

Cashflow Fingerprint[®] Retirement & Investment Planning

Saltmarsh Financial Advisors, LLC takes a holistic approach to retirement planning and investment management. We use a cash flow based financial planning software that considers all areas of financial planning for our clients including annual cash flow, taxes, insurance and investments. The software takes a client's fact patterns, assumptions and tax consequences and will back test the plan against actual market rates of return from the past eight decades. Our clients tell us they believe results from historical data better reflects what might happen in the future versus subjective assumptions and probabilities. Why? Because since the 1930s, the markets have experienced economic depression and recessions, two World Wars, the detonation of nuclear bombs, the assassination of a president, the resignation of a president, the onslaught of terrorist attacks, periods of double digit inflation, civil unrest, profound technological changes, multiple Wall Street scandals, shockingly high debt to GDP ratios, U.S. sovereign debt downgrade, real estate booms and busts, the S&L crisis of the 1980's and 90's and the recent 2007-2008 Financial crisis. Although past performance is not indicative of future results, we believe the extremes of the past eight decades represent an adequate range of market stressors to help guide and support us in developing a prudent portfolio for our clients that will have a strong probability of withstanding inevitable future market trauma. Obviously, there is no guarantee future market conditions will not be more severe than in the past, but we believe the use of historical data and real returns is a far superior method to planning for the future than the shortcomings of other alternative models based on subjective probabilities and assumptions.

Description: The cash flow analysis will take a client's fact patterns, assumptions, and tax consequences and back test their plan against actual market rates of return going back to 1932. Armed with this information, the analysis can assist clients in making more informed decisions regarding controllables that ultimately determine the success or failure of their retirement plan.

Common questions the **Cash Flow Fingerprint[®]** can assist in answering:

Retirement Planning

- How long do I need to work?
- How much should I be saving for retirement?
- At what age can I retire at the standard of living I desire?
- How much can I safely spend each year during retirement?
- Are my expectations for retirement reasonable given my lifestyle and savings?

Investment Planning

- When I think about my investments, how do I define and measure risk?
- How do I estimate what my portfolio might grow to?
- How do fees and internal costs impact my returns?

Other

- How much do I need to accumulate to pay for my child's education?
- Can I afford to transfer assets to my children now?
- How much life insurance do I need? Should long term care insurance be a consideration?