



THE MERRIMAN
FINANCIAL EDUCATION
FOUNDATION



BAINBRIDGE
Community Foundation

Do I Need a Financial Advisor?

BAINBRIDGE COMMUNITY FOUNDATION

PAUL MERRIMAN

APRIL 1

Top ten financial mistakes by seniors

What are the most important financial decisions made transitioning from work to retirement? How much risk should a retiree have in their portfolio? Paul Merriman will tackle these and other important financial issues. This event will be hosted by the Bainbridge Island Senior/Community Center.



APRIL 14

The inside story about ESG Investing?

In this presentation, financial experts Larry Swedroe and Sam Adams highlight the various forms of sustainable investing and how they impact you as an investor.



APRIL 21

What's new for social security 2022?

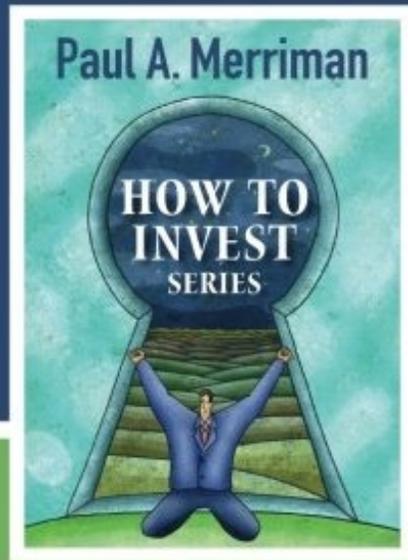
How can an individual or couple maximize Social Security benefits? How much should young people plan on future Social Security payments? What is the best Social Security claiming strategy? Mary Beth Franklin, award-winning journalist and Certified Financial Planner, will discuss these topics.





OUR MISSION

The Merriman Financial Education Foundation believes “knowledge is power” and is dedicated to providing comprehensive financial education to investors at all stages of life, with information and tools to make informed decisions in their own best interest and successfully implement their retirement savings program.



FIRST-TIME INVESTOR

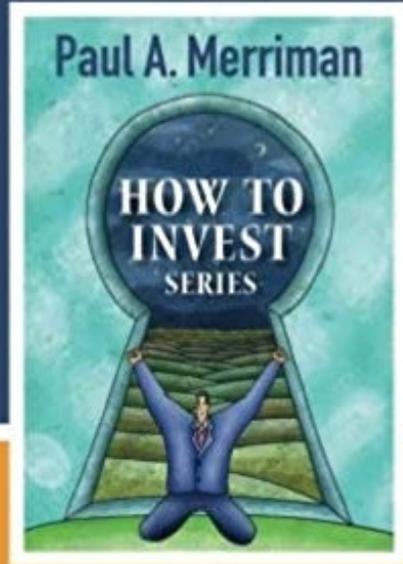
GROW AND PROTECT
YOUR MONEY

First Time Investor: Grow and Protect Your Money

An easy, essential read for getting started as a long-term investor. Get the steps necessary to build and maintain a successful investment portfolio. You'll learn exactly what to do to set and meet your financial goals — from the day you start saving and investing for your future, and for the rest of your lifetime. If you invest wisely, you may be able to retire while your friends are still chained to their jobs.

In this book, I give you the steps necessary to build and maintain a successful investment portfolio. You'll learn exactly what to do to meet your financial goals — from the day you start saving and investing for your future, and for the rest of your lifetime. If you invest wisely, you may be able to retire while your friends are still chained to their jobs.

Whether you're starting out or starting over, this book is for you. You may be 23 and just landed your first job, or you're 40 and decided to finally get serious about investing, but if you follow the advice you find here, you will have a high probability of being financially independent when your working years are over.



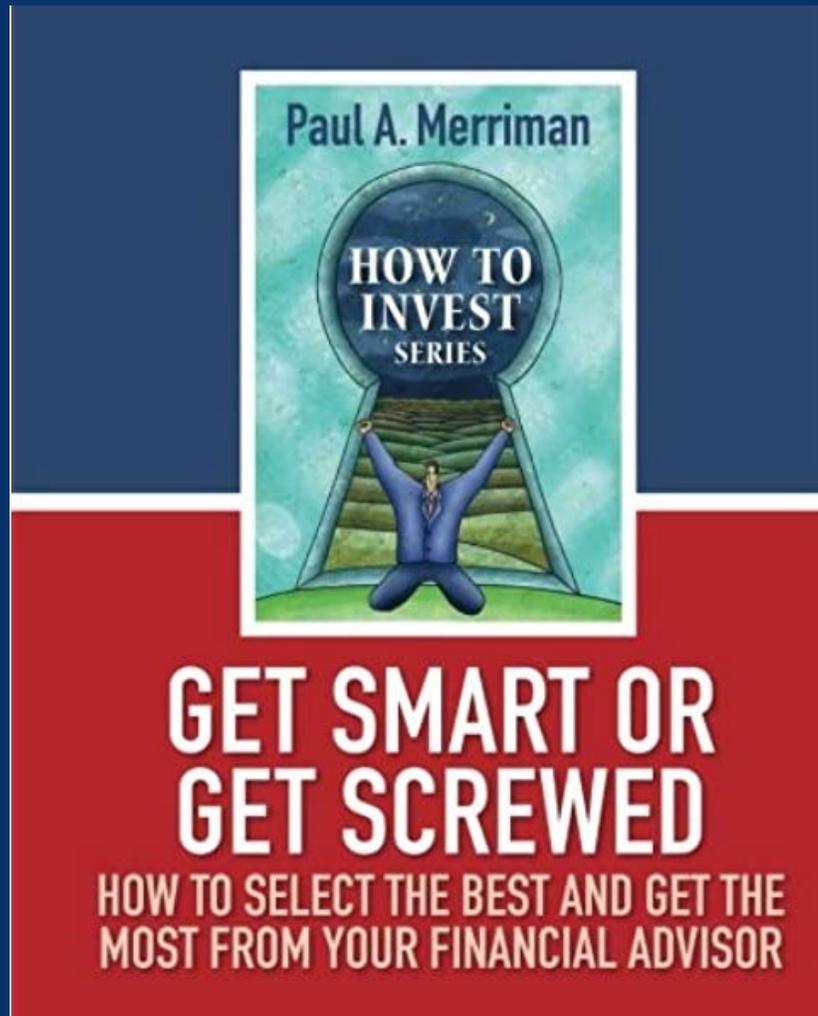
101 INVESTMENT DECISIONS

GUARANTEED TO CHANGE
YOUR FINANCIAL FUTURE

101 Investment Decisions Guaranteed to Change Your Financial Future

Learn how every investment decision you make has the potential to add \$1,000, \$10,000, \$100,000 or more to your wealth.

101 Investment Decisions Guaranteed To Change Your Financial Future is the workbook for savvy investors at all stages of life! Learn how every investment decision you make has the potential to add \$1,000, \$10,000, \$100,000 or more to your wealth. Together, this can mean millions of extra dollars for you and your family over the years. In his information rich, pull-no-punches style, Paul Merriman explains the decisions to be made and the impact of each on your financial future, so you can easily prioritize and make the best financial choices to meet your goals. It's your future... choose wisely.



Get Smart or Get Screwed: How To Select The Best and Get The Most From Your Financial Advisor

Understand about the variety of financial brokers and advisors, and the services they can — and should — offer.

GET SMART or GET SCREWED: How To Select The Best and Get The Most From Your Financial Advisor gives you insights into the variety of financial brokers and advisors, and the services they can — and should — offer.

It includes extensive lists of questions you should ask and services you should receive from an advisor, and reasons why the brokerage industry is not serving your best interests.

To ensure that you “Get Smart,” Paul helps you understand how to find and work with competent and ethical advisors, firms and products. Getting the best and most from your advisor will save you time, grow your money, and give you peace of mind. Whether you are a first-time or savvy investor, you will learn new ways to avoid the plethora of pitfalls many investors encounter.

PAUL MERRIMAN & RICHARD BUCK

WE'RE TALKING MILLIONS!

12 SIMPLE WAYS TO
SUPERCHARGE
YOUR RETIREMENT



Published December 2020, this concise book is intended for young and first-time investors to learn why and how to make a handful of smart choices that can turn modest regular savings into a secure future.

You'll discover "12 Small Steps with Big Payoffs," each of which can add \$1 **million** or more to your retirement nest egg if you start in your 20s or 30s.

[Click for a free copy of We're Talking Millions!](#)

2 FUNDS FOR LIFE

CHRIS PEDERSEN

2 FUNDS FOR LIFE

a quest for simple & effective investing strategies

Chris Pedersen with Foreword by Paul Merriman

Illustrations by Maren Pedersen



2-Funds for Life: a quest for simple and effective investing strategies

Simplify investing & simplify life.

If you want to know WHY 2-Funds-for-Life strategies increase likely lifetime returns by 25% to more than 130%, and what you need to do to reap those benefits? Then this deep-dive owner's manual is for you!

We're all wired to invest for the future, but when it comes to personal finance few of us know how. How much should I save? How much risk can I take? How does risk tolerance change with age? How can I get the most while risking the least? How complex does it have to be? Could I really do everything I need with just two funds?

2-Funds for Life is a quest to answer these questions and show definitively that simple approaches can match, beat, or even trounce more complex ones.

What are your financial objectives?



- Ensure retirement income
- Reduce the burden of taxes
- Reduce the effects of inflation
- Create and preserve personal wealth
- Increase wealth transfer
- Establish charitable legacies
- Reduce the risk of financially devastating events
- Foster peace of mind through proper planning today



#1 Decision: Who Will You Trust?

- Wall Street
- Main Street
- University Street



Which Quote Do You Believe?

- "The only person you can trust is you"
- "A man who is his own lawyer has a fool for a client"

The Payoff for Finding the Best Information



- Make more money
- Retire early
- Spend more in retirement
- Leave more to others
- More peace of mind

<u>Impact of 1.0% increase in return over a lifetime</u>		
<i>\$5,000 Initial Annual Contribution</i>	Scenario 1	Scenario 2
Rate of Return during Accumulation	8.00%	9.00%
Rate of Return during Distribution	6.00%	7.00%
Total Age 21 to 66 Contributions (NO annual increase)	\$230,000	\$230,000
Portfolio Value @ Age 67 (Start Retirement)	\$2,259,501	\$3,129,314
Portfolio Value @ Age 97 (End Retirement)	\$3,813,515	\$7,000,023
Total Withdrawals - 4% of Port Value / Yr (Age 67 to 97)	\$3,531,850	\$5,692,219
Total Return (Withdrawals + Final Value)	\$7,345,365	\$12,692,241
Additional lifetime benefit of 1.00% increase in return:		\$5,346,876

<u>Impact of 1.0% increase in return over a lifetime</u>		
<i>\$5,000 Initial Annual Contribution</i>	Scenario 1	Scenario 2
Rate of Return during Accumulation	8.00%	9.00%
Rate of Return during Distribution	6.00%	7.00%
Total Age 21 to 66 Contributions (3% annual increase)	\$482,507	\$482,507
Portfolio Value @ Age 67 (Start Retirement)	\$3,302,536	\$4,431,004
Portfolio Value @ Age 97 (End Retirement)	\$5,573,918	\$9,911,799
Total Withdrawals - 4% of Port Value / Yr (Age 67 to 97)	\$5,162,231	\$8,059,992
Total Return (Withdrawals + Final Value)	\$10,736,149	\$17,971,791
Additional lifetime benefit of 1.00% increase in return:		\$7,235,643

What We Want In Any Advisor



- Incompetent and Unethical
- Incompetent and Ethical
- Competent and Unethical
- Competent and Ethical



DIY Investing vs. Hiring an Advisor

- Investing never been easier or as efficient
- Can you afford the time to get an education?
- Can you afford the time to manage the investments?
- Can you deal with the emotional hurdles of investing?

DIY Financial Planning vs. Hiring an Advisor



- More than investing
- Needs, wants and wishes
- Educational funding
- Tax Planning
- Estate Planning
- Insurance
- Helping children
- Referring to other professionals
- Help stay the course



Professional Designations

- 219 planning designations
- Certified Financial Planner (CFP)
- Chartered Financial Consultant (ChFC)
- Chartered Financial Analyst (CFA)
- Certified Public Accountant/Personal Financial Specialist (CPA/PFS)



How Advisors Get Paid

- Commission
- % of assets
- Commission plus % of assets
- Hourly
- Project
- Retainer
- Flat fee
- % of profits plus % of assets



DIY + Hourly

- Lowest long term cost of professional help
- Investor responsible for implementation
- Know when to ask for help
- Not paid to address emotional hurdles
- Hard to find and qualify
- Hard to replace

The Perfect Hourly Advisor

- SEC registered
- Fiduciary
- Certified Financial Planner
- Sells no products
- Does not manage money
- Does not revenue share
- Only offers hourly advice



How to Find Hourly Advice

- Garrettplanningnetwork.com
- Adviceonlyfinancial.com
- Napfa.org
- CPA with PFS designation



Washington State Hourly Advisors



Lisa Weil lisa@claritynorthwest.com

Tom Nowak info@quantumfinancialplanning.com

Tim Massie tim@timepiecefp.com

Katy Cook katy@abacusfinplan.com

Trish Howe trish@howefinancialadvisory.com

Sample Financial Plans

Buckingham

Merriman

Pure Financial Advisors

Vestory





ROBO Advice

- Low cost
- Automated
- Automatic tax optimization
- Low minimum
- Questionnaire
- Multiple levels of risk

ROBO Advisor Ratings

- What Is a Robo-Advisor and Is One Right for You?
- Who are the robo advisors you can trust?





Target Date Funds

- Universal ROBO Advisor
- Target date fund plus small cap value



Every Investor Should
Spend A Year With
An Advisor

Books & Articles

- [Do It Yourself or Hire an Advisor](#)
- [Finding and Hiring the Right Advisor](#)
- [Your Complete Guide to a Successful and Secure Retirement](#)
- [How to Find Advice Only](#)
- [Get Smart or Get Screwed](#)



Free Investment and Financial Planning Advice



- [Thebalance.com](https://www.thebalance.com)
- [Morningstar.com](https://www.morningstar.com) (Benz and Rekenenthaler)
- [Whitecoatinvestor.com](https://www.whitecoatinvestor.com) (Jim Dahle)
- [Awealthofcommonsense.com](https://www.awealthofcommonsense.com) (Ben Carlson)
- [Paulmerriman.com](https://www.paulmerriman.com)



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Sound Investing For Every Stage of Life

The Merriman Financial Education Foundation





Thank you.

If you have any questions,
please email Paul@paulmerriman.com

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FREE copy of the PDF *We're Talking Millions*
and join Paul on [Facebook](#), [LinkedIn](#) and [Twitter](#).

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plus recommended [mutual fund](#) and
[ETF portfolios](#) at Vanguard, Fidelity, Schwab