

# Financial Intelligence

Produced Exclusively for Members of the  
**Senior Executives Association**

# Mike Miles



- Founder and Principal Advisor, Variplan, LLC
- Certified Financial Planner
- Registered Investment Advisor
- Paladin Registry Certified 5-Star Advisor
- SEA Member Benefit Provider Since 1999
- Federal Times' "Money Matters" Columnist
- Founder / Instructor Federal Retirement University
- "Ask the Experts" Panelist at [www.federaltimes.com](http://www.federaltimes.com)

# SEA Member Benefits

- \$49 Benchmark™ Portfolio Review – **Save \$250**
- Free Hour of Consulting / Analysis – **Save \$205**
  - \$250 Vantage Discount – **Save \$250**
- Email Questions to me at [mmiles@variplan.com](mailto:mmiles@variplan.com)

# Variplan Article Database



The image shows a screenshot of the Variplan website's navigation menu. The background is dark blue with a large, faint 'VP' logo. On the left, the Variplan logo is displayed in white, consisting of a stylized 'VP' above the word 'VARIPLAN' and the tagline 'Advanced Retirement Planning and Management' below it. To the right of the logo is a vertical list of navigation links, each preceded by a small yellow square icon. The links are: 'WHO WE ARE', 'WHAT WE DO', 'HOW WE DO IT', 'OUR CLIENTS', 'CONTACT US', and 'ARCHIVE'. The 'ARCHIVE' link is circled in red. In the bottom right corner of the navigation area, there is a yellow box containing the text 'CLIENT RESOURCES'. At the bottom of the page, there are two columns of logos and text. The left column features the CFP® logo, the text 'CERTIFIED FINANCIAL PLANNER', and a paragraph of text: 'Certified Financial Planner Board of Standards Inc. owns the certification marks CFP®, CERTIFIED FINANCIAL PLANNER™ and CFP® in the U.S.'. The right column features the PALADIN logo, the text 'SERVICES', and five stars with the text 'AIAA OCB' below them.

VP  
VARIPLAN  
Advanced Retirement Planning and Management

- WHO WE ARE
- WHAT WE DO
- HOW WE DO IT
- OUR CLIENTS
- CONTACT US
- ARCHIVE

CLIENT RESOURCES

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PALADIN  
SERVICES  
★★★★★ AIAA OCB

Federal Money Matters Blog  
<http://money.federaltimes.com>

Federal Retirement University  
[www.federaltimes.com/retirement](http://www.federaltimes.com/retirement)

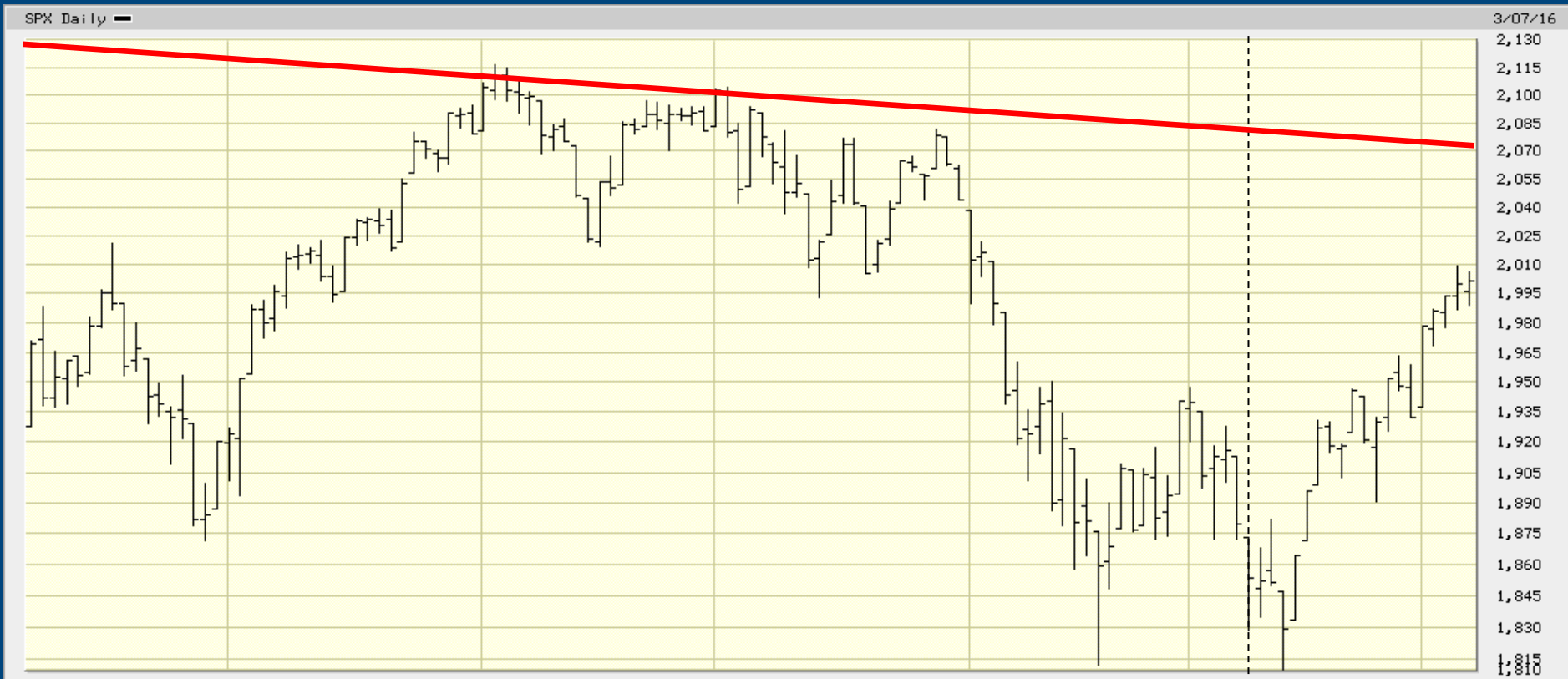
# Contents

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1. Market Review
2. Tactical Recommendations
3. Defining Success and Failure in Retirement Planning
4. Questions & Answers

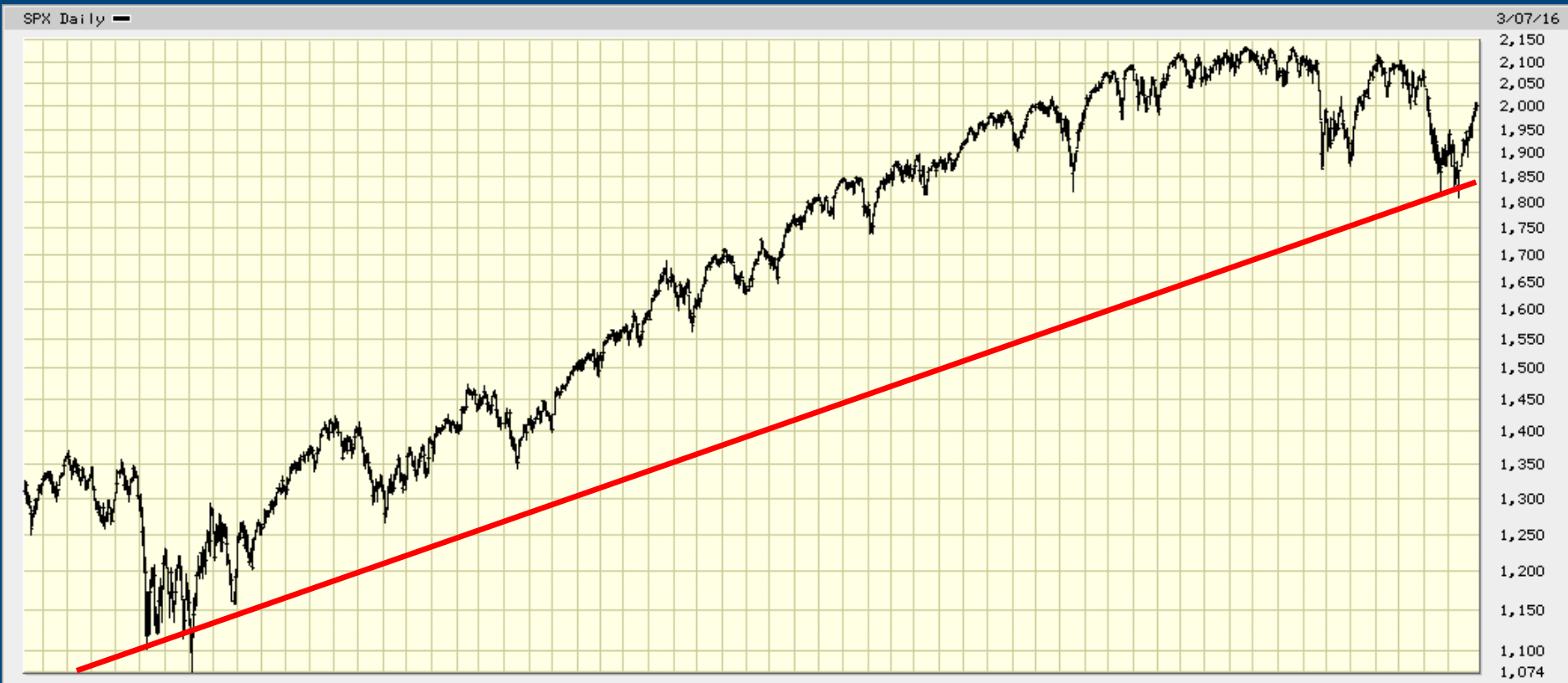
## How to Submit Your Questions

# Market Review – Stocks (6 months)

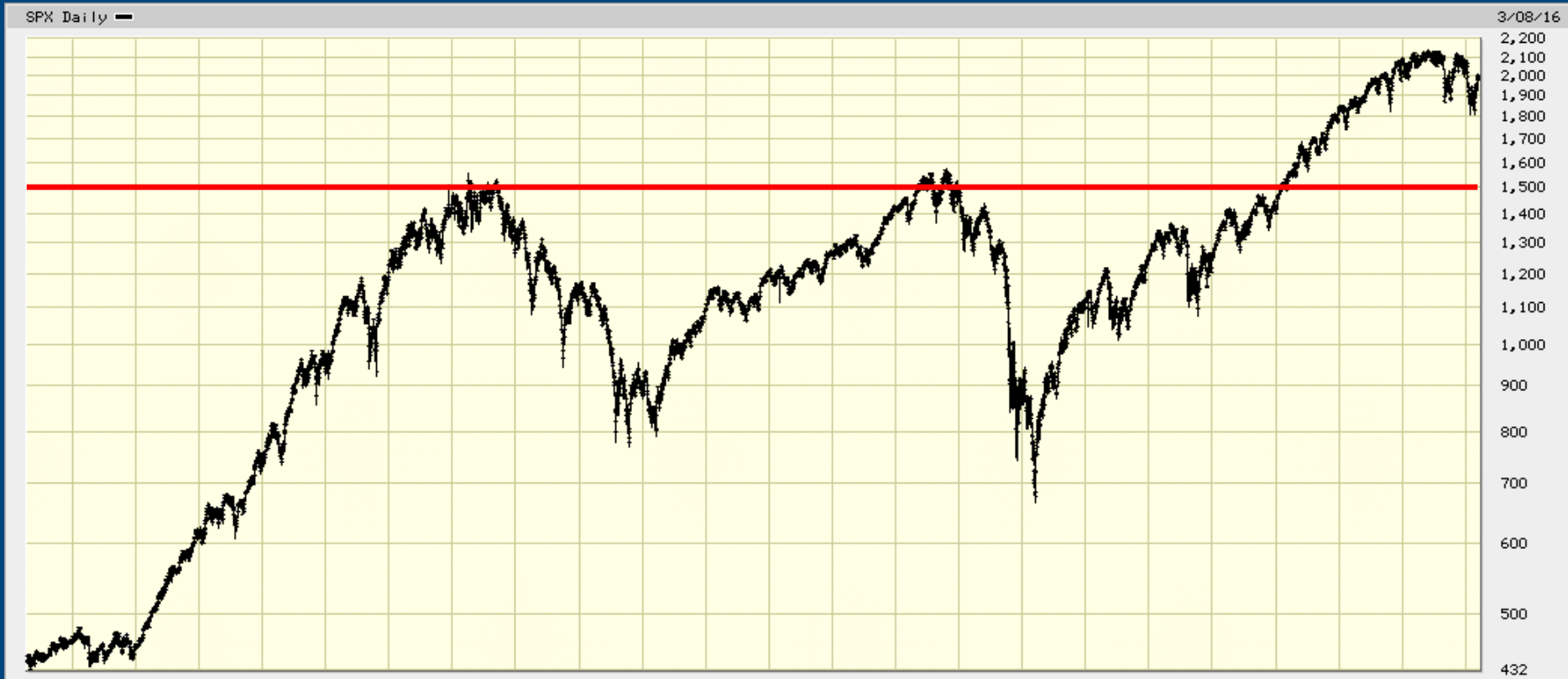




# Market Review – Stocks (5 Years)



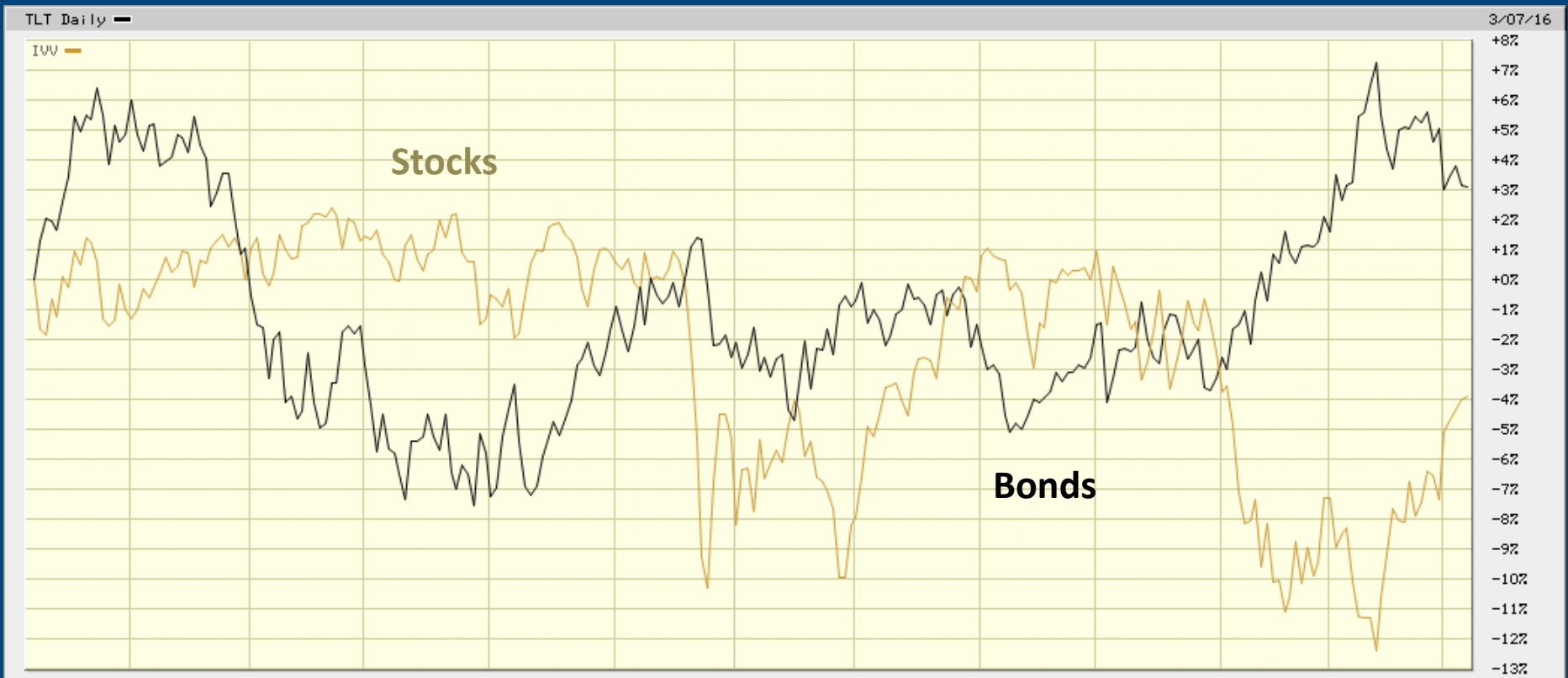
# Market Review – Stocks (20 Years)



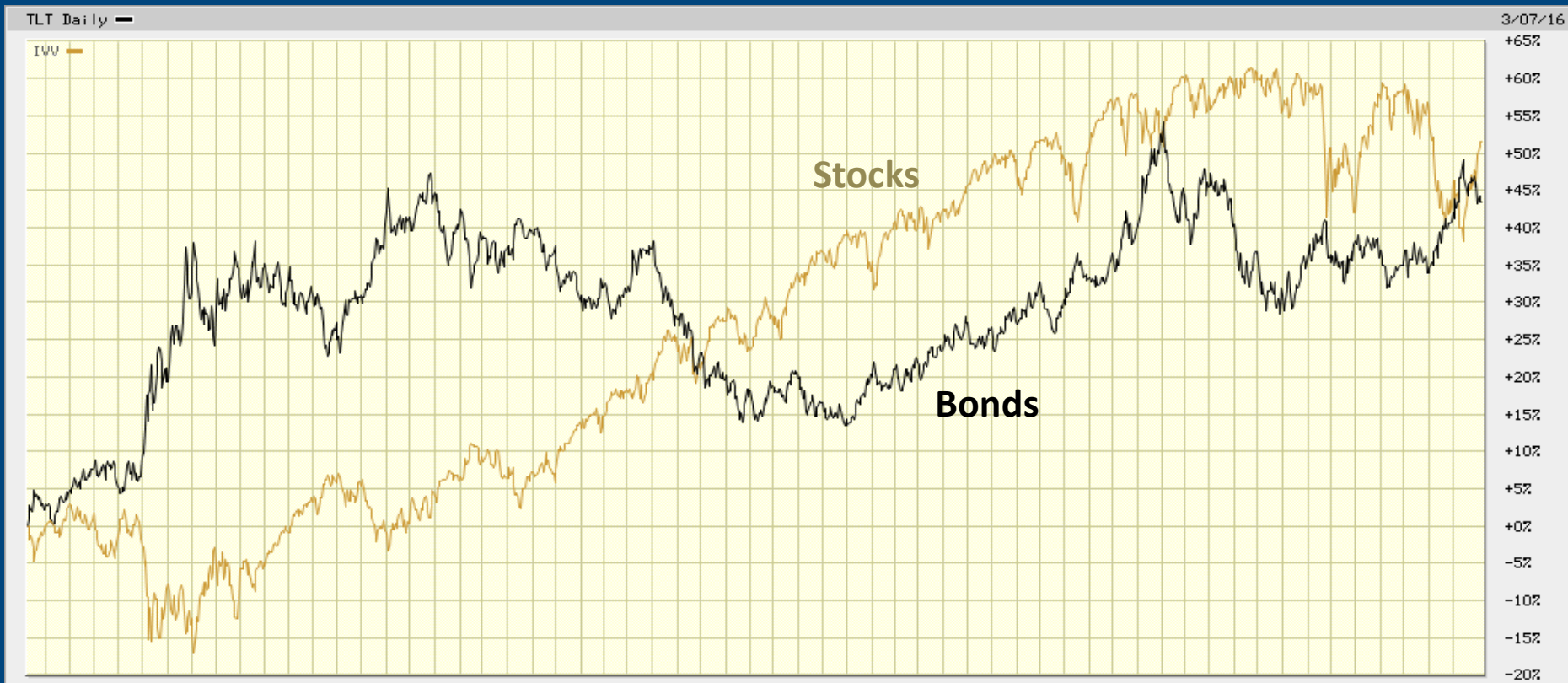
# Market Review - Interest Rates (20 Years)



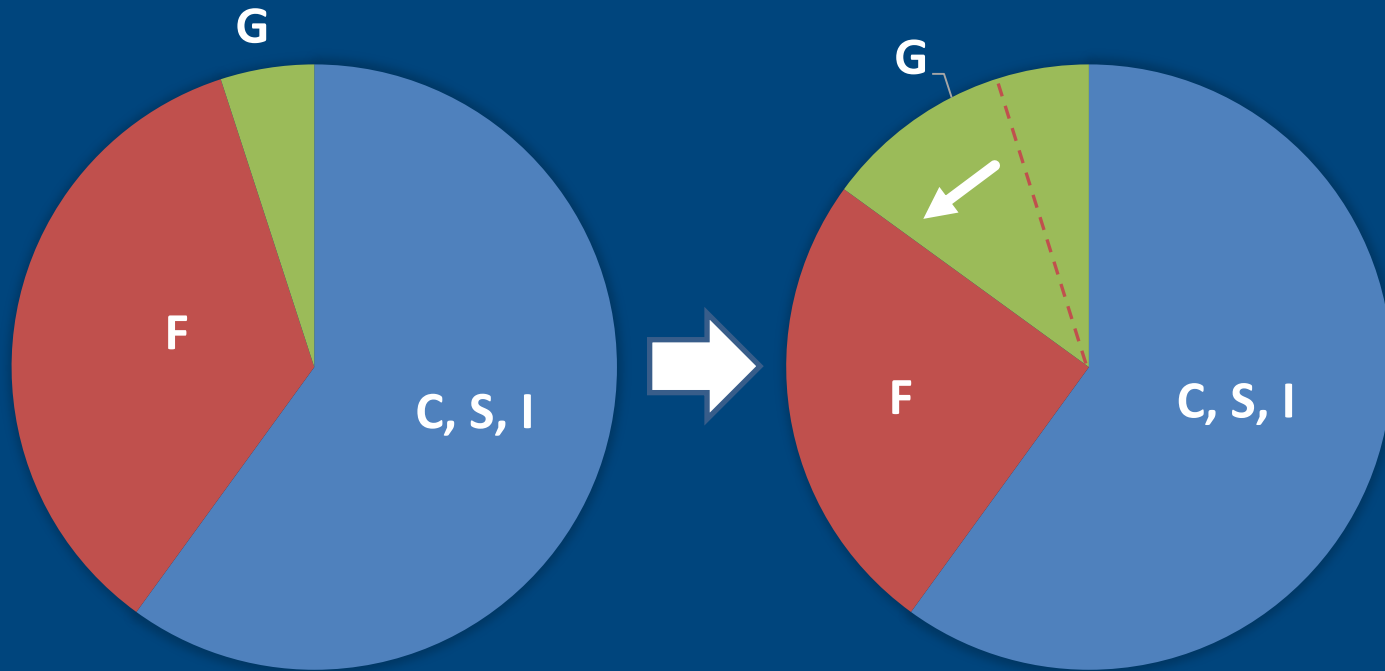
# Market Review – Stocks vs. Bonds (1 Year)



# Market Review – Stocks vs. Bonds (5 Years)



# Tactical Recommendation



## Defining Success and Failure in Retirement Planning

# The Retirement Planning and Management Process





# The Importance of Properly Defining Success

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The way you define success relates directly to how you manage your resources, and indirectly to the outcomes you experience.

# A Common Mistake

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Defining success solely in terms of wealth accumulation.

# The Wrong Measures of Success

- Average Rate of Return
- Beating an Index
- Short-Term Gains
- Relatively High Yields

# Portfolio Management Should Be...

- Goal-Driven
- Disciplined
- Rational
- Efficient
- Reliable

# Unfortunately, It's Usually...

- Arbitrary
- Ad-Hoc
- Emotional
- Wasteful
- Unreliable

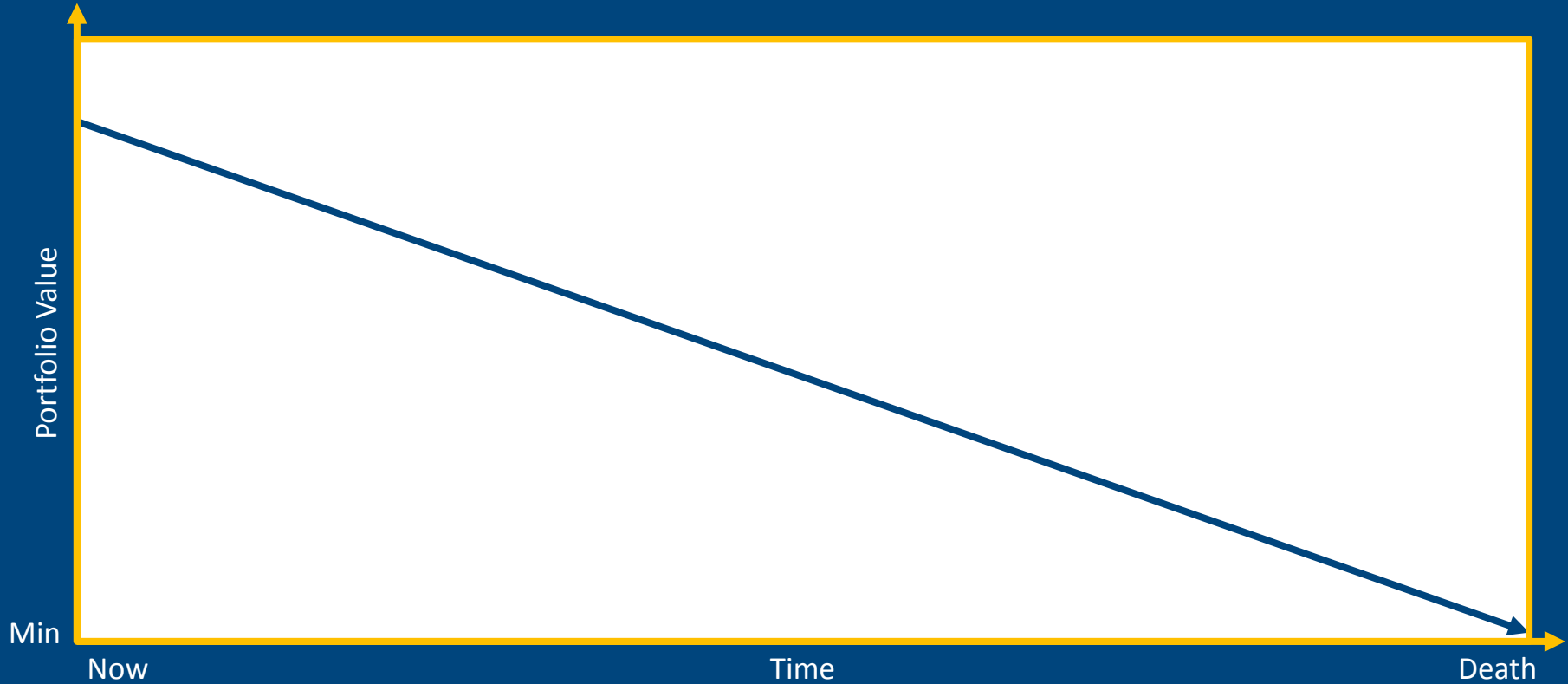
# The Right Definition of Success

Producing the cash flow necessary  
to support your desired lifetime standard of living  
while maintaining the value of your estate  
at an acceptable level.

# Factors in Success

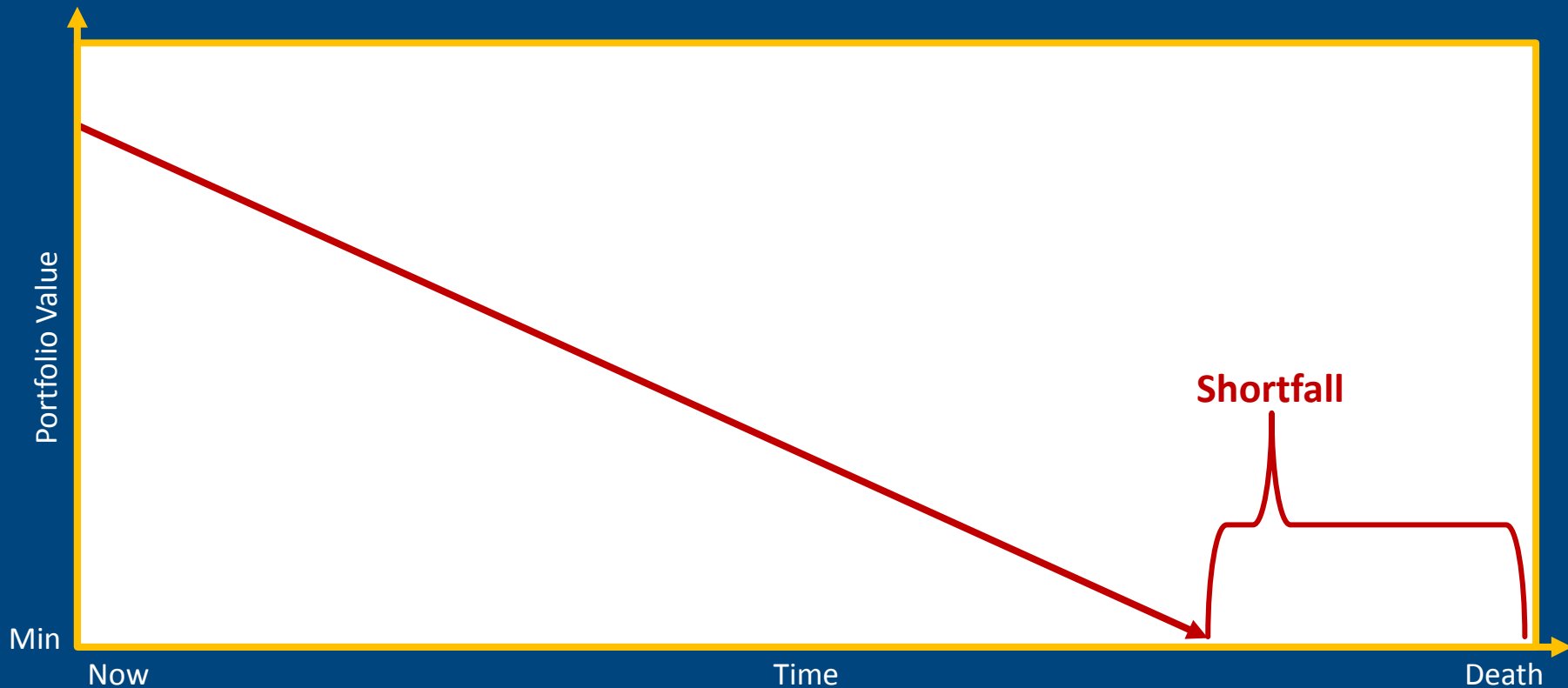
- Resource Depletion Rate
  - Spending/Withdrawal Rate
  - Lifespan
  - Sequence of Investment Returns
  - Cost Inflation

# The Ideal Plan

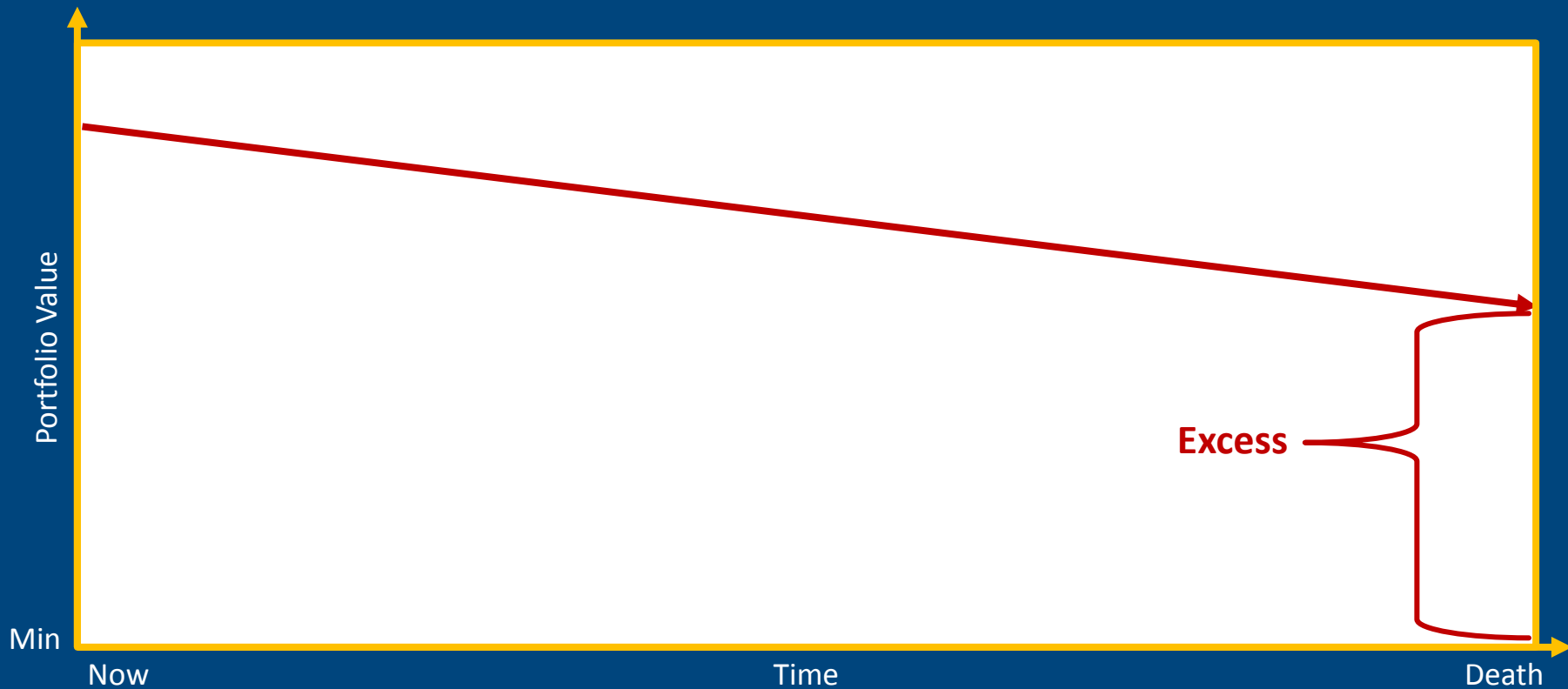




# The First Kind of Failure



# The Second Kind of Failure

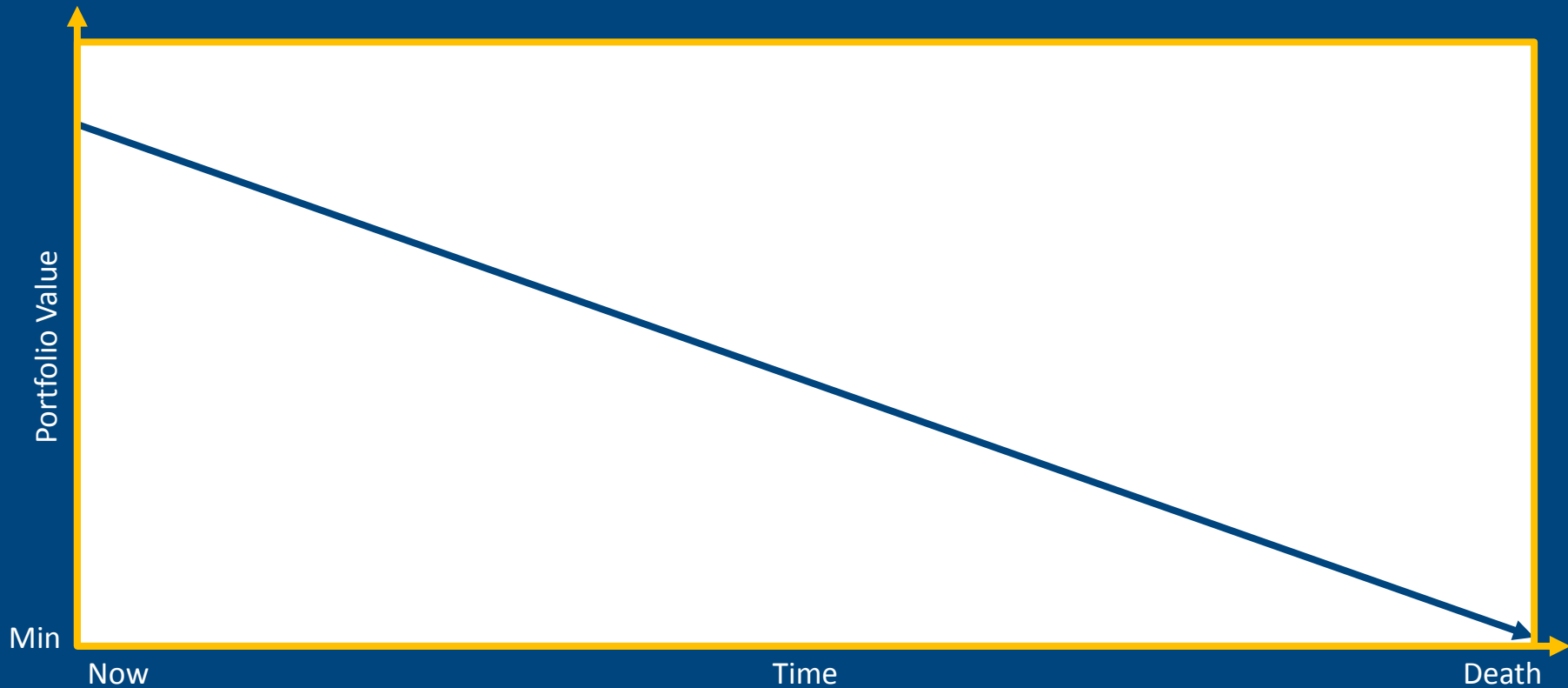


# Measuring Success

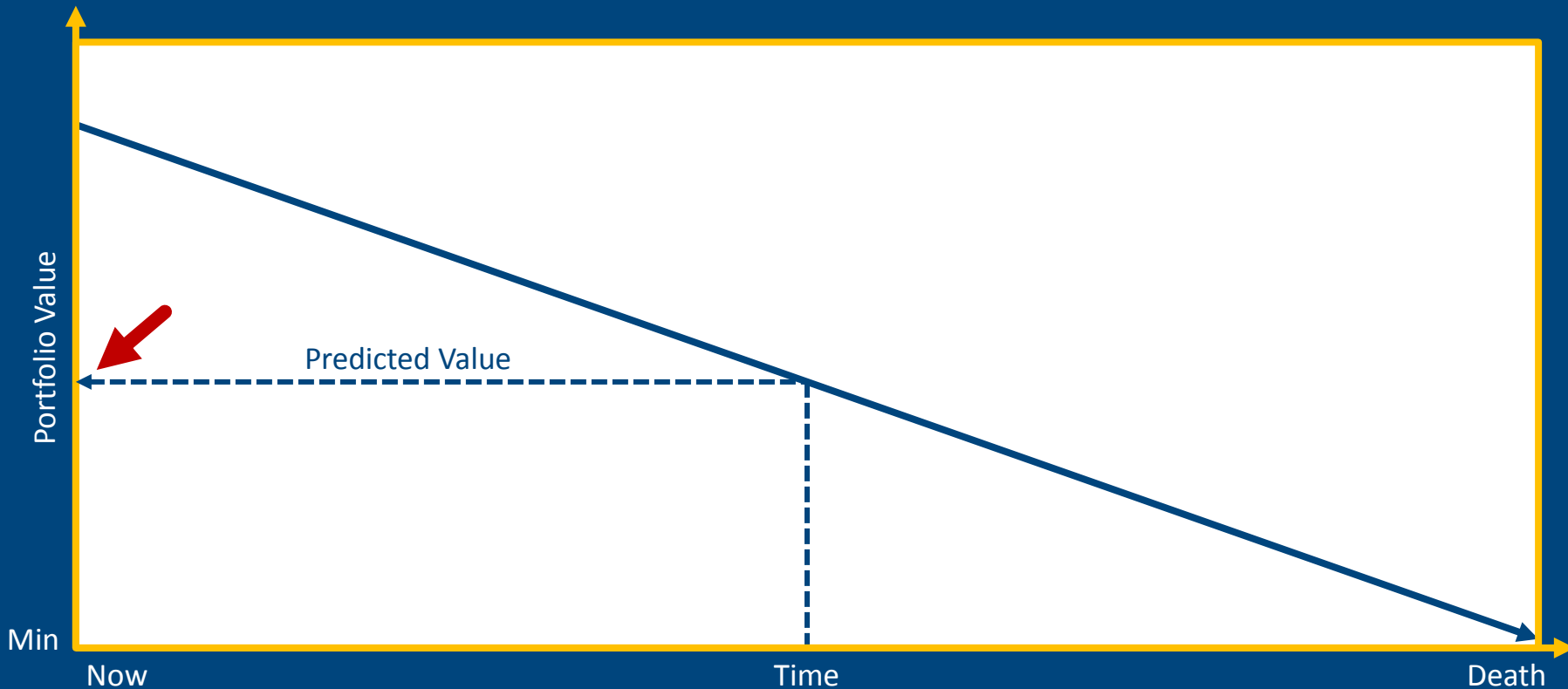
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- Expectations
- Results

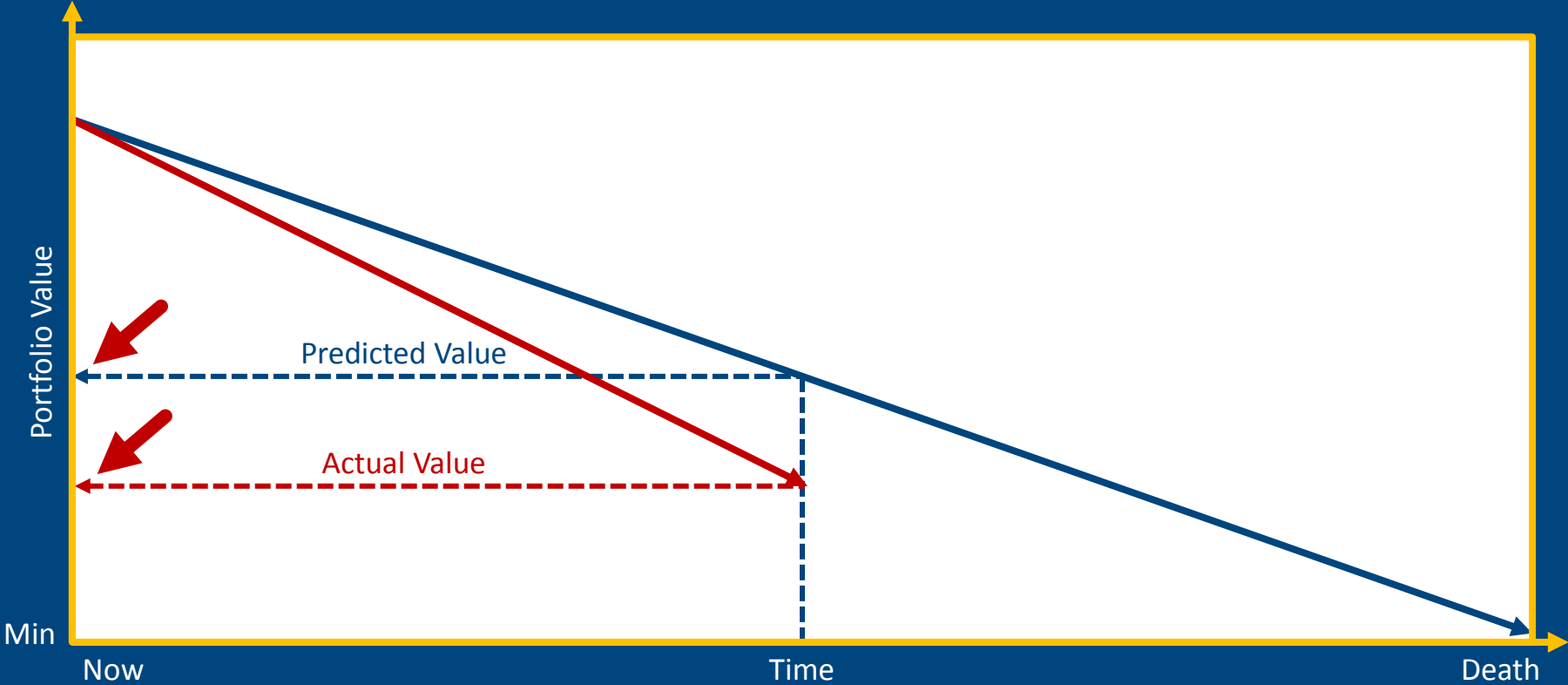
# Measuring Success



# Measuring Success



# Measuring Success



Next Month:

Retirement Resources, Goals and Constraints

April 12 @ 12:00

[www.seniorexecs.org](http://www.seniorexecs.org)

Questions / Comments / Suggestions



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V A R I P L A N

Advanced Retirement Planning and Management

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