Invesco Global Consulting

What are you Saving for in Retirement?

The spending hierarchy worksheet—designed for a better retirement income plan

For illustrative purposes only

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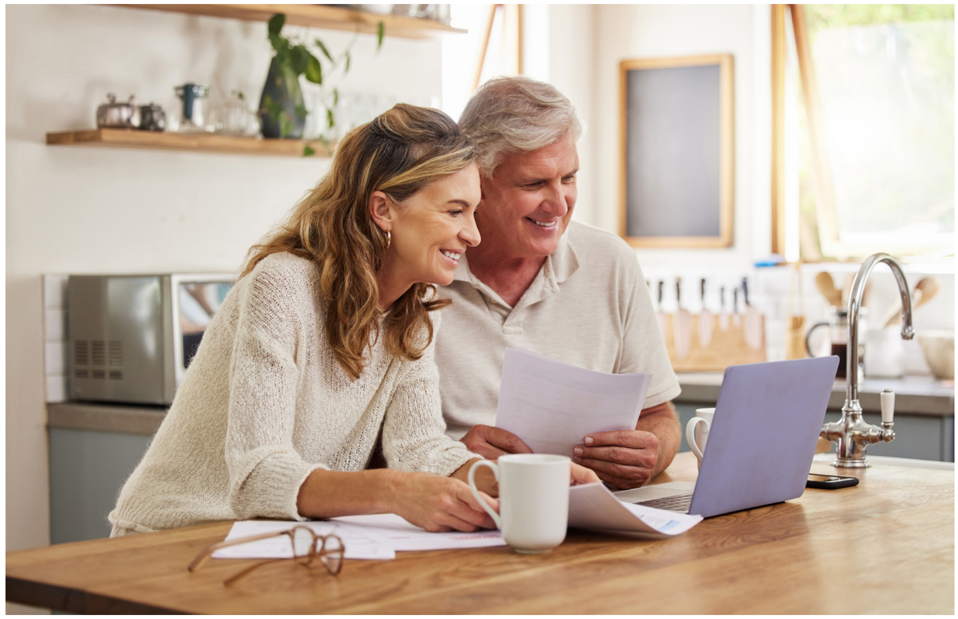


3 Steps to a Better Retirement Income Plan

This worksheet is designed to help you organize your thoughts as you develop your retirement income plan. Consider such vital questions as: How will you spend your money? How will you prioritize your expenses? How will you fund them? When thoughts are organized and written down, you can likely collaborate more productively with your financial professional as you work to develop a successful retirement income plan.

Step 1: Select

Circle those expenses from the list you anticipate in your retirement. Our list of 62 ideas is not complete, so also feel free to write in your own.

Step 2: Sort

Organize everything you circled in step 1 into "needs, wants and wishes" using the pyramid provided.

- List your needs—or your "non-negotiables"—at the bottom of the pyramid.
- List your wants—or your "comfort money"—in the middle tier.
- Finally, list your wishes—or your "dream money" —at the top.

Step 3: Sync

Now that you've prioritized your expenses by "needs, wants and wishes," work with your financial professional to sync your income sources with your spending hierarchy.

How today's retirees are spending their money

These are some common expenses of retirees. Circle those expenses that you would like to plan for, and do add any expenses not included in the list.

Housing

1. Mortgage
2. Maintenance, repairs and renovations
3. Homeowners' / rental insurance
4. Lawn, home and cleaning services

Utilities

5. Phone
6. Cable
7. Municipal
8. Gas and electric

Food

9. Groceries
10. Eat well, eat out
11. Premium coffees/teas

Health Care

12. Health insurance
13. Out-of-pocket medical bills
14. Elective care

Taxes

15. Property
16. Income and capital gains
17. Sales

Transportation

18. Automobiles
19. Insurance
20. Public transportation

Personal

21. Clothing
22. Shoe budget
23. Hair

"What-ifs"

24. Parent care
25. Boomerang children
26. Tax hikes
27. Inflation and cost-of-living increases
28. Uncovered or uninsured losses
29. Lawsuits
30. Medical emergencies

Family

31. Visit children and grand-children, wherever they are
32. Fund (a portion of) the grandkids' education
33. Family vacations
34. Holiday/birthday gifts
35. Pet care
36. Visit long-lost relatives

Membership dues and tuitions

37. Country club
38. Fitness center
39. Lessons
40. Leagues
41. Back to school for what interests you

Change

42. Move to a retirement-friendly place
43. Build your dream house
44. Fund the start of a new career / business
45. Build a prototype and invent something

Entertainment

46. Hobbies to fill your days
47. Tickets for shows, sports and theater

Bucket List

48. Take a cruise
49. Tour wilderness
50. Hike the national parks
51. Take an extended vacation
52. Tour America in a motorhome
53. Sporting events, such as the Super Bowl, Olympics, US Open or the World Series
54. Invest in art or collectibles
55. Visit the home where you once lived
56. "Big-ticket" hobby—boat, car, collectible

Charitable Giving

57. Making a difference with substantial donations
58. Sponsoring someone in need
59. Fund a trust
60. Establish a foundation
61. Host an exchange student
62. Travel to those who need help with church groups or mission trips

This list is not meant to be all-inclusive. It is shown for illustrative purposes only.

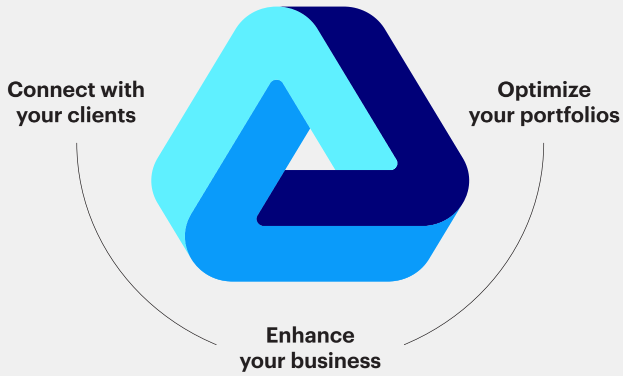
Your Spending Hierarchy

Wishes

Wants

Needs

Invesco Total CX



Invesco Total CX — the Total Client Experience™ — is a powerful platform and partnership with the tools, coaching, and content designed to help you achieve greater possibilities — all in one place and tailored to your specific needs.

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- **Choose the right words** with resources designed to deepen trust and client scripts backed by studies on effective language.
- **Build client confidence** with resources designed to help clients adopt sound investing principles and stick with their plans.
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- **Draw from a range of potential solutions**, including 1000+ investment strategies across asset classes and vehicles.

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