



**Get Ahead For  
Your Future Self**



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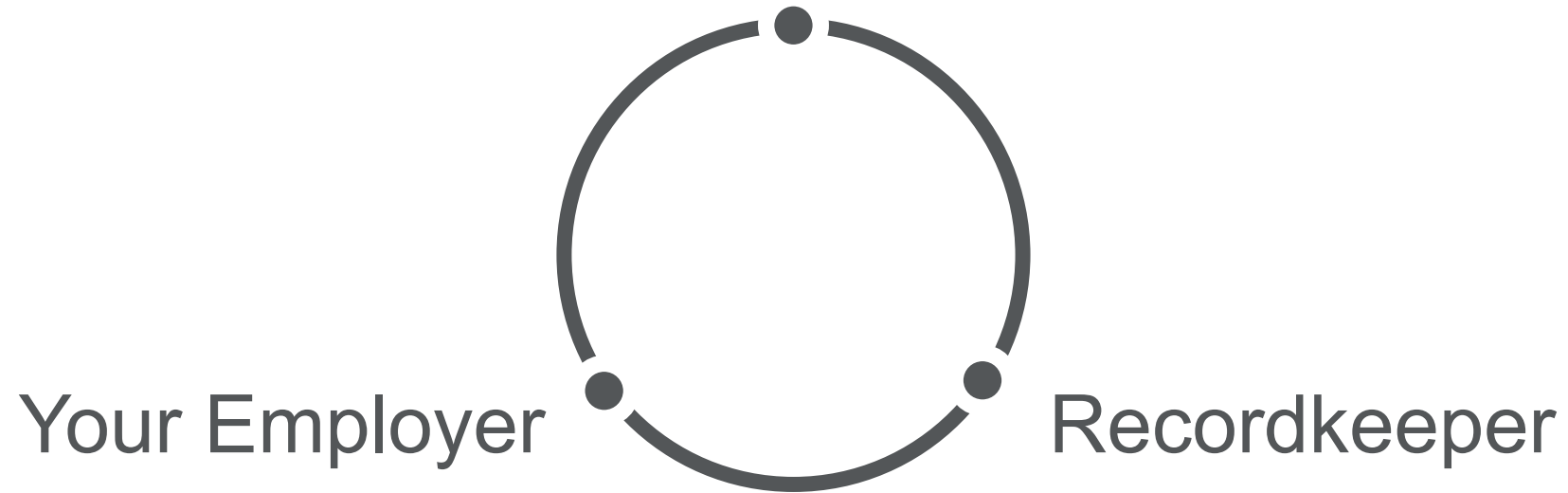
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# A partnership





# You have options to meet your needs



## Online Advice

**Do-it-yourself 401(k) planning.**

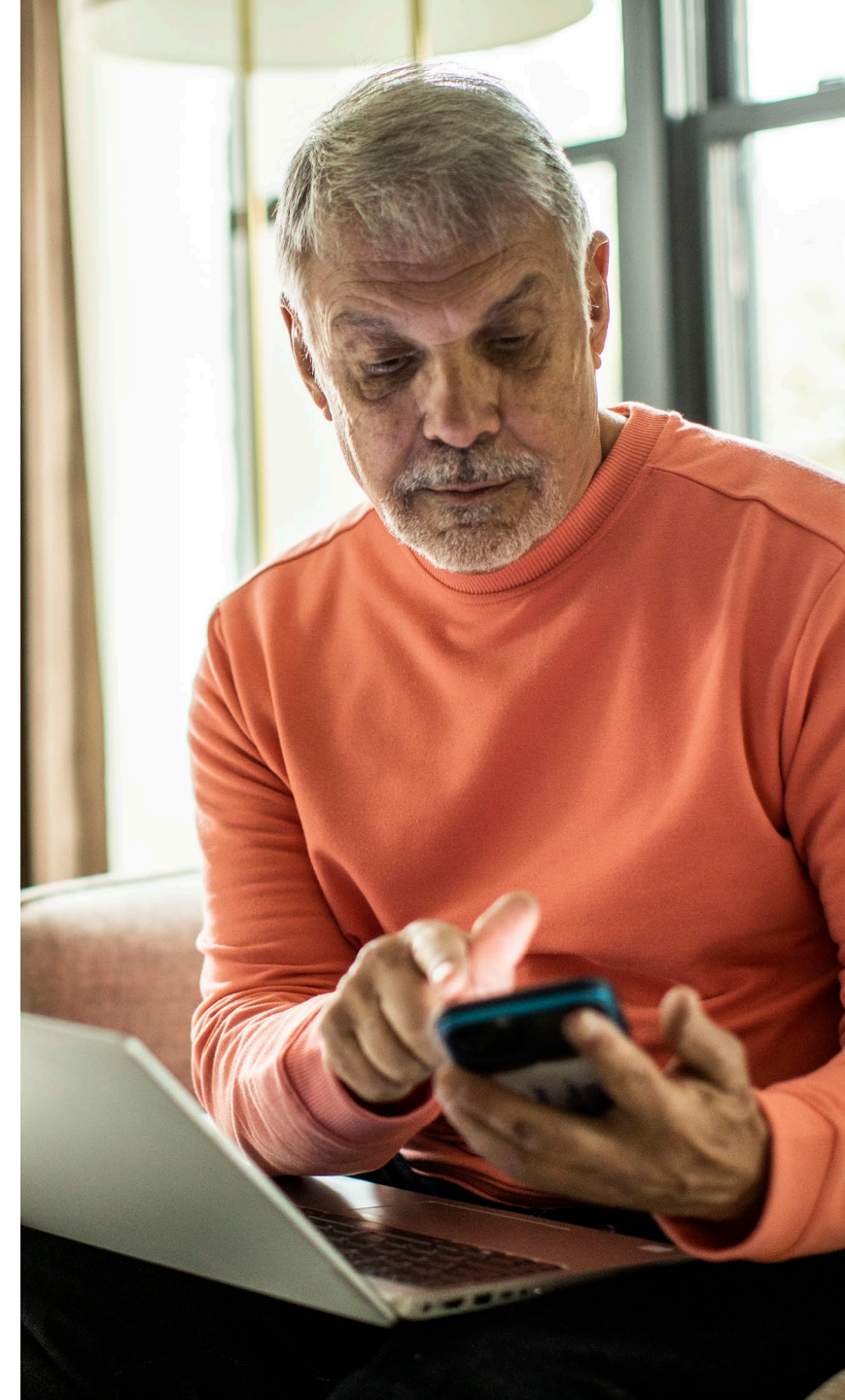
- You are confident of the investment decisions you make
- You actively adjust your plan to stay on track.



## Professional Management

**Retirement planning and automated 401(k) management.**

- You want help getting on track and staying there
- You can be highly involved or just occasionally check in.







**GET  
AHEAD  
FOR YOUR  
FUTURE  
SELF**





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**Did you make  
New Year's  
resolutions?**





41%

of people make  
resolutions

9%

actually  
achieve them





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## Conflict between your present and future self needs



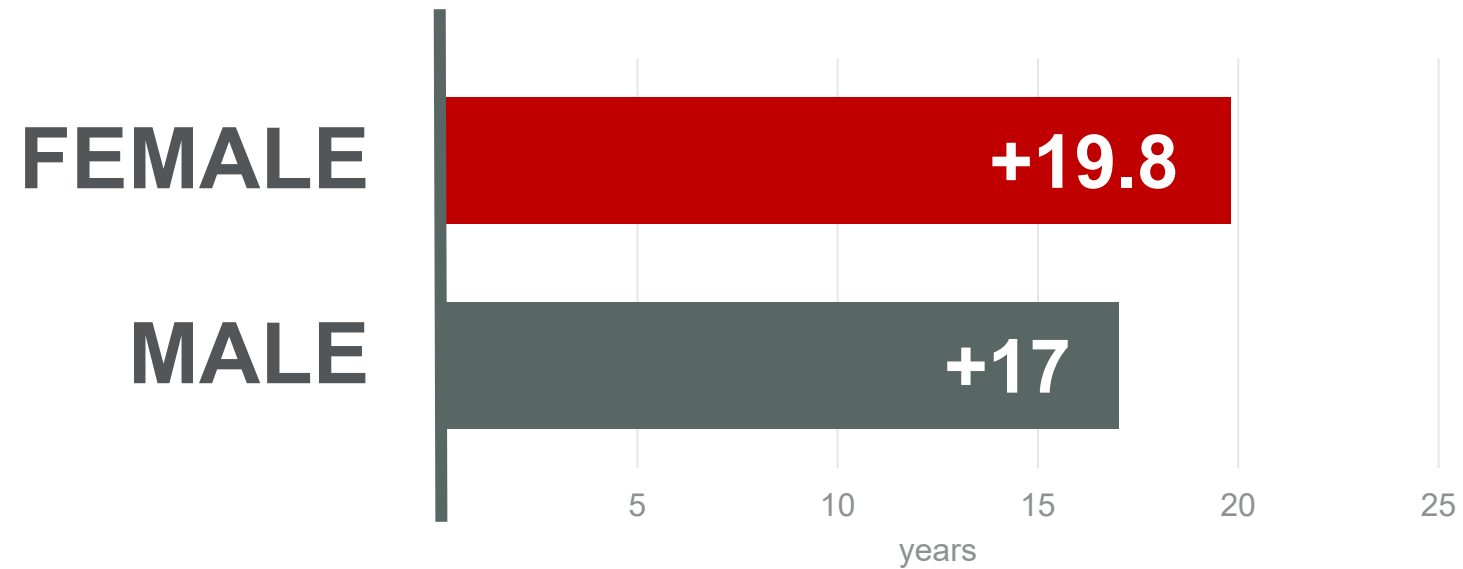




**The same conflict exists for long-term goals like retirement.**



# Life expectancy at age 65





**Your future is based on decisions you  
make and actions you take today**



# 3 STEPS TO HELP REACH YOUR GOALS

- 1 | **See your future self**
- 2 | **Write a letter**
- 3 | **Practice empathy**





1 | See future self

**Present  
Clarence...**





1 | See future self

**...meet future  
Clarence.**



## 2 | Write a letter

You are everything that I'm working so hard for right now. Just know that it wasn't easy, but you deserve to be happy. No matter what happens, I will always be proud of you.

Are you still in New Jersey? Or did you finally pick up and head south down to Florida?

My hope is that you're healthy, happy and spending your time doing what you want. Hopefully this includes lots of time with your children, many grandchildren and lots of friends. You should have time to devote to your community and church, both of which are so important to me now and I know you'll continue this legacy of fellowship and serving others.

If you haven't scratched these off your bucket list yet, then you need to get to it!

- Make salsa from your own garden
- Kiss your wife under the Eiffel Tower in Paris
- Write that book for Charles
- See the Grand Canyon
- Make it to 80
- Go skydiving in Moab - don't be a chicken
- Go back to the church dad took you to in NYC

I know that it wasn't easy and you've probably sacrificed a lot more, been hurt again and had plenty of the blues. But I'm sure there's been plenty of ups to go along with the downs.

Stay humble, grateful and remember...

Always remember...





### 3 | Practice empathy

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**Develop the ability  
to understand  
and share the  
feelings of your  
future self.**







# 7 REASONS

TO BE OPTIMISTIC ABOUT  
YOUR FINANCIAL FUTURE



## REASON 1



The stock market has gone up in the  
12 months following midterm elections  
every year since 1940



REASON 1

16.3%

average stock market gain in  
12 months after midterm elections



Source: US Bank. (2022, October 11). *Stock market performance after mid-term elections*. Market News. Retrieved December 2, 2022, from <https://www.usbank.com/investing/financial-perspectives/market-news/stock-market-performance-after-midterm-elections.html>



## REASON 2

Unprecedented  
opportunity to save  
more in your  
retirement plan

401(K) PLAN LIMITS	2022	2023	CHANGE
Maximum salary deferral for workers	\$20,500	\$22,500	<b>+\$2,000</b>
Catch-up contributions for workers 50 and older	\$6,500	\$7,500	<b>+\$1,000</b>
Total contribution limit	\$61,000	\$66,000	<b>+\$5,000</b>
Total contribution limit, plus catch-up contribution	\$67,500	\$73,500	<b>+\$6,000</b>
Compensation limit for figuring contributions	\$305,000	\$330,000	<b>+\$25,000</b>
Compensation threshold for key employee nondiscrimination testing	\$200,000	\$215,000	<b>+\$15,000</b>
Threshold for highly compensated employee nondiscrimination testing	\$135,000	\$150,000	<b>+\$15,000</b>



Source: IRS. (2022, October 21). *401(k) limit increases to \$22,500 for 2023, IRA limit rises to \$6,500*. IRS Newsroom. Retrieved December 8, 2022, from <https://www.irs.gov/newsroom/401k-limit-increases-to-22500-for-2023-ira-limit-rises-to-6500>





## REASON 3

# Traditional and Roth IRA contribution limits

In 2022 you could contribute:

- \$6,000 if you're younger than age 50
- \$7,000 if you're aged 50 or older

In **2023** you may contribute:

- **\$6,500** if you're younger than age 50
- **\$7,500** if you're aged 50 or older



Source: IRS. (2022, October 21). *401(k) limit increases to \$22,500 for 2023, IRA limit rises to \$6,500*. IRS Newsroom. Retrieved December 8, 2022, from <https://www.irs.gov/newsroom/401k-limit-increases-to-22500-for-2023-ira-limit-rises-to-6500>



## REASON 4

8.7%

Social Security cost-of-living  
adjustment increase



Source: SSA. (2022, October 13). *Social security announces 8.7 percent benefit increase for 2023*. Press Office. Retrieved December 8 2022, from <https://www.ssa.gov/news/press/releases/2022/#10-2022-2>



## REASON 5

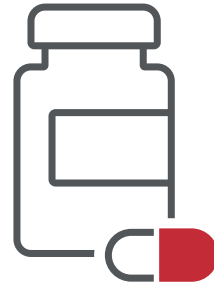
# 73

Secure Act 2.0 extends RMD age in 2023.  
Extends to age 75 in 2033.





## REASON 6



Inflation Reduction Act saves money for  
people with Medicare on prescription drugs



Source: Medicare.gov. (n.d.) *Saving money with the inflation reduction act*. Retrieved December 8, 2022, from <https://www.medicare.gov/about-us/inflation-reduction-act>





## REASON 7

### Gas prices per gallon

June 2022: **\$4.929**

Nov. 2022: **\$3.685**

U.S. Regular All Formulations Gas Price  
DOLLARS PER GALLON



Source: FRED Economic Data. (2022, December 1). *US regular all formulations gas price*. Retrieved December 5, 2022, from <https://fred.stlouisfed.org/series/gasregw>



## REASON 7

# Chicken wing prices per pound

May 2021: \$3.25

July 2022: \$1.68



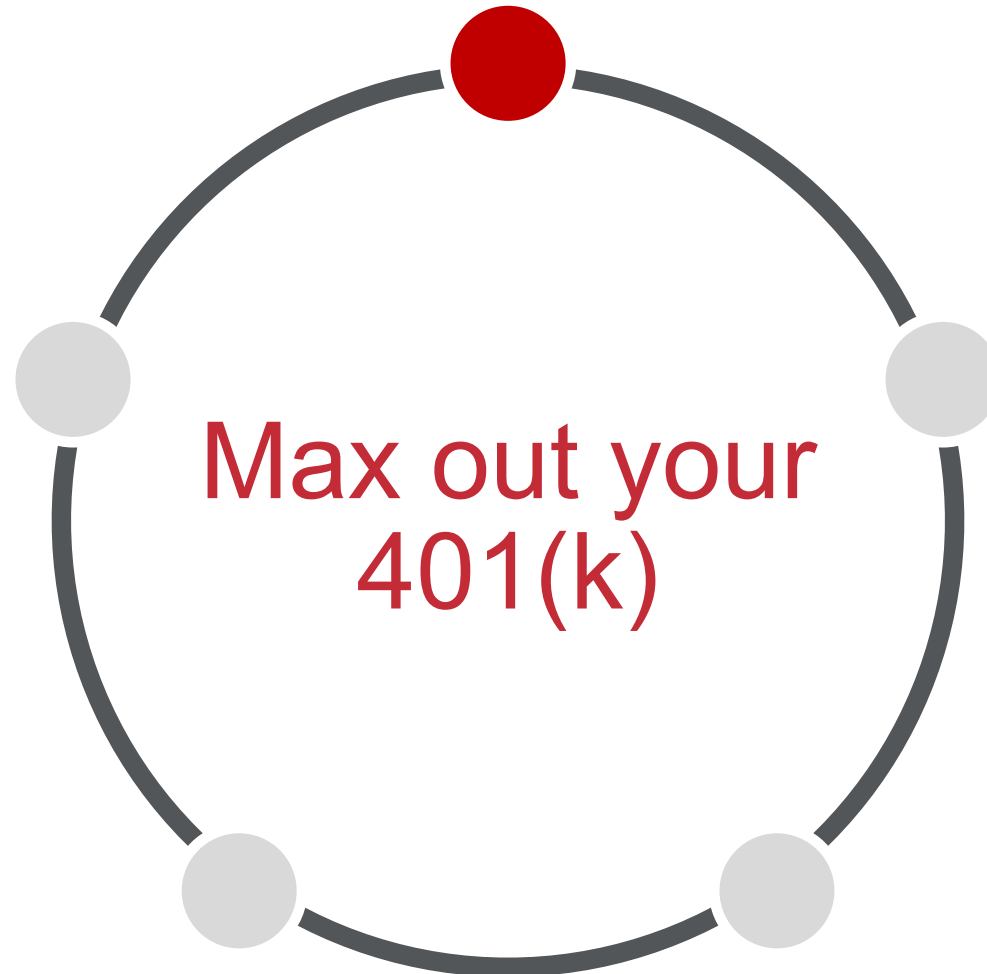


# 5 STEPS

TO PUT YOUR FUTURE SELF  
IN A BETTER POSITION



## STEP 1





## STEP 1

12%

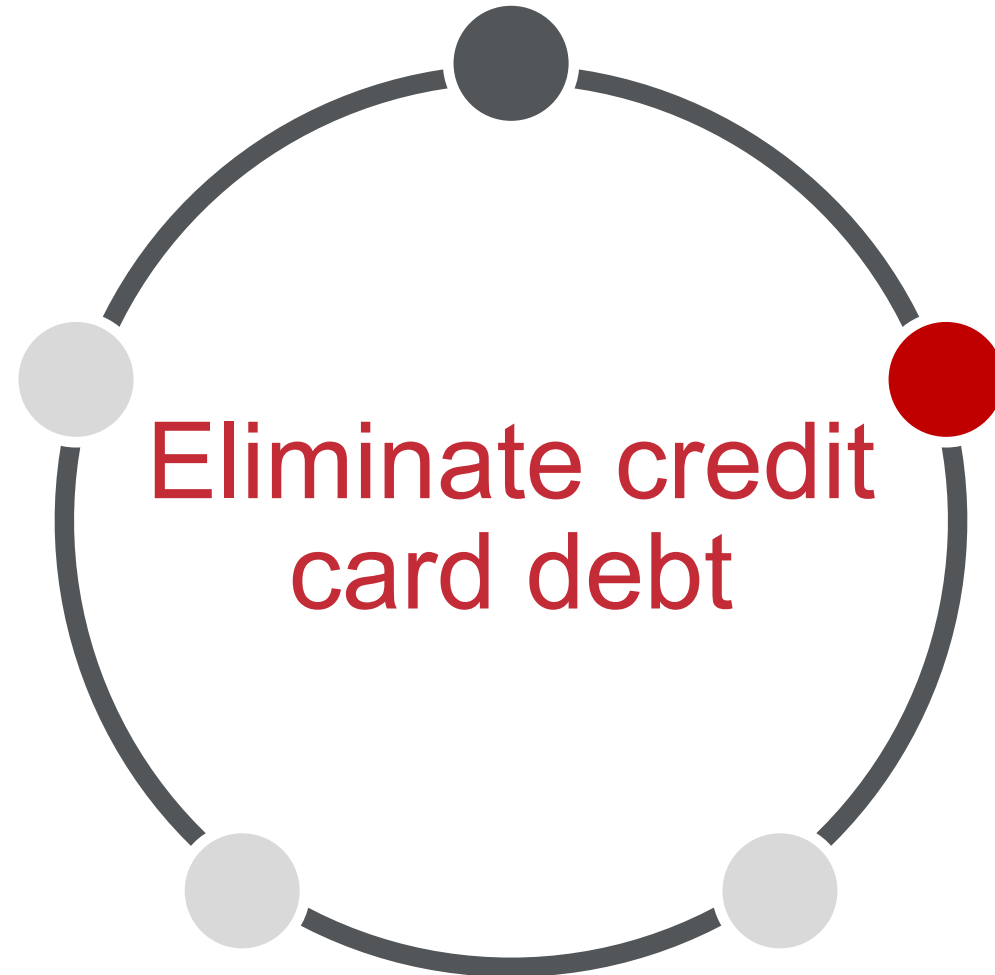
of people leave money on the table



Source: Evans, Julie Ryan. (2021, October 11). *17.5 Million Working Americans Leaving Retirement Plan Money on the Table*. Magnify Money. Retrieved December 2, 2022, from <https://www.magnifymoney.com/news/retirement-savings-landscape-survey/>.



## STEP 2

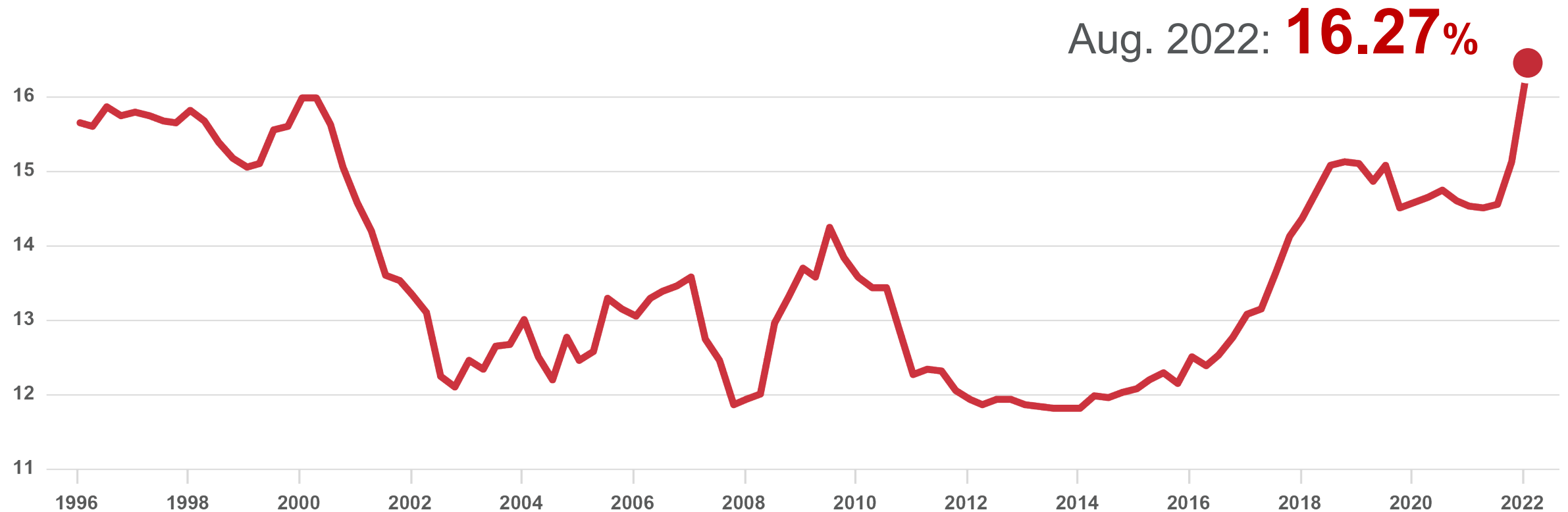






## STEP 2

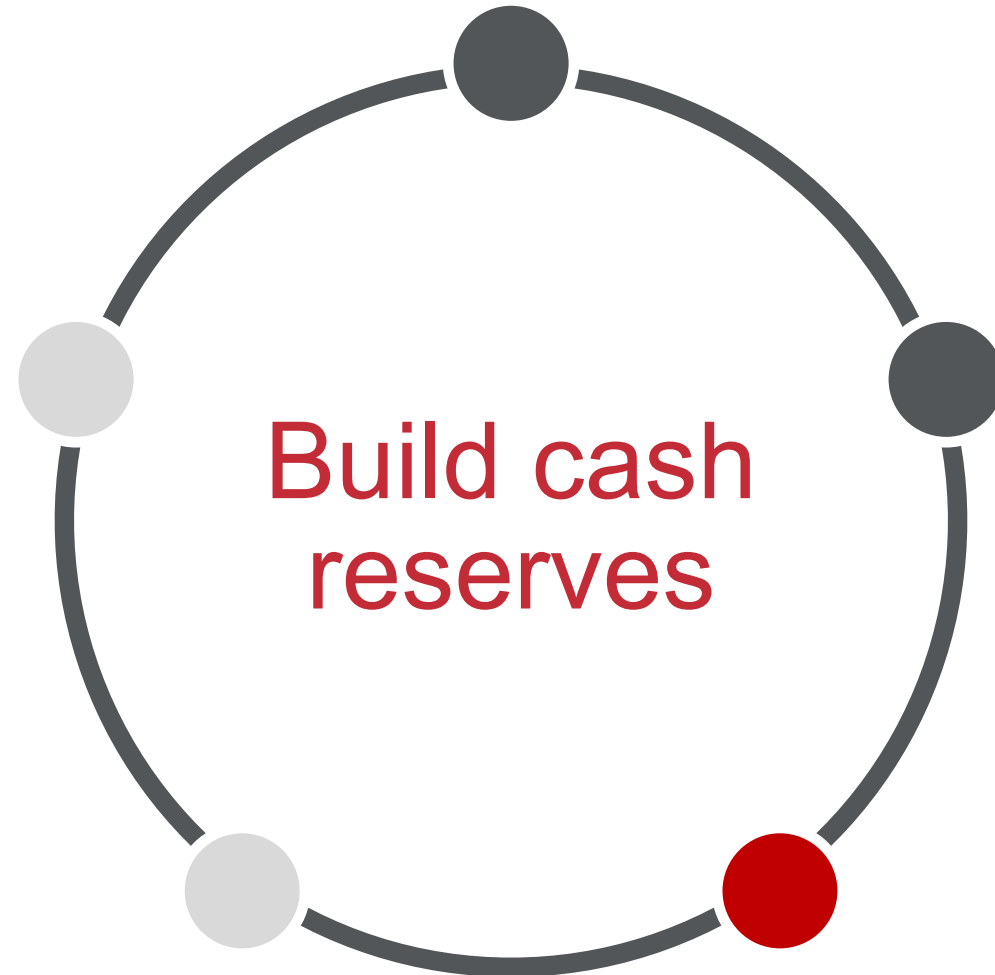
# Average credit card rate



Source: FRED Economic Data. (2022, October 7). *Commercial Bank Interest Rate on Credit Card Plans, All Accounts*. Retrieved December 2, 2022, from <https://fred.stlouisfed.org/series/TERMCBCCALLNS>.



## STEP 3





STEP 3

# Emergency savings fund

3 to 24

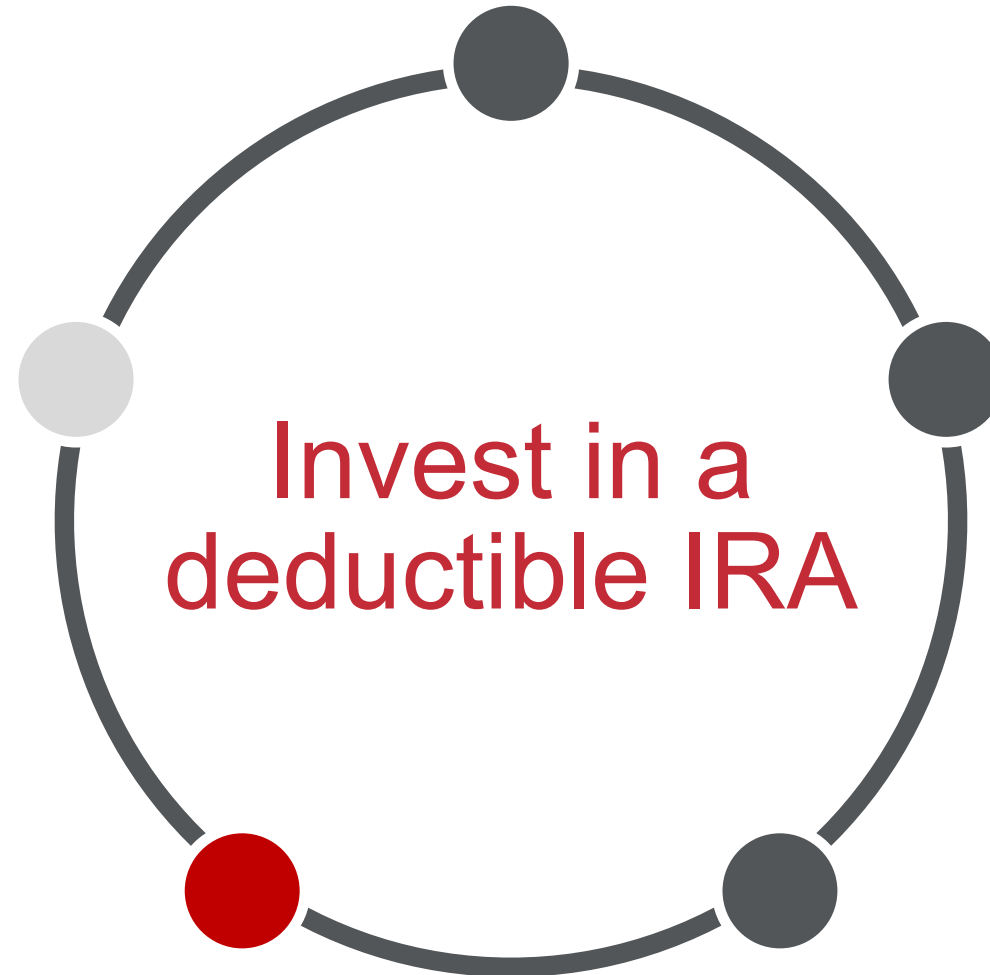
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**MONTHS**

worth of expenses



## STEP 4





STEP 4

# Traditional IRA Deduction Limits 2023

## If You Are Covered by a Retirement Plan at Work

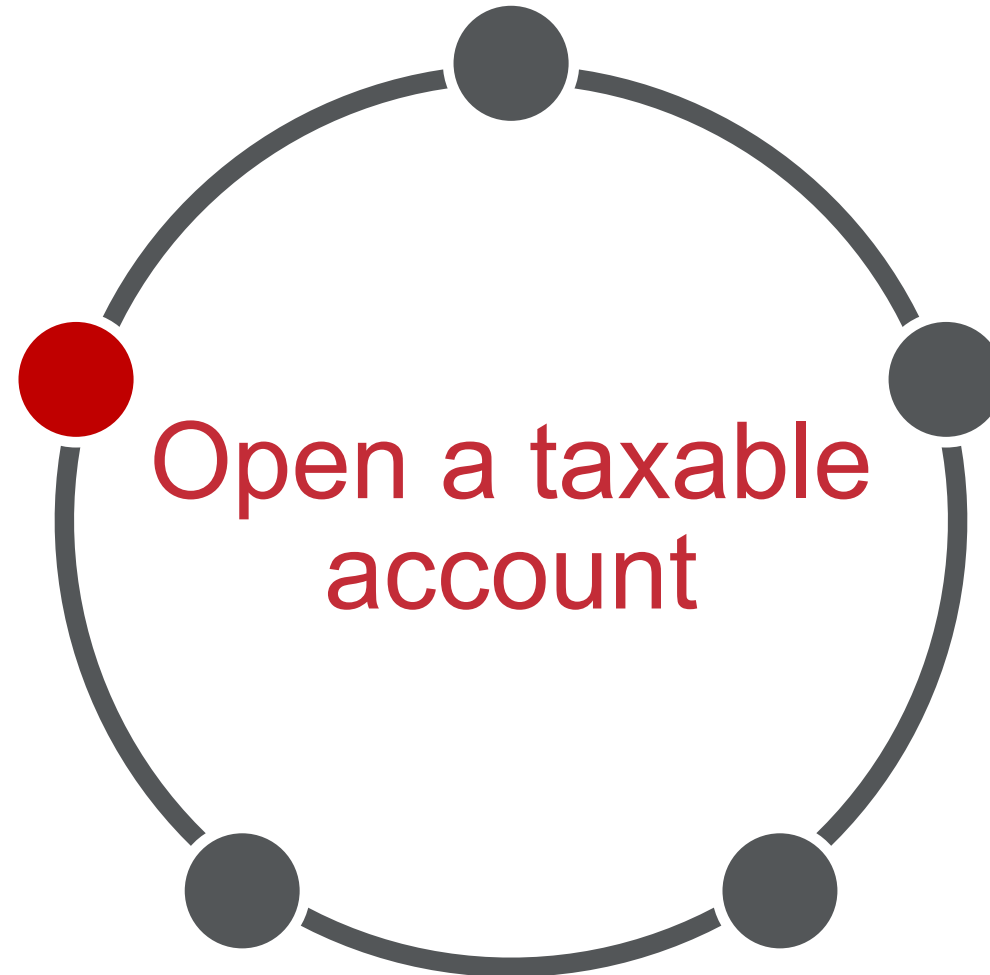
If Your Filing Status Is...	And Your Modified AGI Is..	Then You Can Take...
single or head of household	\$73,000 or less	a full deduction up to the amount of your contribution limit.
single or head of household	more than \$73,000 but less than \$83,000	a partial deduction.
single or head of household	\$83,000 or more	no deduction.
married filling jointly or qualifying widow(er)	\$116,000 or less	a full deduction up to the amount of your contribution limit.
married filling jointly or qualifying widow(er)	more than \$116,000 but less than \$136,000	a partial deduction.
married filling jointly or qualifying widow(er)	\$136,000 or more	no deduction.
married filling separately	less than \$10,000	a partial deduction.
married filling separately	\$10,000 or more	no deduction.



Source: IRS. (2022, October 26) *2023 IRA Deduction Limits - Effect of Modified AGI on Deduction if You Are Covered by a Retirement Plan at Work*. IRS.gov. Retrieved December 2, 2022, from <https://www.irs.gov/retirement-plans/2023-ira-deduction-limits-effect-of-modified-agi-on-deduction-if-you-are-covered-by-a-retirement-plan-at-work>.



## STEP 5











## STEP 5

# Buy and hold for the long term

### Tax Rates for Long-Term Capital Gains 2023

Filing Status	0% rate	15% rate	20% rate
 <b>Single</b>	Up to \$44,625	\$44,626 to \$492,300	Over \$492,300
 <b>Head of Household</b>	Up to \$59,750	\$59,751 to \$523,050	Over \$523,050
 <b>Married filing jointly</b>	Up to \$89,250	\$89,251 to \$553,850	Over \$553,850
 <b>Married filing separately</b>	Up to \$44,625	\$44,626 to \$276,900	Over \$276,900



Source: IRS. (2022, November). *No. 409 capital gains and losses*. IRS.gov. Retrieved December 2, 2022, from <https://www.irs.gov/taxtopics/tc409>



# You have options to meet your needs



## Online Advice

**Do-it-yourself 401(k) planning.**

- You are confident of the investment decisions you make
- You actively adjust your plan to stay on track.



## Professional Management

**Retirement planning and automated 401(k) management.**

- You want help getting on track and staying there
- You can be highly involved or just occasionally check in.





## Questions?

- ▶ Is your investment strategy on track?
- ▶ What about taxes?
- ▶ Which area of your financial plan needs the most help?
- ▶ What does a realistic budget look like for you?
- ▶ Is there anything you're missing?

*Barron's* has ranked  
Edelman Financial  
Engines the #1  
Independent  
Registered Investment  
Advisory Firm in the  
nation the past five  
years!



AWARDED EACH SEPTEMBER BASED ON DATA WITHIN A 12-MONTH PERIOD. COMPENSATION PAID FOR USE AND DISTRIBUTION OF RATING.

The *Barron's* 2022 Top 100 RIA Firms list, a seven ranking of independent advisory firms, is qualitative and quantitative, including assets managed by the firms, technology spending, staff diversity, succession planning and other metrics. Firms elect to participate but do not pay to be included in the ranking. Compensation is paid for use and distribution of the rating. Investor experience and returns are not considered. The 2018 ranking refers to Edelman Financial Services, LLC, which combined its advisory business in its entirety with Financial Engines Advisors L.L.C. (FEA) in November 2018. For the same survey, FEA received a precombination ranking of 12th.





**Act today because  
your future self will  
thank you**





THANK YOU