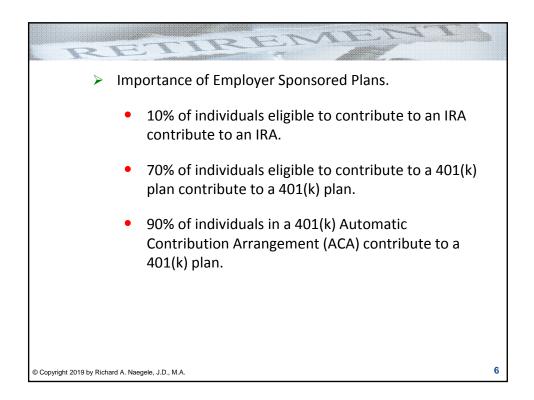
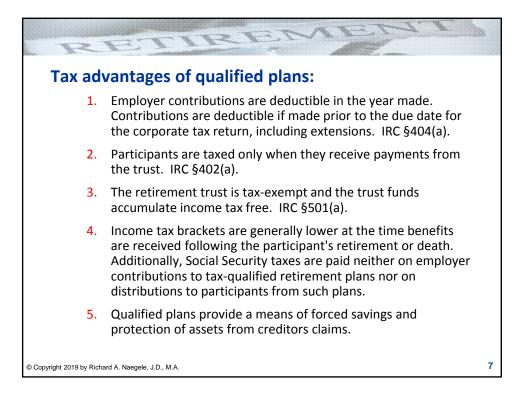


RETIREM	ENT
Retirement Plan Assets at 12/31/20)17.
IRAs:	\$ 9.2 Trillion
Defined Contribution Plans:	\$ 7.7 Trillion
Defined Benefit (Private Sector):	\$ 3.1 Trillion
Defined Benefit (Gov't):	\$ 6.0 Trillion
Annuities:	<u>\$ 2.2 Trillion</u>
Total:	\$ 28.2 Trillion
Retirement plan assets account for household assets. In 1974, retirem accounted for 12% of U.S. househo (Investment Company Institute, Ma	ent plan assets Id assets
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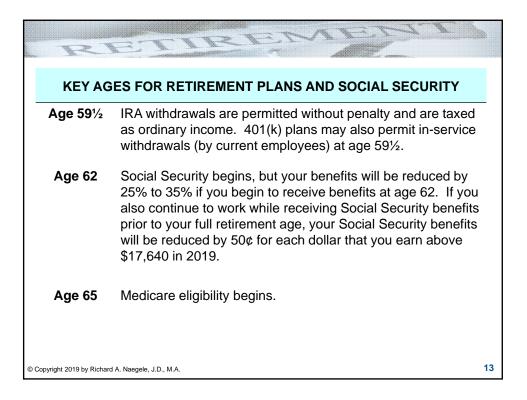
RET	115		
Example:			
	<u>pensation</u> 0,000	I	Retirement Plan <u>Contribution</u> \$ 10,000
	<u>4,000</u> 6,000	Taxes	<u> </u>
\$	<u>3,000</u> 3,000	Spend Save	<u> </u>
<u>x</u> \$	<u>.1</u> 300	Invest	<u>x .1</u> \$ 1,000
 \$	<u>60</u> 240	Taxes	<u>– 0</u> \$ 1,000
	<u>3,000</u>		+ 10,000
\$	3,240		\$ 11,000
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RETIREMENT PLAN DOLLAR AND PERCENTAGE LIN		LIMITS
2017	2018	2019
\$270,000	\$275,000	\$280,000
\$215,000	\$220,000	\$225,000
\$54,000	\$55,000	\$56,000
\$18,000	\$18,500	\$19,000
\$18,000	\$18,500	\$19,000
\$6,000	\$6,000	\$6,000
	2017 \$270,000 \$215,000 \$54,000 \$18,000 \$18,000	2017 2018 \$270,000 \$275,000 \$215,000 \$220,000 \$54,000 \$55,000 \$18,000 \$18,500 \$18,000 \$18,500

RETIREMENT PLAN DOLLAR AND PER	CENTAGE LIMITS (cont'd)	
	2017	2018	2019
SIMPLE plan, elective deferrals (for calendar years) 408(p)	\$12,500	\$12,500	\$13,000
SIMPLE plan, catch-up deferrals (for taxable years beginning in calendar year) (Age 50+) 408(p)	\$3,000	\$3,000	\$3,000
Defined contribution plan §415 percentage of compensation contribution limit 415(c)	100% of compensation	100% of compensation	100% of compensation
Profit sharing plan §404 percentage of compensation deduction limit	25% of compensation	25% of compensation	25% of compensation
Elective deferrals	Do not count against §404 deduction limits	Do not count against §404 deduction limits	Do not count against §404 deduction limits
SEP contribution / deduction limit 408(k)	25% of compensation	25% of compensation	25% of compensation

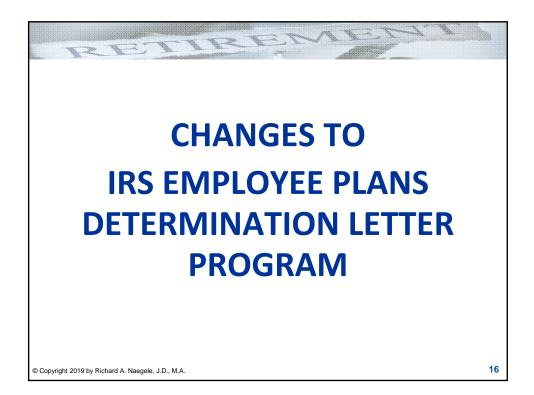
RETIREMENT PLAN DOLLAR AND PERCENT	AGE LIMITS (con	ıt'd)	
	2017	2018	2019
IRA contribution limit 408(a)	\$5,500	\$5,500	\$6,000
IRA catch-up contribution (Age 50+)	\$1,000	\$1,000	\$1,000
Highly Compensated Employee 414(q)	\$120,000	\$120,000	\$125,000
Key Employee Officer 416(i)(1)(A)	\$170,000	\$175,000	\$180,000
SEP Coverage 408(p)	\$600	\$600	\$600
FICA Covered Compensation	\$127,200	\$128,700	\$132,900
PBGC Maximum Monthly Insured Benefit (Age 65)	\$5,369	\$5,420	\$5,607

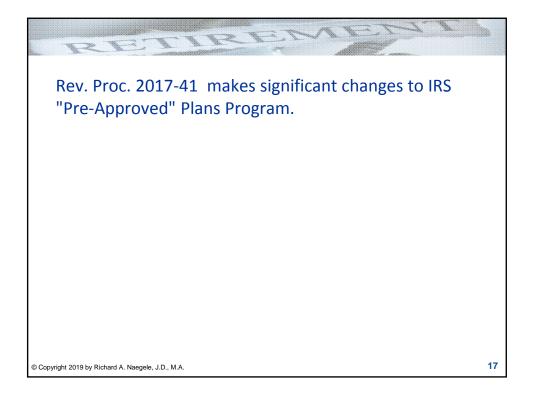
KEY AGES FOR	R RETIREMENT PLANS AND SOCIAL SECURITY
Age 49 and Under	Individuals covered under 401(k) plans can contribute up to \$19,000 (in 2019).
Age 50	Employees age 50 and older may make catch-up contributions. These employees can contribute an additional \$6,000 into a 401(k) plan for a total of \$25,000 (for 2019).
Age 55	If you terminate employment from your employer after attaining your 55 th birthday, you can begin to take penalty-free distributions from your employer's 401(k) plan or other tax-qualified retirement plan at this age.

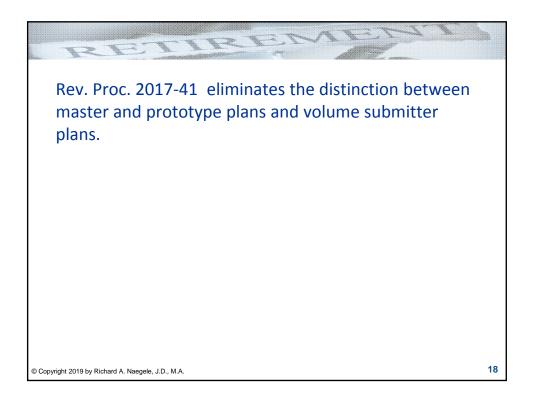


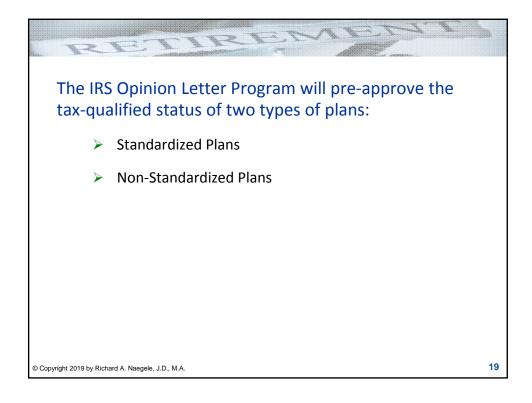
R	ETIBEMENT	
KEY AG	GES FOR RETIREMENT PLANS AND SOCIAL SECURITY	
Age 66	This is the year that individuals born between 1943 and 1954 are eligible to receive full Social Security retirement benefits. For those born between 1955 and 1959, the full retirement age gradually increases from age 66 and 2 months to 66 and 10 months. The month that you reach your full retirement age, your Social Security benefits are no longer reduced if you continue to earn income from working. The maximum benefit at age 66 is \$2,861 per month for 2019.	
Age 67	For those born in 1960 and later, the age at which you can receive full Social Security retirement benefits is age 67.	
*Two-thirds retirement a	of Social Security recipients commence benefits prior to full age.	
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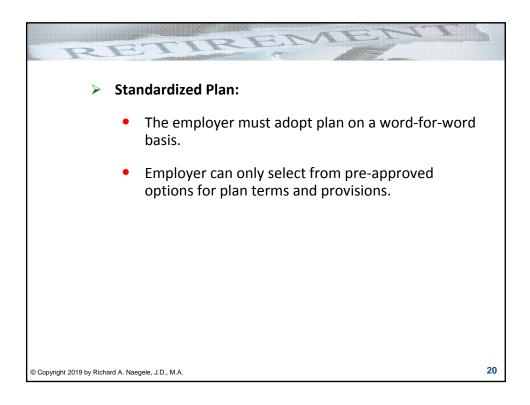
	ETT	<u>z</u> Ę	NAF		
KEY AG	ES FOR RETIREN	IENT PL	ANS AND SOC	CIAL SECURITY	
Age 70	Your Social Secu year that you dela After age 70 there collecting your So	ay receivi e is no ac	ng your benefit Iditional incenti	s up until age 70.	
	Example:	<u>Age</u> 62 66 70	<u>Benefit %</u> 75% 100% 132%	<u>Benefit</u> \$1,500 \$2,000 \$2,640	
*Benefit at a	age 70 is 176% of b	enefit at	age 62.		
Age 70½	•	tions fron	n Individual Ret	irement Accounts	
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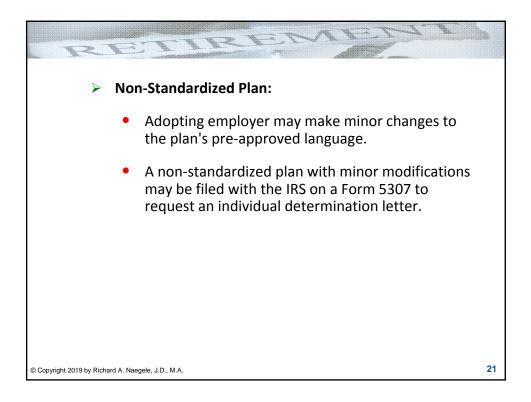


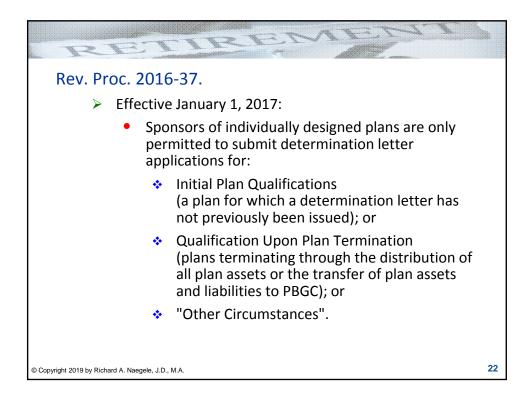


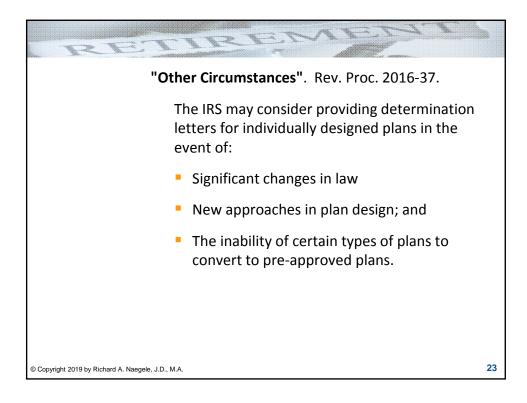


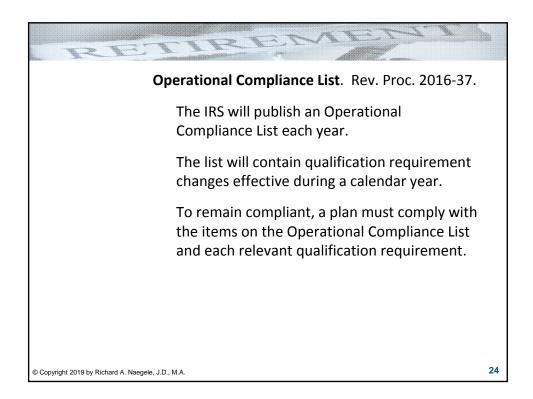


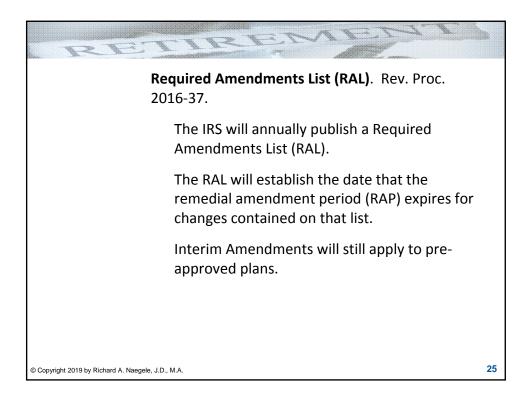


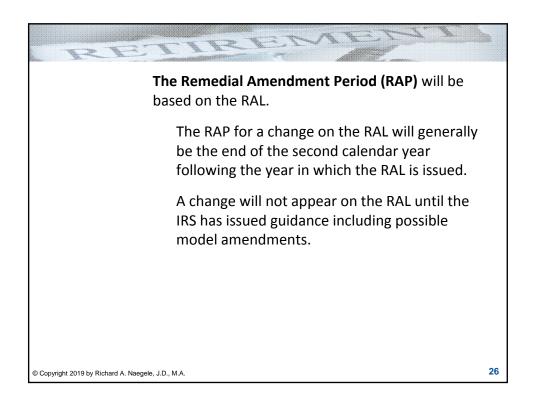


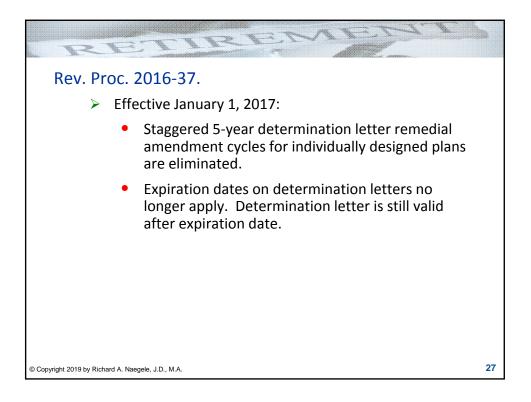


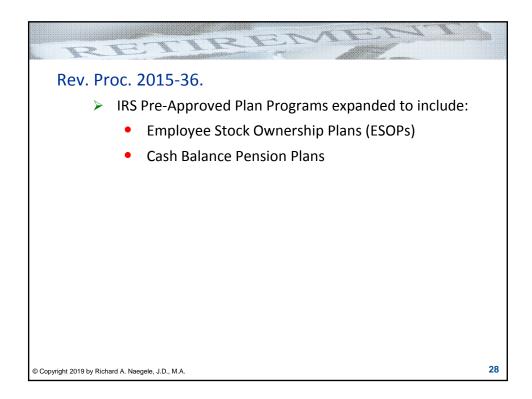


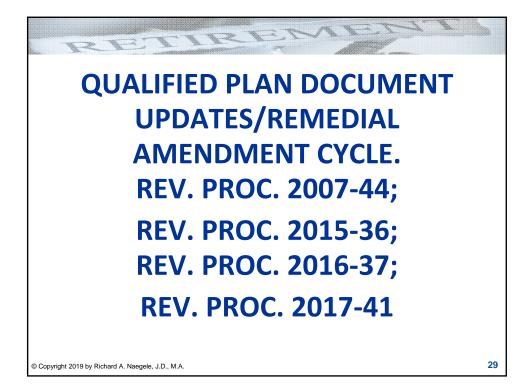


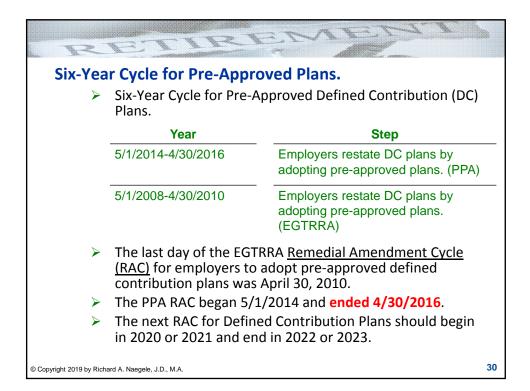


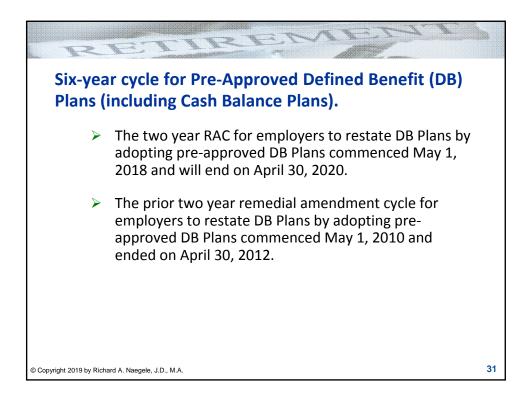


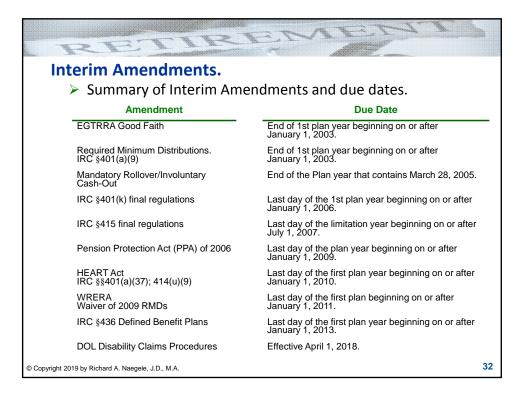


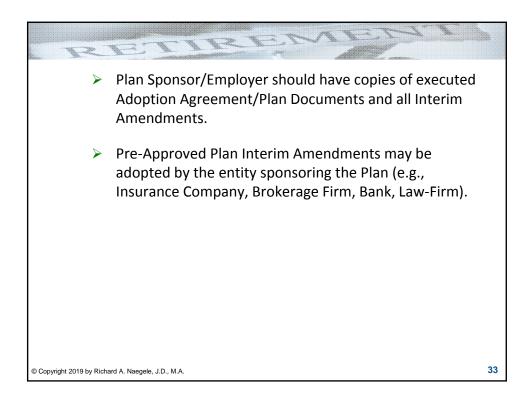


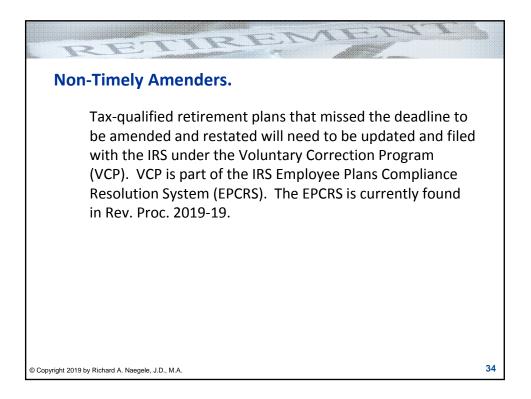


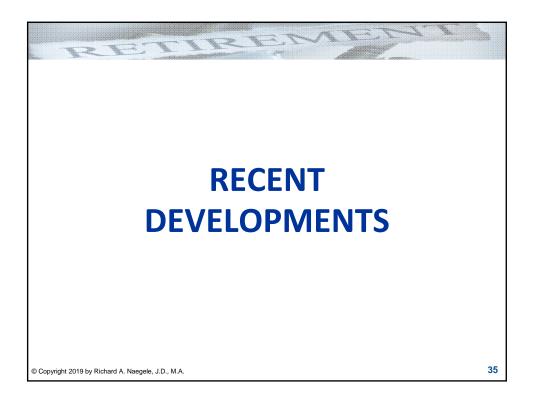


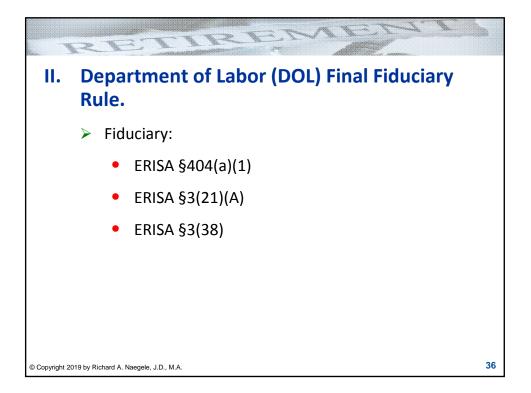


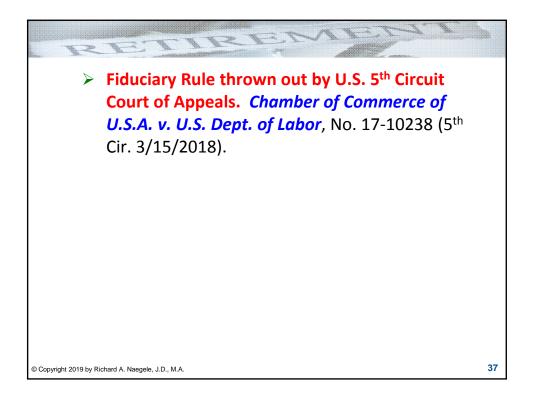


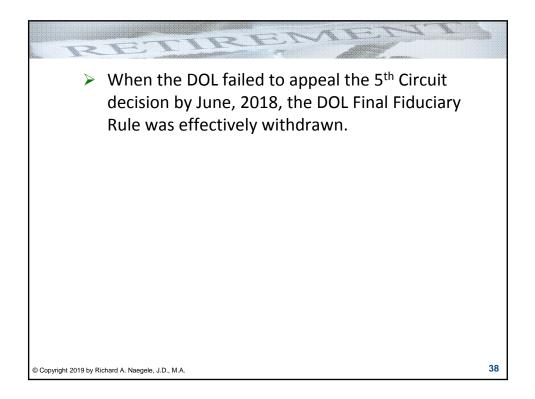


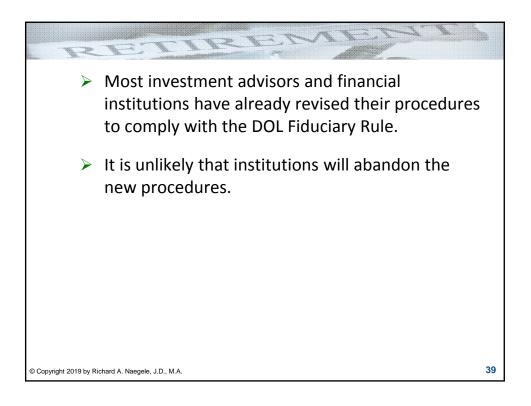


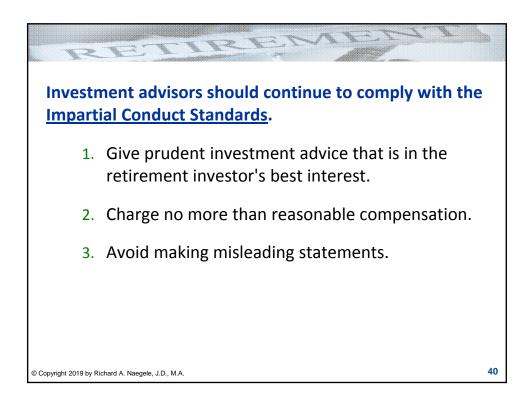


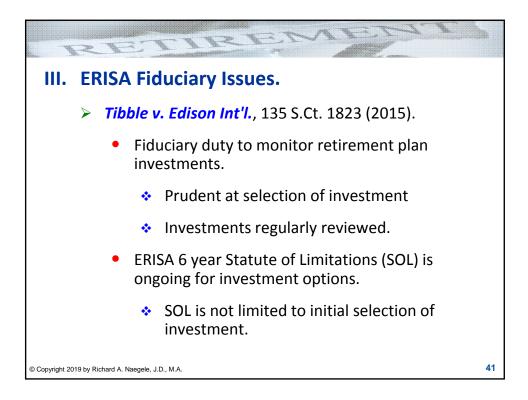


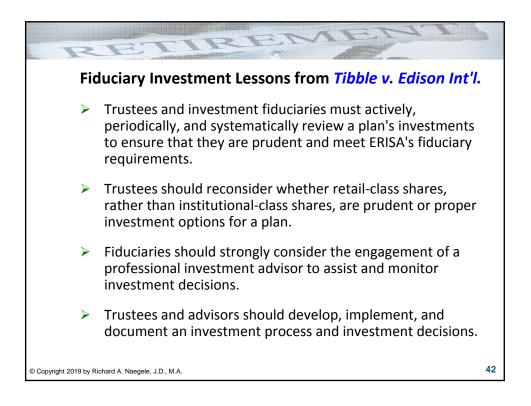


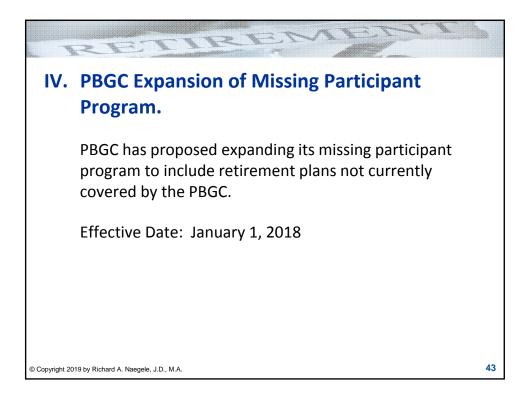


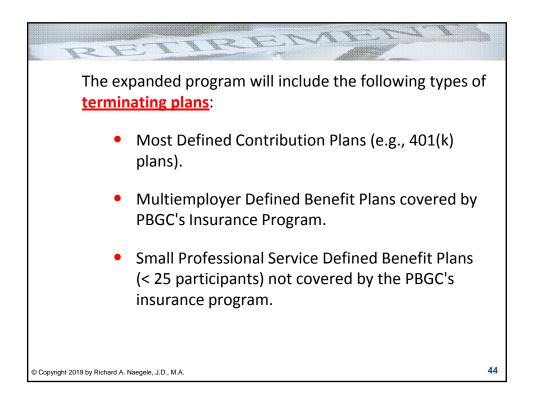


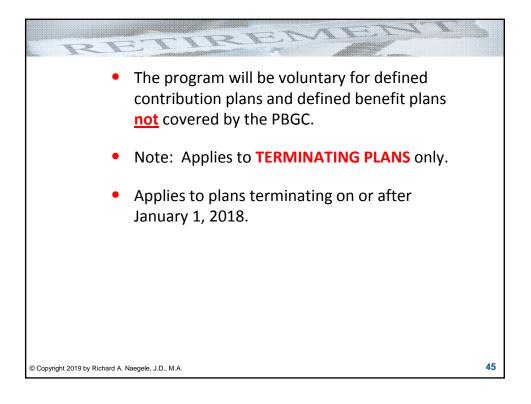


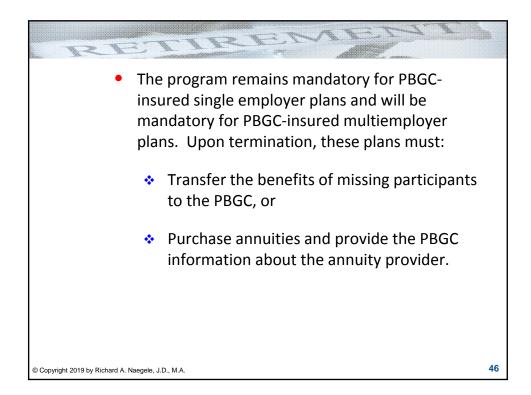


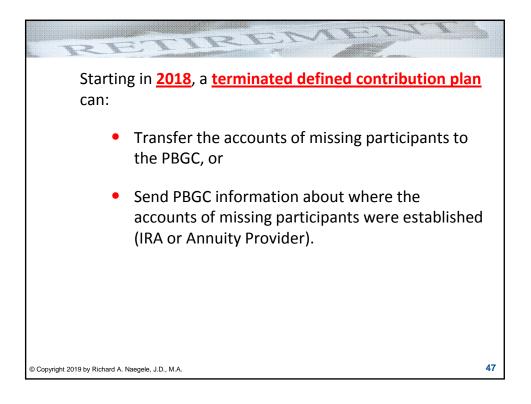


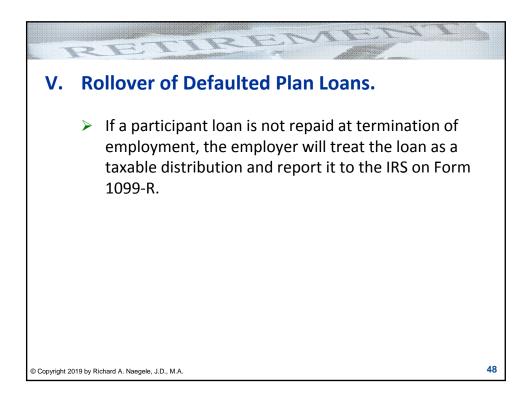


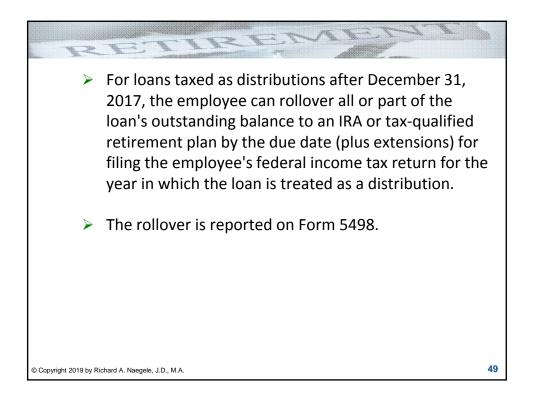


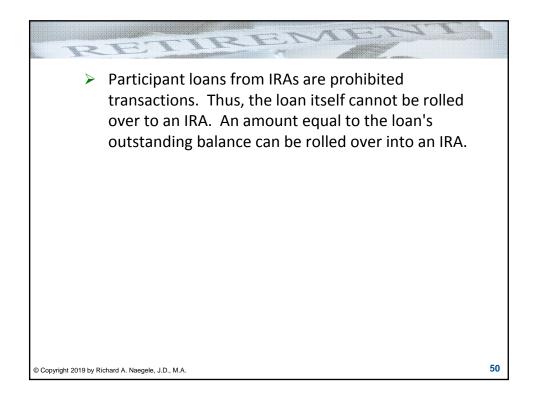


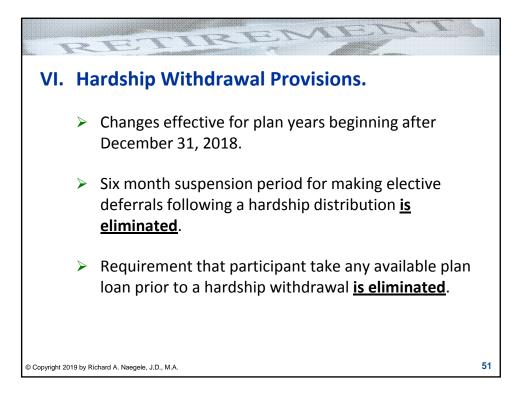


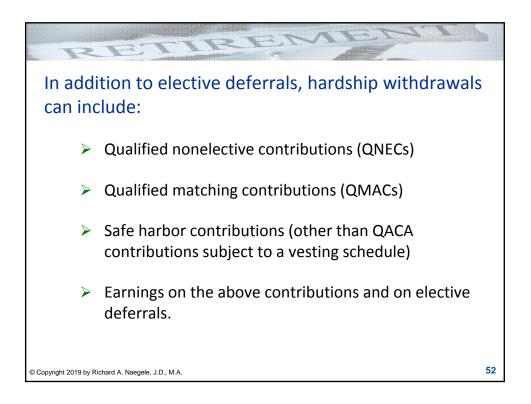


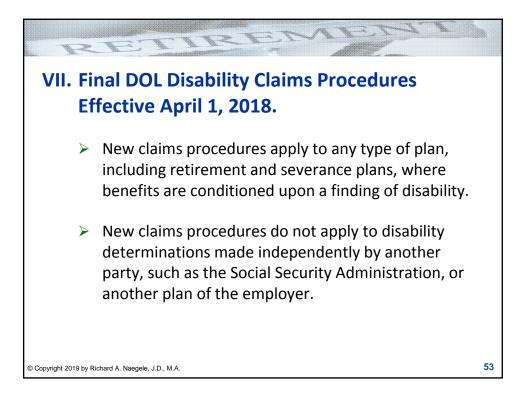


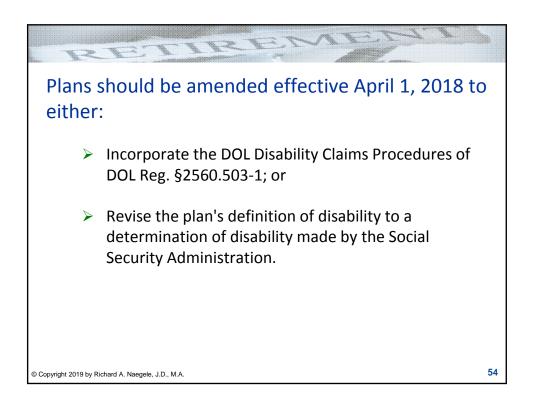


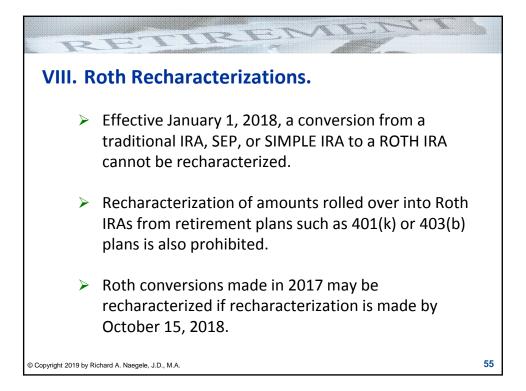


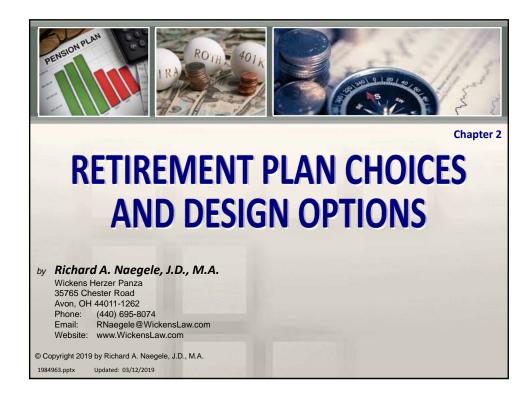


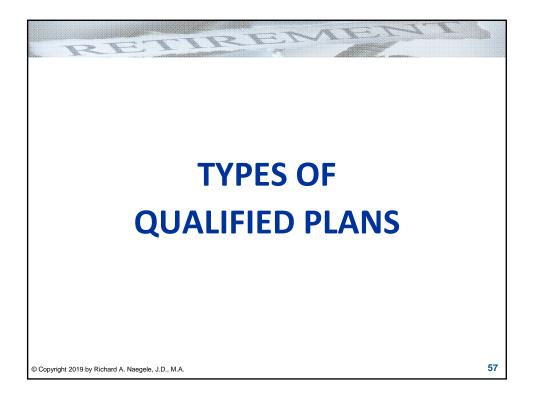


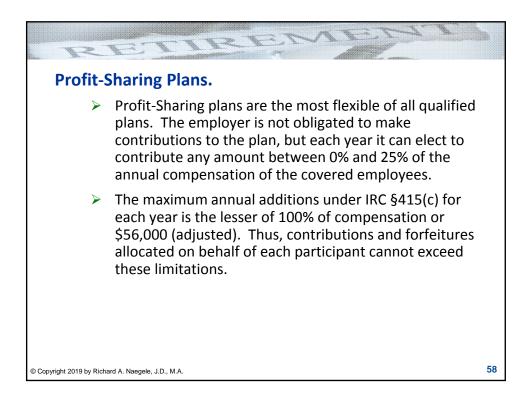


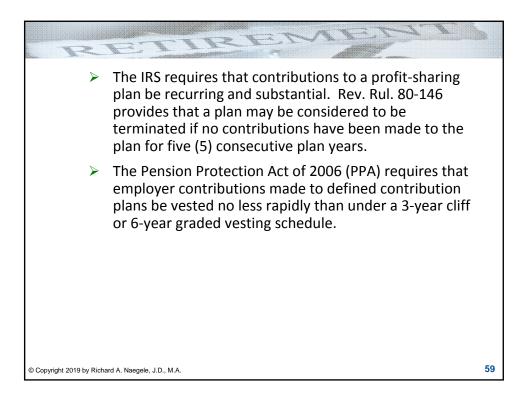




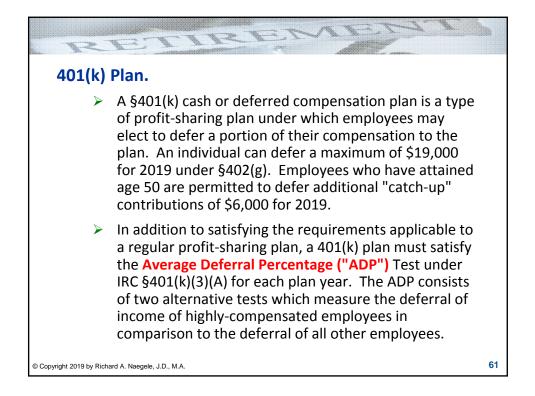


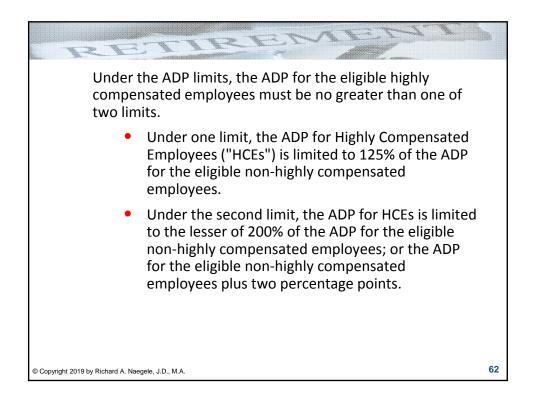


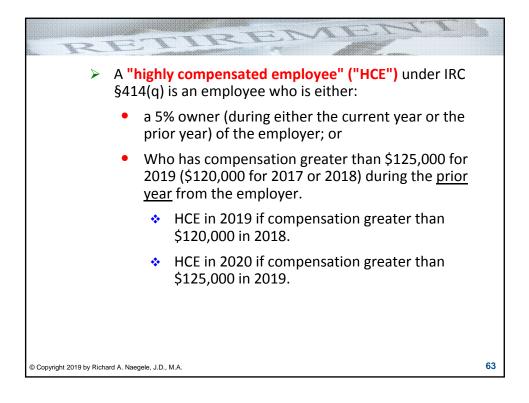


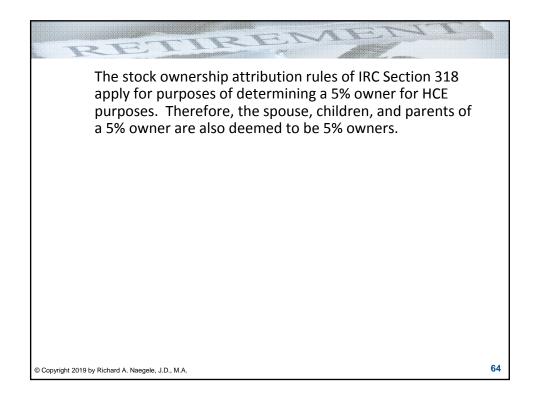


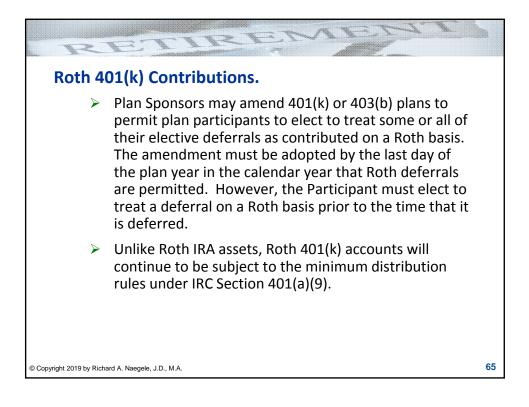
Year	3-Year Cliff	6-Year Graded
1	0%	0%
2	0%	20%
3	100%	40%
4		60%
5		80%
6		100%

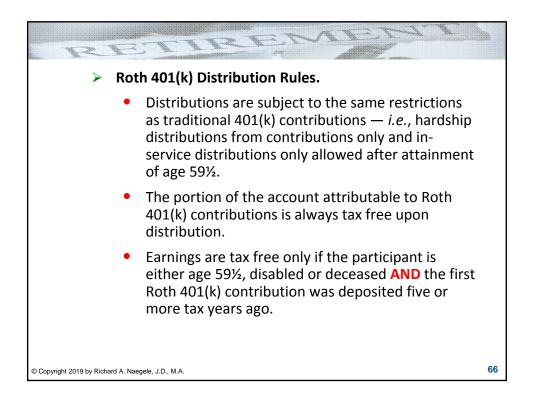


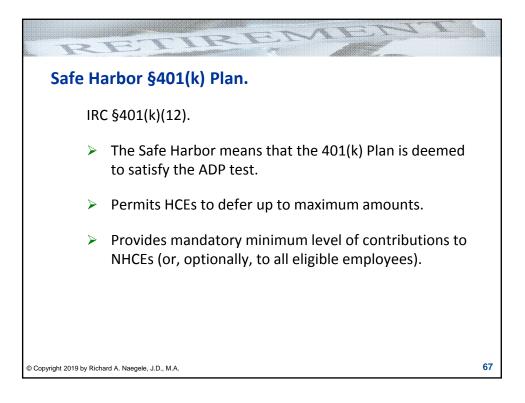


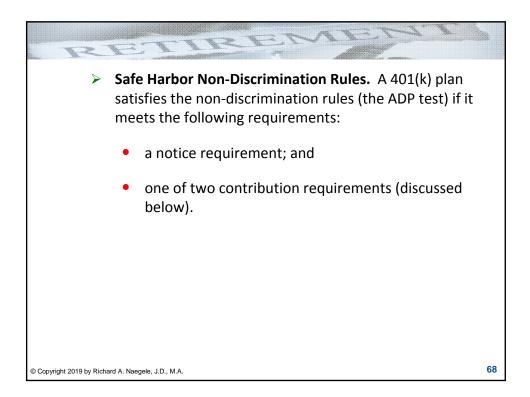


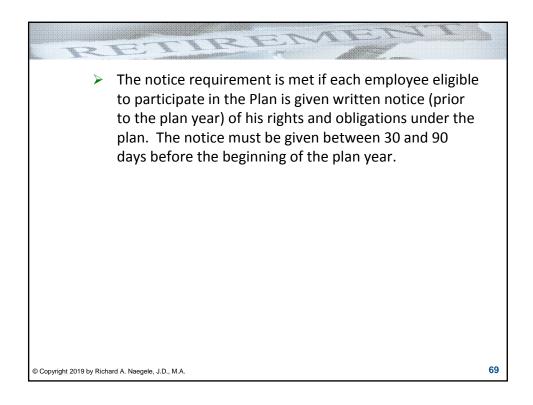


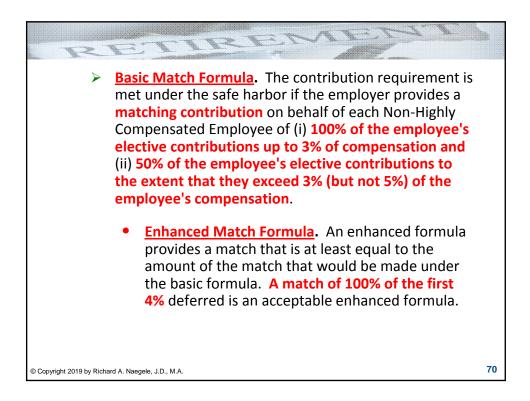


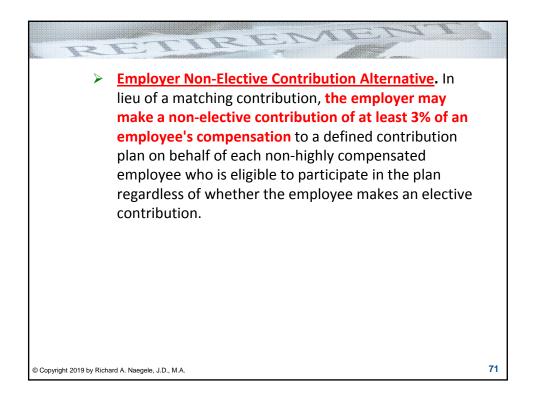


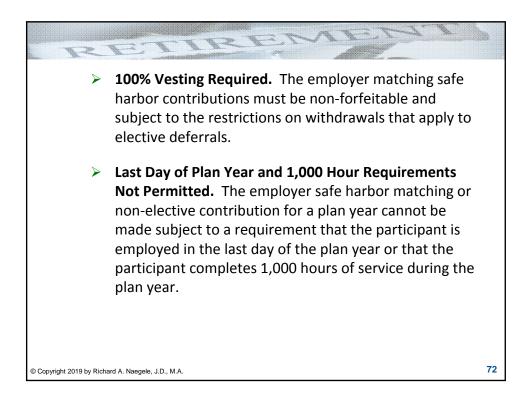


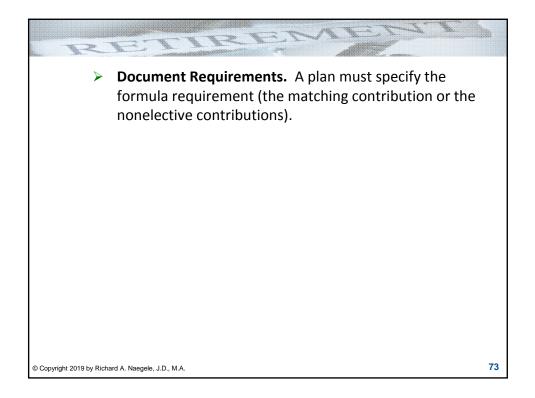


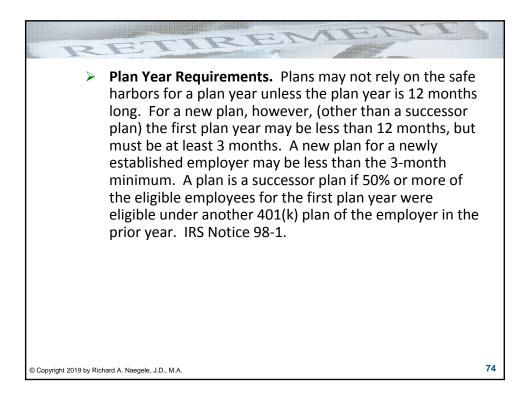


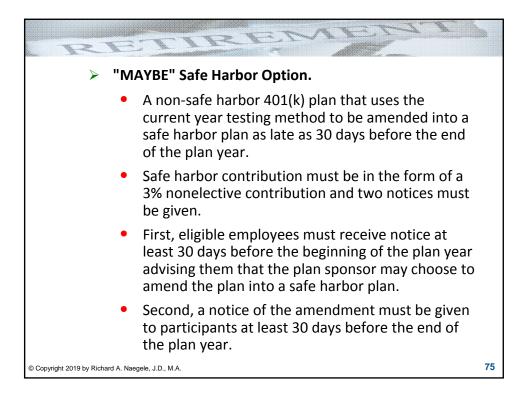


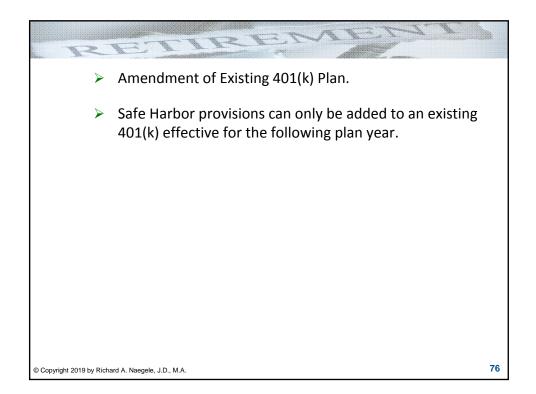


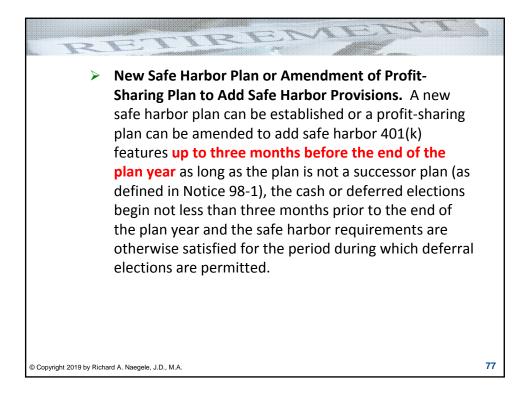


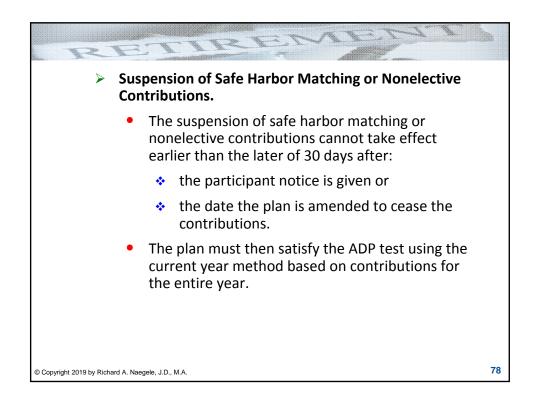


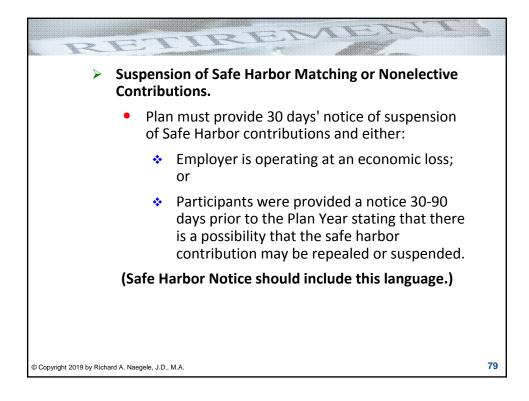


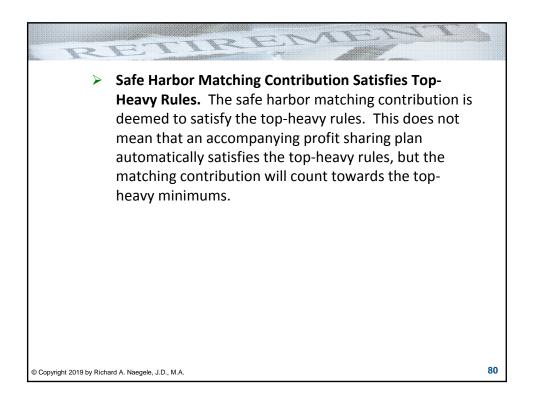


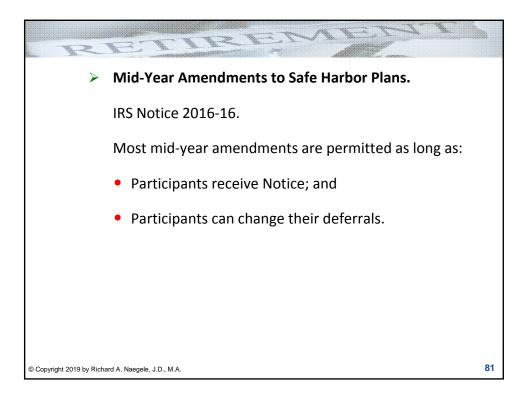


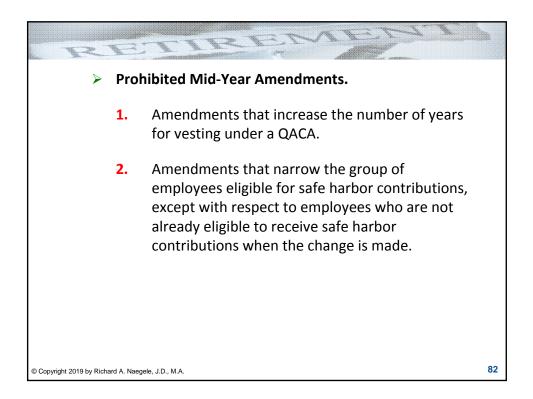


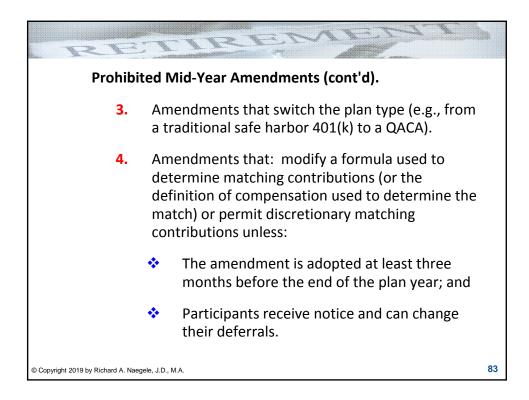


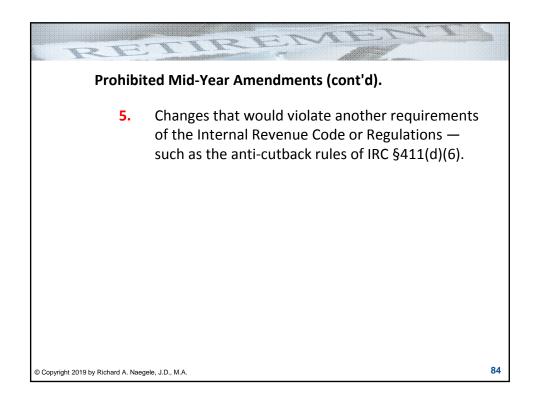


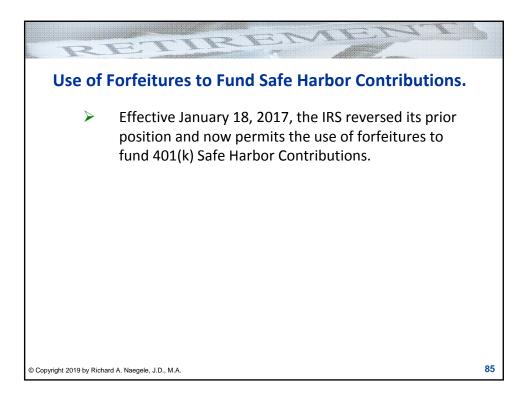


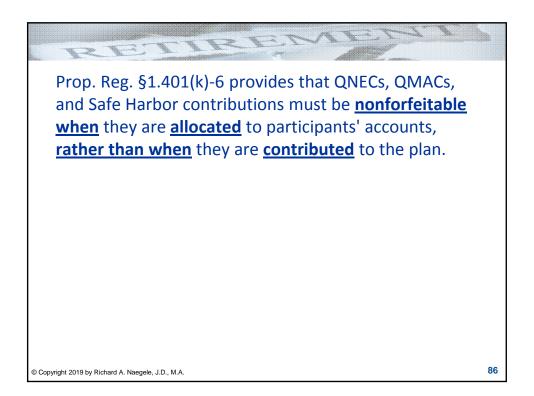


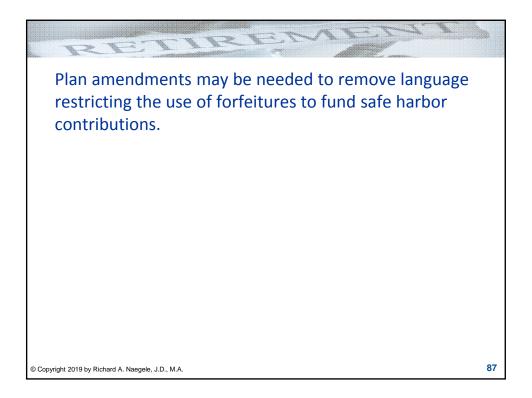


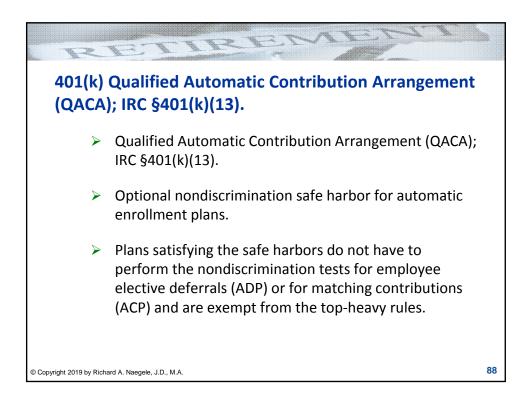


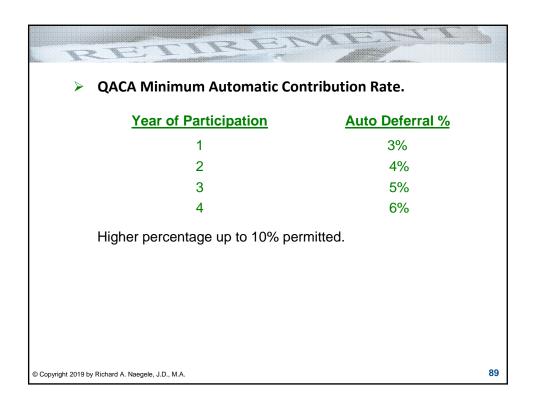


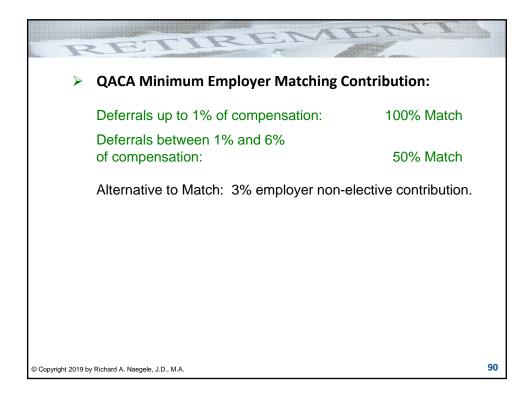


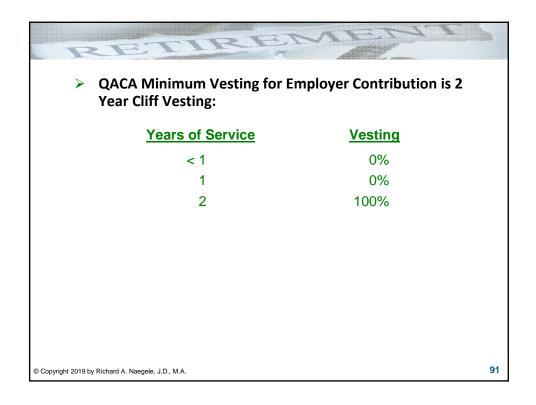


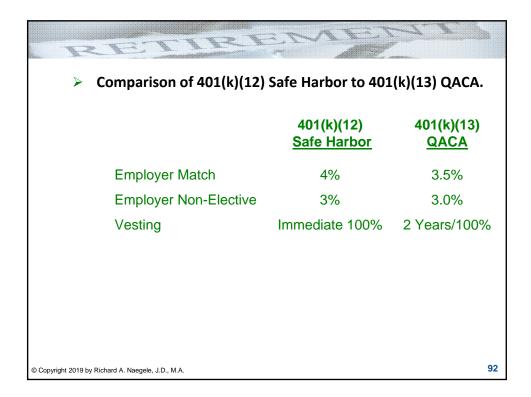


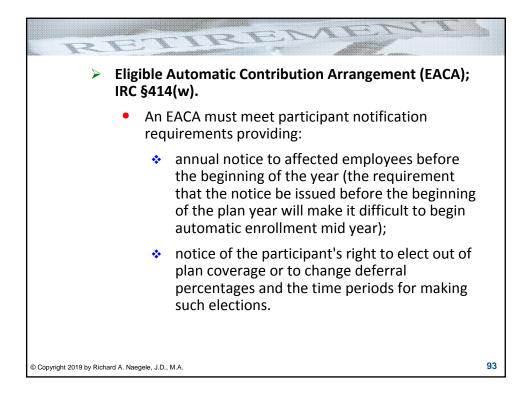


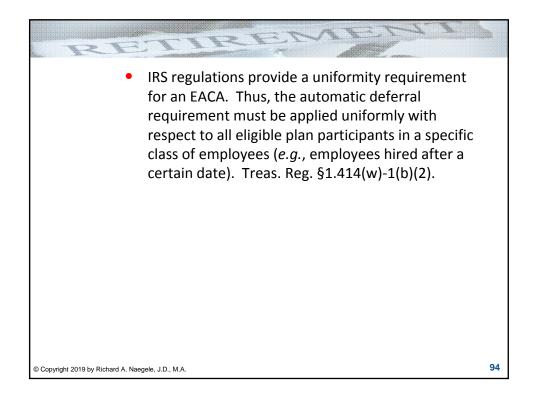


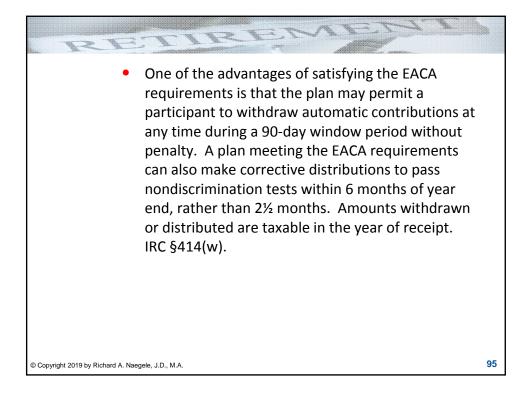










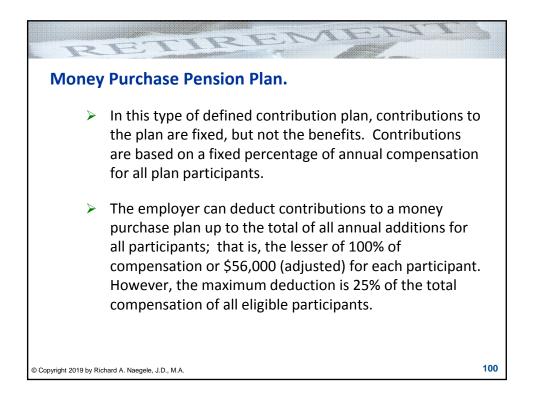


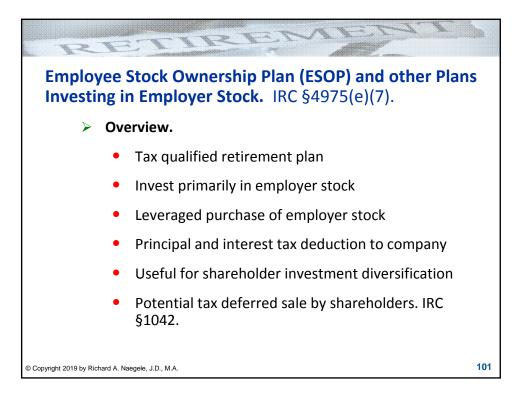
401(k) EXAMPLES								
EXAMPLE I								
Safe Harbor 401(k) Example (2019)								
Compensation:	\$	50,000	\$100,000	\$280,000	spouse \$30,000			
	х	.04	x .04	x .04	x .04			
Match:	\$	2,000	\$ 4,000	\$ 11,200	\$ 1,200			
Deferral:	+	19,000	+ 19,000	+ 19,000	+19,000			
Subtotal:	\$	21,000	\$ 23,000	\$ 30,200	\$20,200			
Catch-Up (Age 50):	+	6,000	+ 6,000	+ 6,000	+ 6,000			
Total:	\$	27,000	\$ 29,000	\$ 36,200	\$26,200			
			I	I				

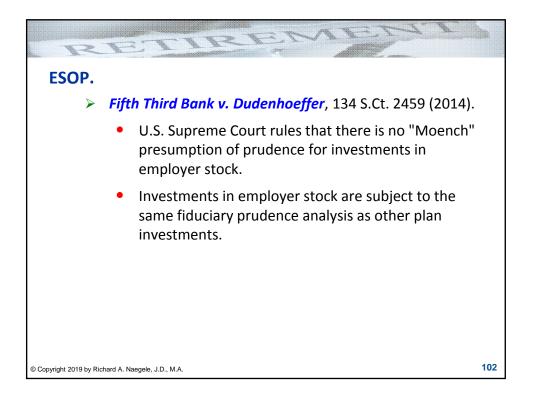
RETIRES	NENT				
EXAMPLE II					
Example Of Cost Of Benefits For NHCEs Under Various Retirement Plan Options To Provide Maximum \$56,000. Contribution For HCE.					
 Highly Compensated Employee (HCE) (2019) 					
Compensation:	\$280,000				
Contribution:	\$ 56,000				
Percentage:	20%				
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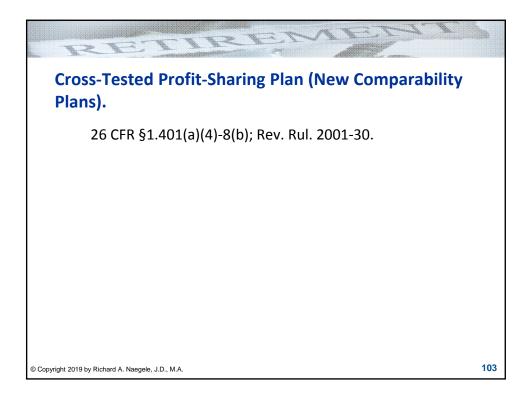
	ETIREME	1917			
 Non-Highly Compensated Employees (NHCEs) 					
	Retirement Plan Option	Employer Contribution			
1.	Profit Sharing (Non-Integrated)	20%			
2.	Profit Sharing (Integrated)*	17.95%			
3.	Safe Harbor 401(k) (2019: \$19,000) with Integrated Profit Sharing	11.16%			
4.	Cross Tested Profit Sharing (with optimal demographics)	4.40%			
	 Integrated at 5.4% of compensation > 809 security taxable wage base + \$1.00 	% of social			
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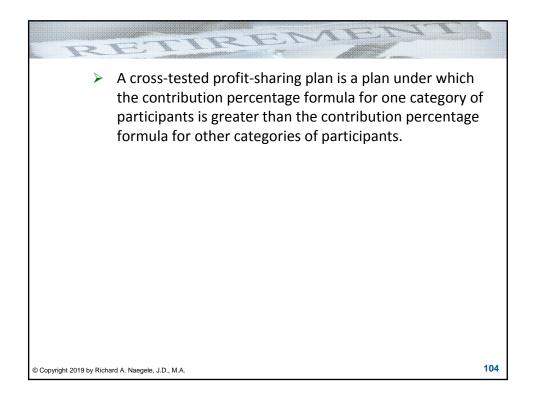
EXAMPLE III	
• Solo 401(k)	
\$ 148,000	Compensation (Including 401(k) Deferral)
<u>x .25</u>	
37,000	Profit-Sharing
<u>+ 19,000</u>	401(k) Deferral
\$ 56,000	
+ 6,000	Catch-Up Deferral (Age 50+)
\$ 62,000	Total Contributions
\$ 148,000	Compensation (Including 401(k) Deferral)
+ 37,000	Profit-Sharing
\$ 185,000	Total \$ Needed for Maximum Contribution

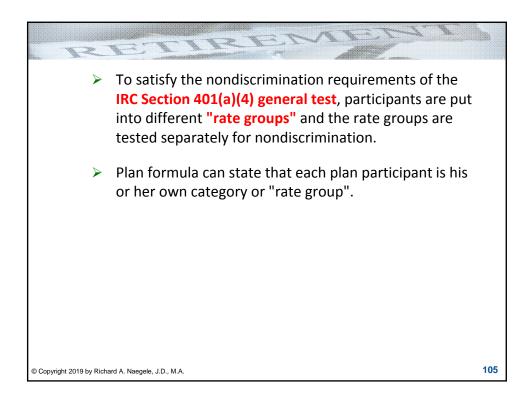


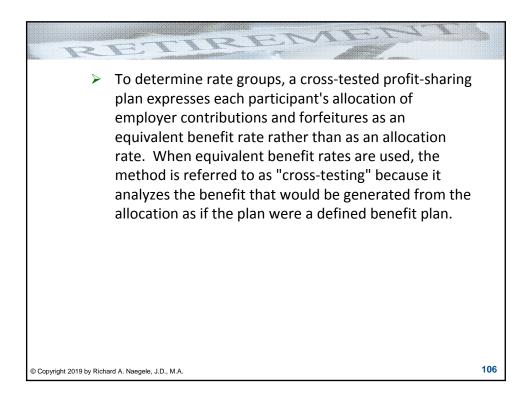


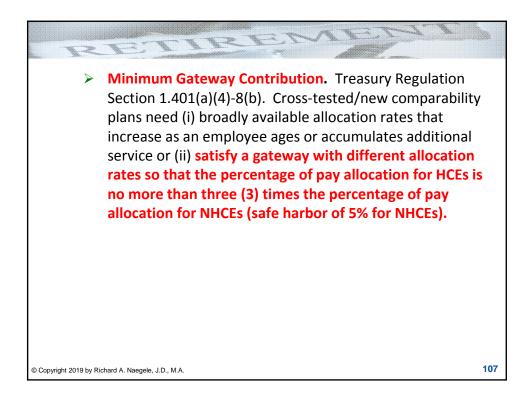


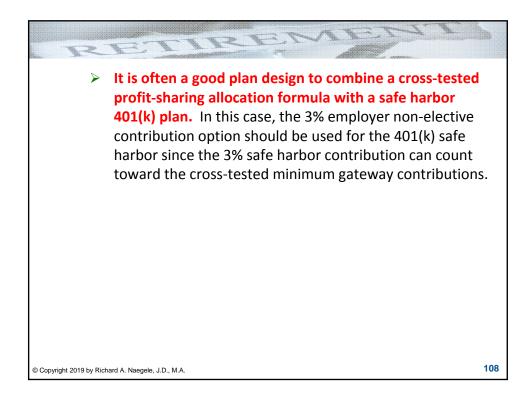


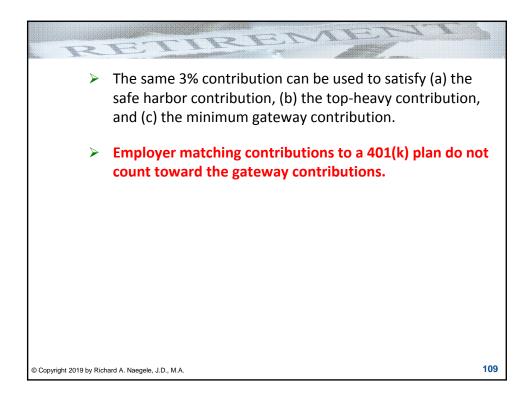


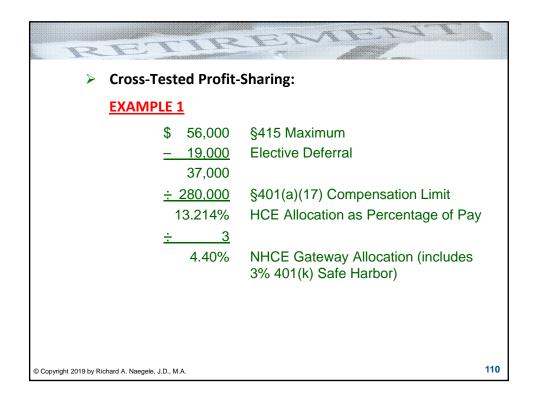


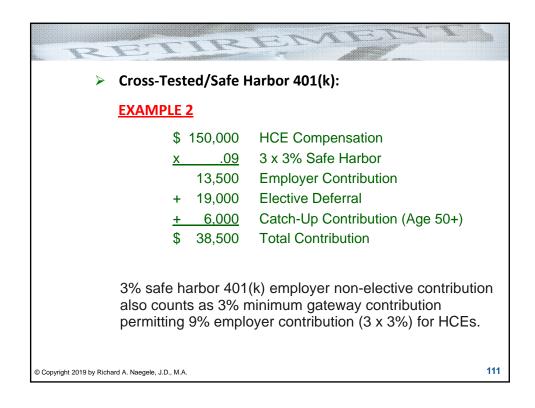


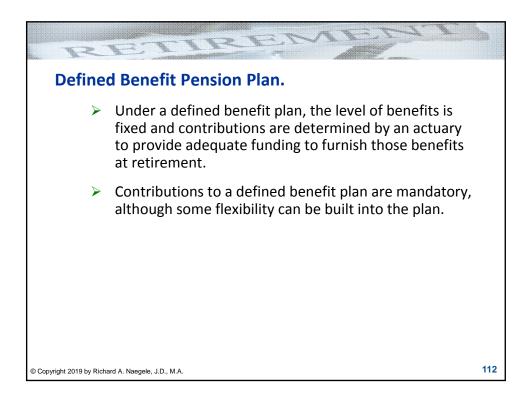


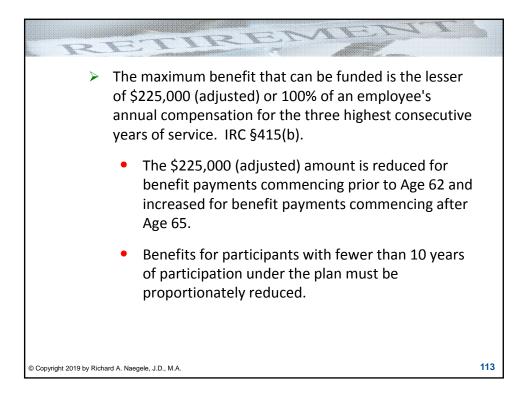


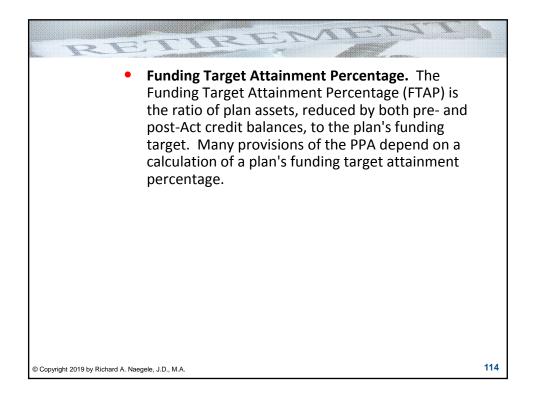


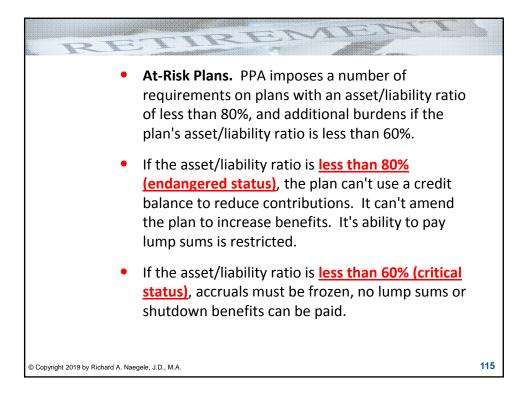


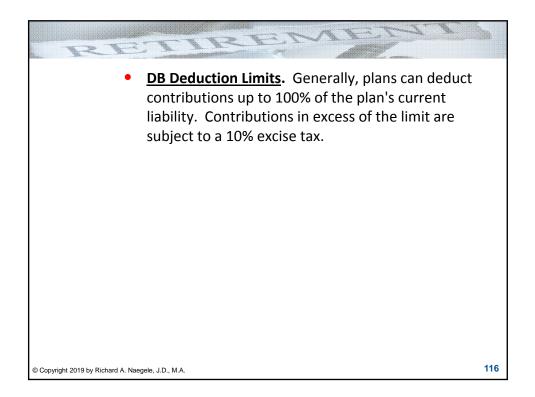


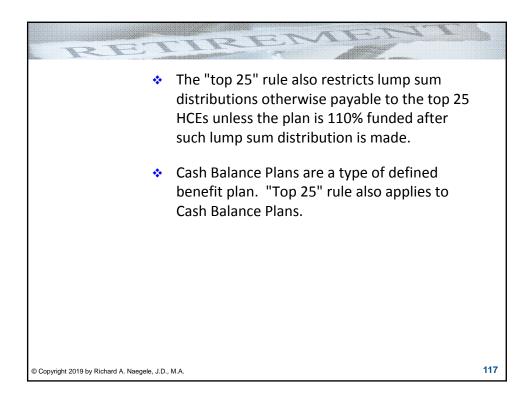


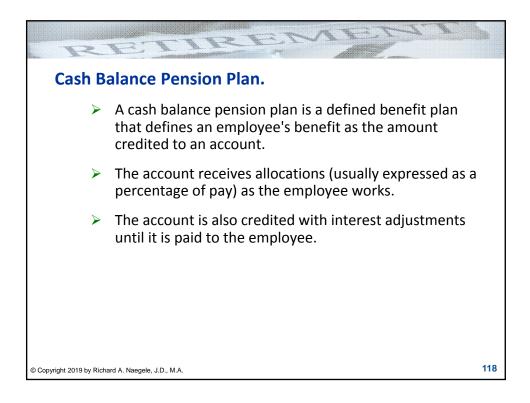


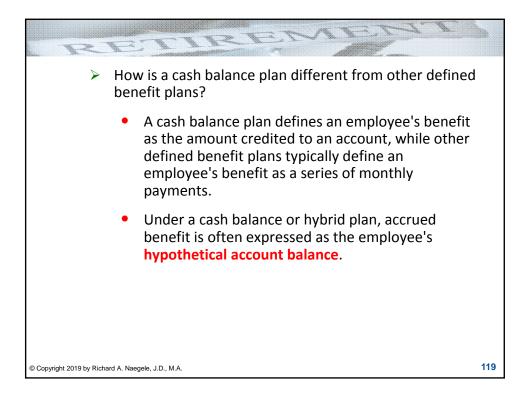


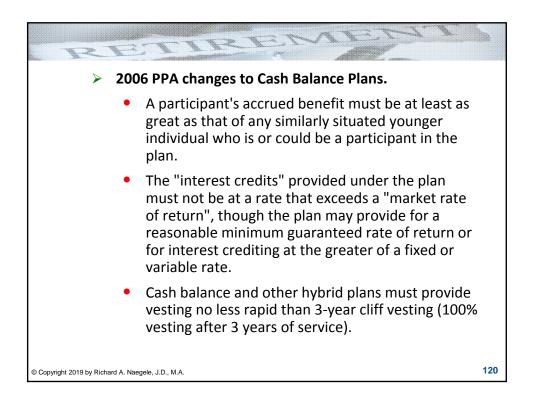


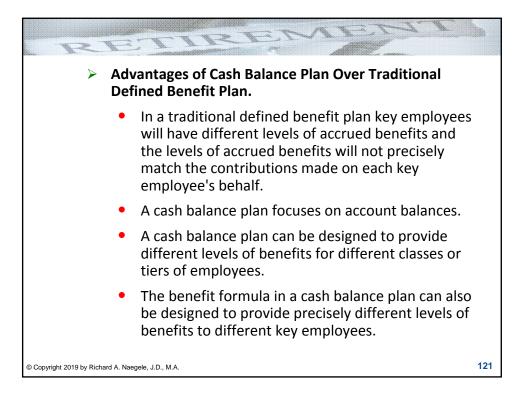


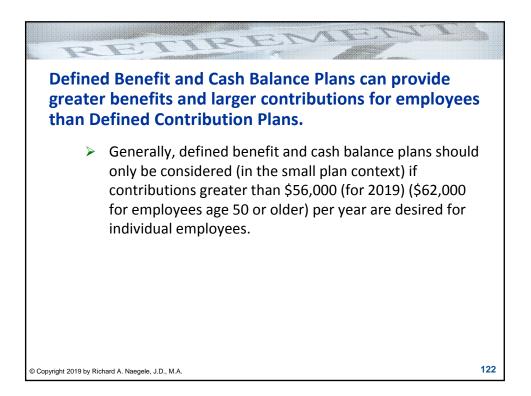


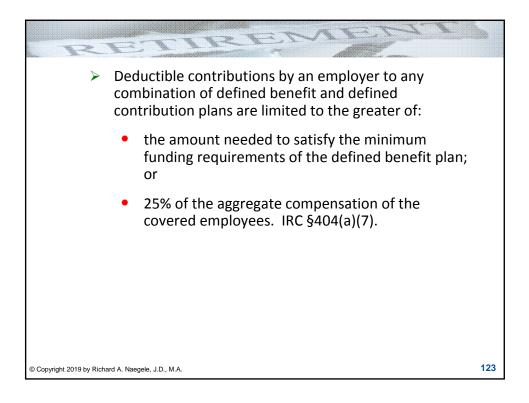


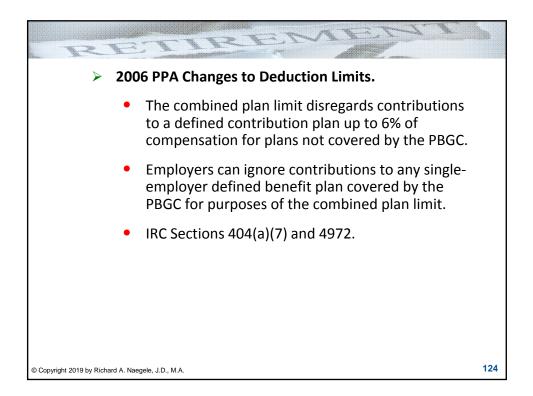












RETIREME		
• Example (2019):		
Cash balance benefit plan contribution (Age 50):	\$ 308,000	
Profit sharing 6% of compensation (\$280,000 x .06):	+ 16,800	
401(k) elective deferral:	+ 19,000	
401(k) catch-up (Age 50+):	+ 6,000	
Total:	\$ 349,800	
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