

Create a blueprint for financial success.

Learn how to set up a strong financial foundation to help you achieve your personal financial goals.

SMRU#



Welcome.

Divyendu Singh, Ph.D.

Registered Representative, NY Life Securities LLC*

Agent, New York Life Insurance Company

CA Insurance License # 0M30399



Houston General Office

3200 Southwest Freeway, Suite 1900 Houston TX 77027

Office: **(713) 999-9974**

Only Text: (281) 519-6466

Email: dsingh06@ft.newyorklife.com

dsinghnyl.com



*Registered Representative offering securities through NYLIFE Securities LLC (member FINRA/SIPC), A Licensed Insurance Agency.

Disclosure statement.

This is an informational and life insurance sales presentation.

Please note that individual situations can vary.

Neither the information presented nor any opinion expressed constitutes a solicitation for the purchase or sale of any specific financial product.

Neither New York Life Insurance Company nor its agents or affiliates provide tax, legal or accounting advice.

Please consult your tax, legal or accounting professional before making any decisions.

Think of your finances as a house.

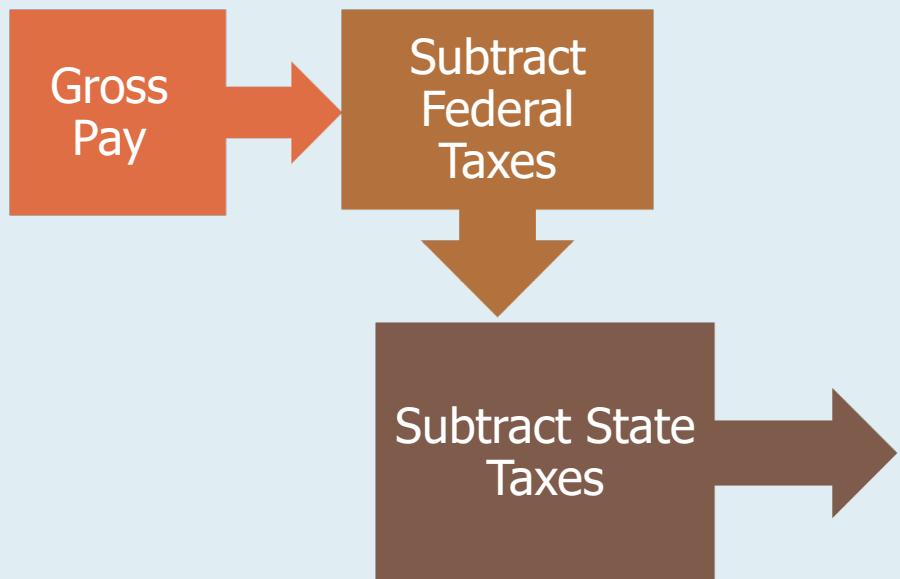
Your financial house.



Gross pay and Net pay.

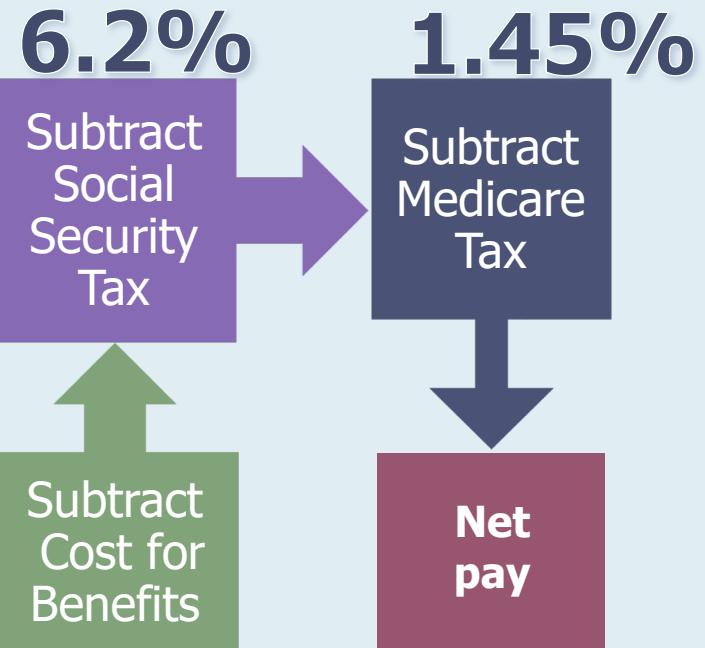
Gross pay

Total amount of earned income prior to withholdings for taxes and benefits



Net pay

- Bottom line
- Take-home pay
- What most people pay attention to



First things first.

Assess your current expenses.



- **Rent/mortgage**

- **Groceries**

- **Travel and transport**

- **Utilities**

- **Luxuries**

- Mass transit fees
- Car payments, gas, tolls, parking, etc.

- Cable, internet, phone
- Gas, water, power

- Shopping, dinner out, travel, events, etc.

Budgeting basics.



Household income — **Household expenses** = **Cash flow**

There are generally two types of financial mindsets.



Spend first / Save last

94%



Save first / Spend last

6%

Protection.

The foundation of your financial house.



Protection.

The first level of your financial house.

Wills/Powers of attorney#	Trusts#	Emergency savings	Debt management	Charitable continuance
Health insurance*	Home/Auto insurance**	Disability income insurance	Long-term care insurance	Life insurance

*Products available through one or more carriers not affiliated with New York Life Insurance Company, dependent on carrier authorization and product availability in your state or locality.

**Home / Auto Insurance are not offered by New York Life Insurance Company or its agents.

In coordination with your trusted tax, legal and other advisors.

Wills/Power of Attorney.



Wills/Power of Attorney.

Asset Protection

What are the most common threats to the asset that can be protected?

- Lawsuits and judgments
- Creditors
- For heirs
 - Divorce and remarriage
 - Mismanagement or wasteful spending
 - Estate taxes



Costs of Transferring Wealth

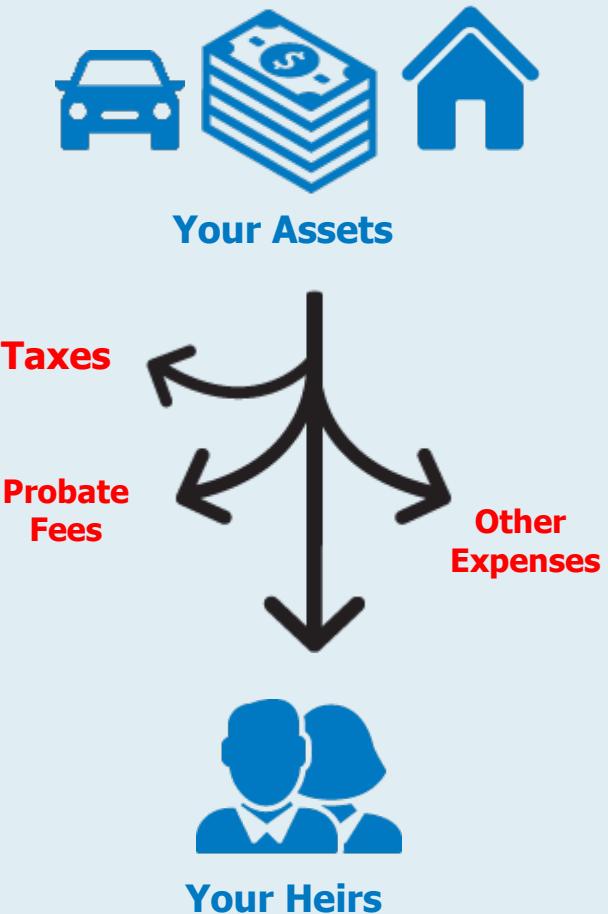
Three federal transfer taxes

- Estate Tax
- Gift Tax
- Generation Skipping Transfer Tax

Some states have a separate estate and/or inheritance tax

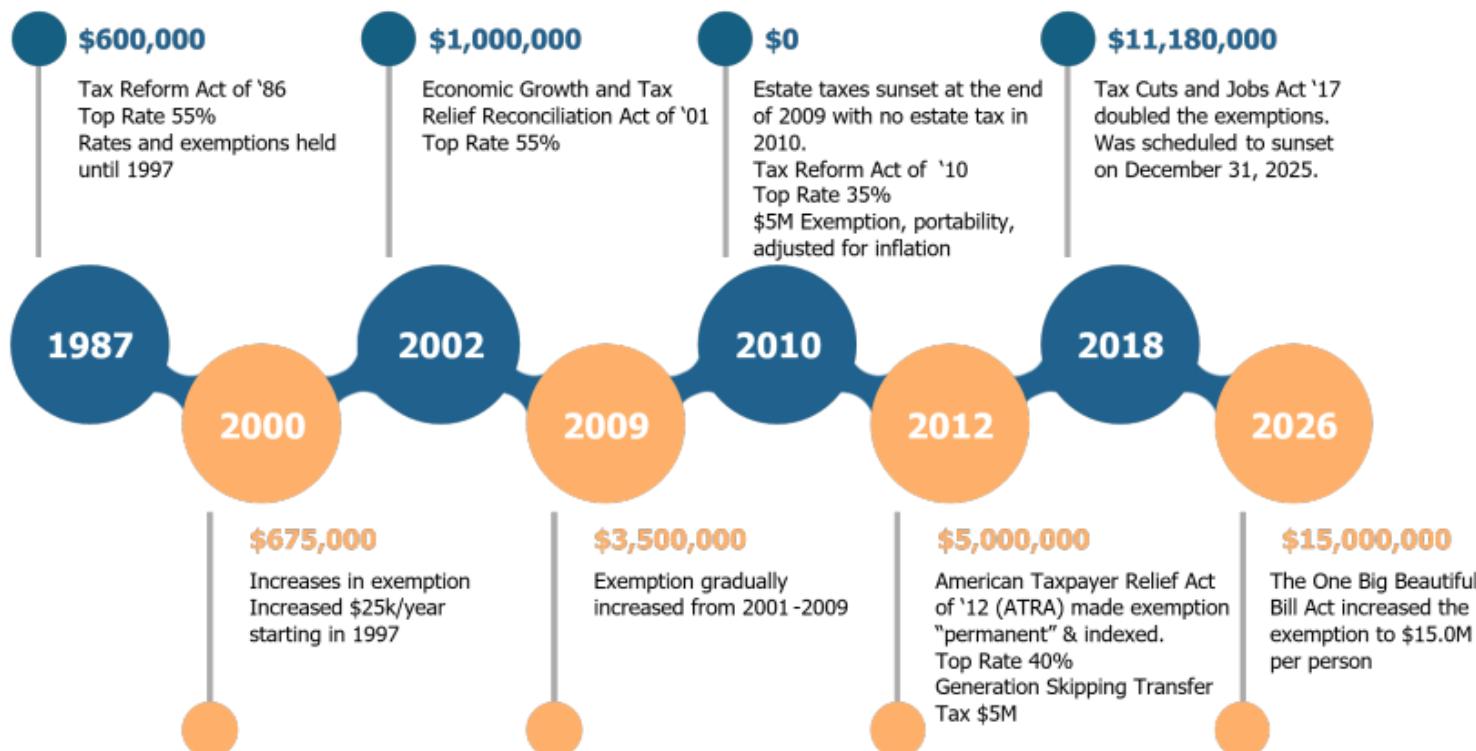
Income tax on certain estate assets

Administrative & probate expenses



History of the Modern Estate Tax

Exemptions and Maximum Rates



This material includes a discussion of one or more tax-related topics prepared to assist in the promotion or marketing of the transactions or matters addressed. It is not intended (and cannot be used by any taxpayer) for the purpose of avoiding any IRS penalties that may be imposed upon the taxpayer. New York Life Insurance Company, its agents and employees may not provide legal, tax or accounting advice. Individuals should consult their own professional advisors before implementing any planning strategies. © 2024 New York Life Insurance Company. All rights reserved. SMLU7291130 (exp. 12/31/2026)

Emergency fund.



Debt Management.

Common sources of debt:

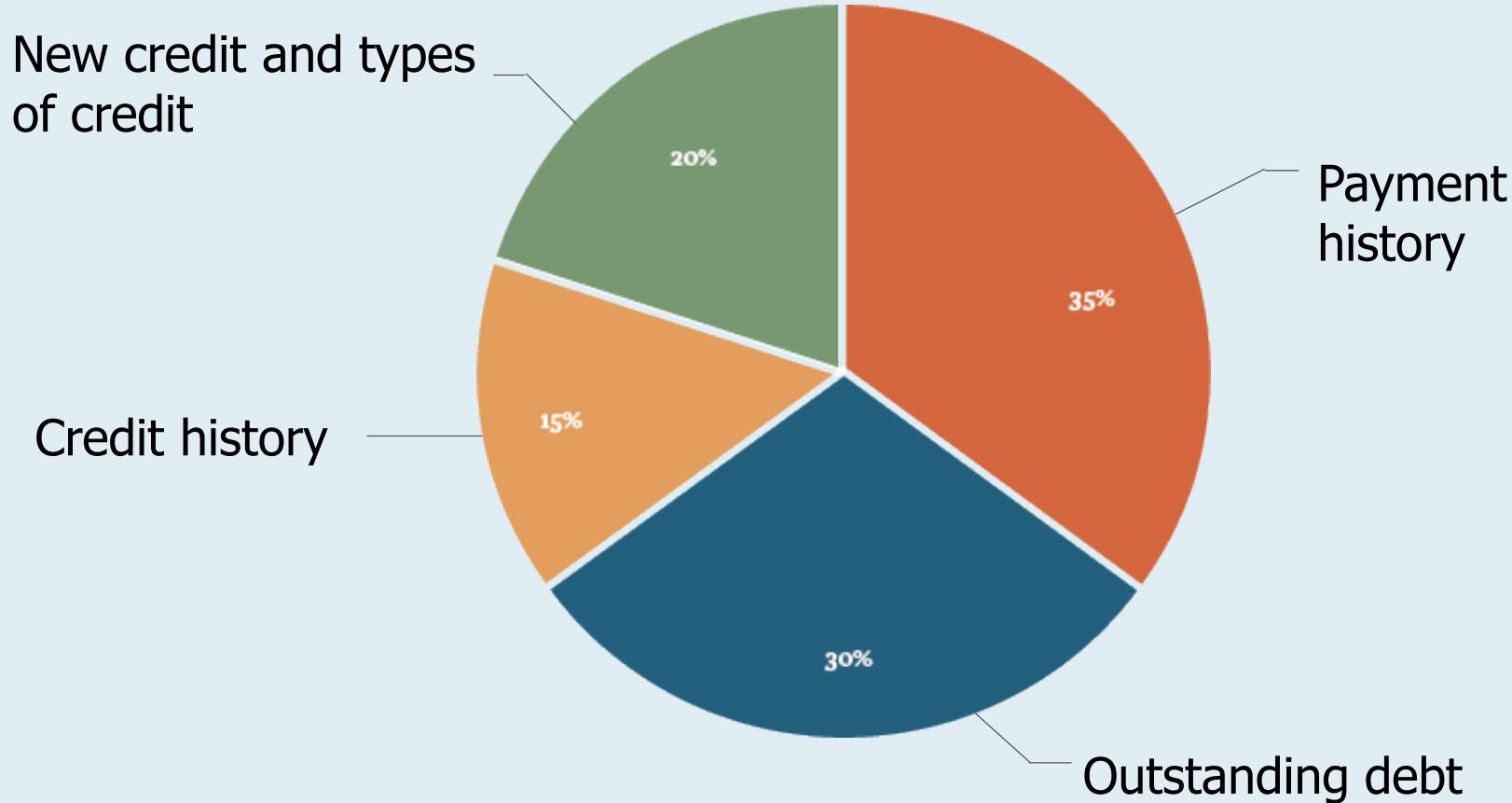
- **Credit Card**
- **Mortgage**
- **Student Loans**
- **Car Loans**
- **Predatory Debt**
 - Payday loans
 - Lines of credit

**The average American
has a total of**

\$96,371 in debt.*



Credit score components.



Source: creditkarma.com – “Understanding your credit history” 2022.

Disability insurance

Just over **1 out of 4** of today's 20-year-olds will become disabled at some point during his or her life.*



*Social Security Administration, Social Security Basic Facts, 2021.
chrome-extension://efaidnbmnnibpcajpcgkclefindmkaj/https://www.ssa.gov/news/press/factsheets/basicfact-alt.pdf

What is “Long-Term Care Insurance”?*

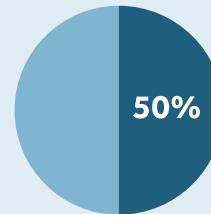
70% of people turning age 65 can expect to use some form of long-term care during their lives.**

Service, support or help from others performing non-medical, everyday tasks such as:

- Eating
- Dressing
- Bathing
- Transferring
- Toileting
- Continence

4:10

People who receive long-term care are **under 65** years of age.



of Americans incorrectly believe that **Medicare** will cover the cost of long-term care events

*“Basic Needs.” LongTermCare.acl.gov, 23 July 2020.

**“How Much Care Will You Need?” LongTermCare.acl.gov, 23 July 2020.

Long-term care insurance*

Know the facts

- Designed to cover long-term services and support, including personal and custodial care in a variety of settings (home, community organization, other facility)
- Policies reimburse policyholders up to a pre-selected limit for services to assist them with activities of daily living

You can select a range of care options and benefits that allow you to get the services you need, where you need them.

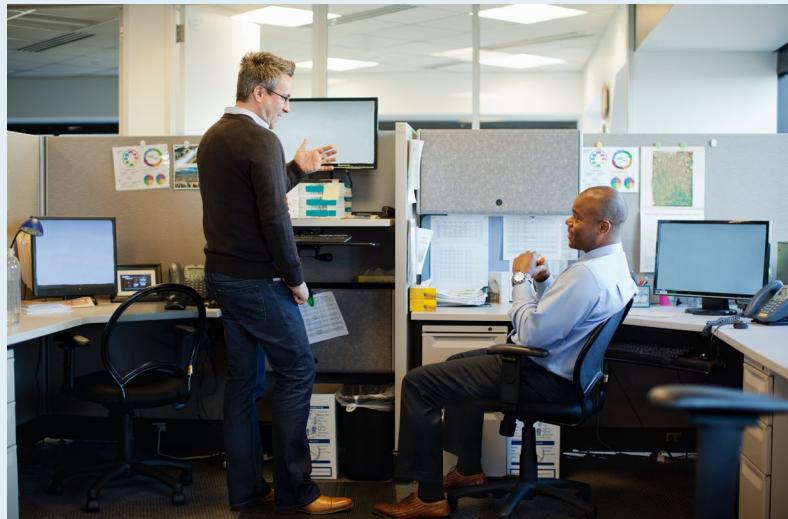
*“What is Long-term Care Insurance?” LongTermCare.gov, 23 July 2020.

**“Medicare, Medicaid & More.” LongTermCare.gov, 02 August 2021.

Life Insurance.



When it comes to life insurance, ownership matters.



Employer provided insurance*



Personal insurance

*Products available through one or more carriers not affiliated with New York Life Insurance Company, dependent on carrier authorization and product availability in your state or locality.

Life insurance provides a source of cash

- Replace the lost income of a wage earner
- Pay off outstanding debts—mortgages, credit cards, car/student loans, business loans
- Keep your family in your home
- Allow your family to grieve without worrying about bills
- Pay estate and other taxes
- Keep business going until things can be figured out

Term vs Perm.

There are two basic kinds.



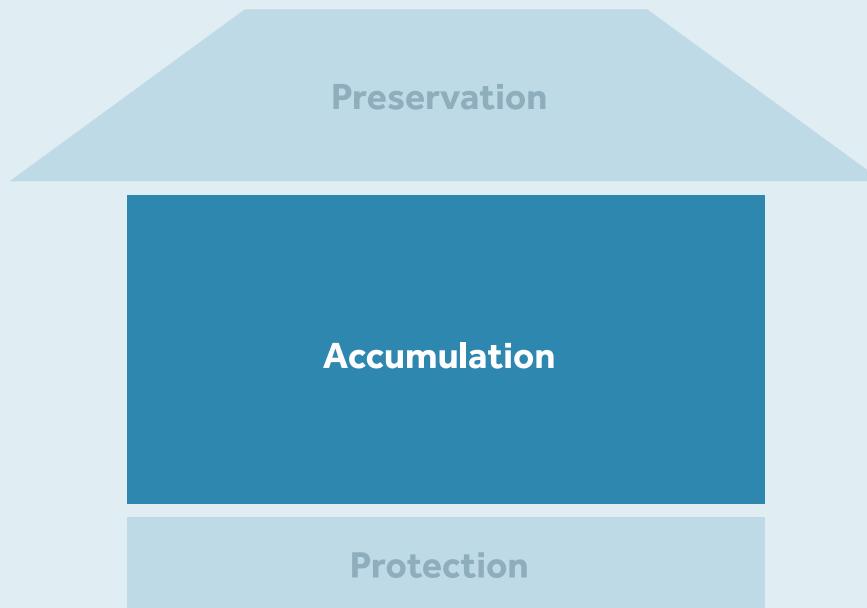
Temporary term
Similar to renting an apartment



Permanent cash value whole life
Similar to owning a home

Accumulation.

The second level of your financial house.

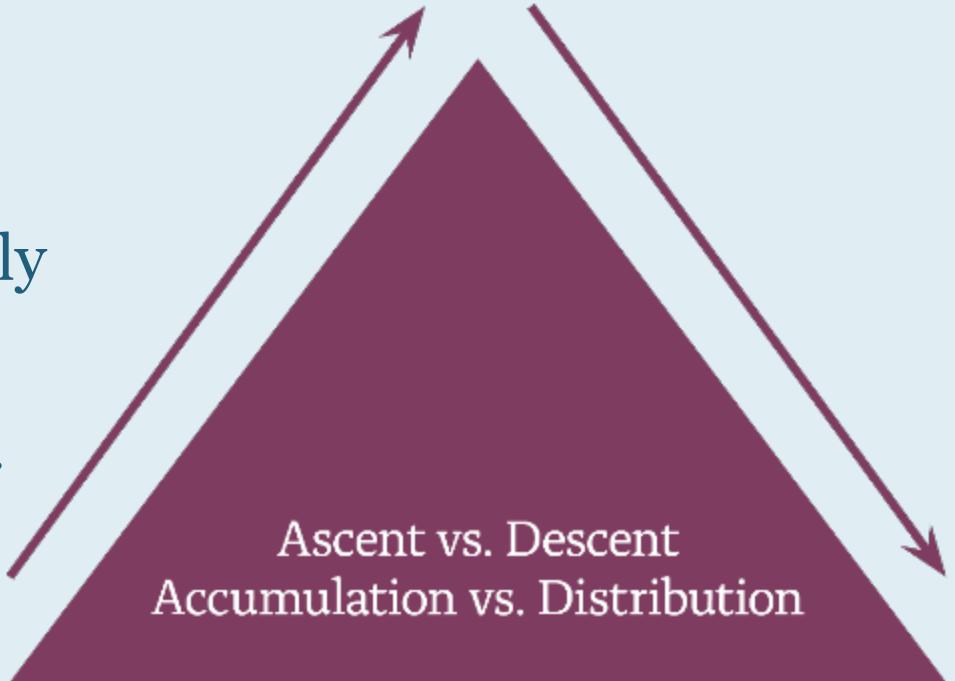


Accumulation.

You are a mountain climber...

You have two goals when it comes to preparing for retirement.

- Reach retirement by steadily accumulating assets.
- Use those assets wisely so that you can live the rest of your life in financial safety.



Ascent vs. Descent
Accumulation vs. Distribution

Accumulation.

Pre-retirees and retirees have generally different needs.



Pre-retirees

Higher risk tolerance

Focus on asset accumulation

Seek to defer taxes

More time to recover from down markets



Retirees

Lower risk tolerance

Focus on asset distribution

Seek to reduce taxes

More vulnerable to down markets

Accumulation.

College Funding.

The average
American carries

**\$35,457 in student
loan debt.***

It's never too late to start!



Retirement planning.

1.

Taxable

**Personal
Savings**

2.

Tax Deferred

IRA, 401(k), 403(b),
SEP, SIMPLE IRA

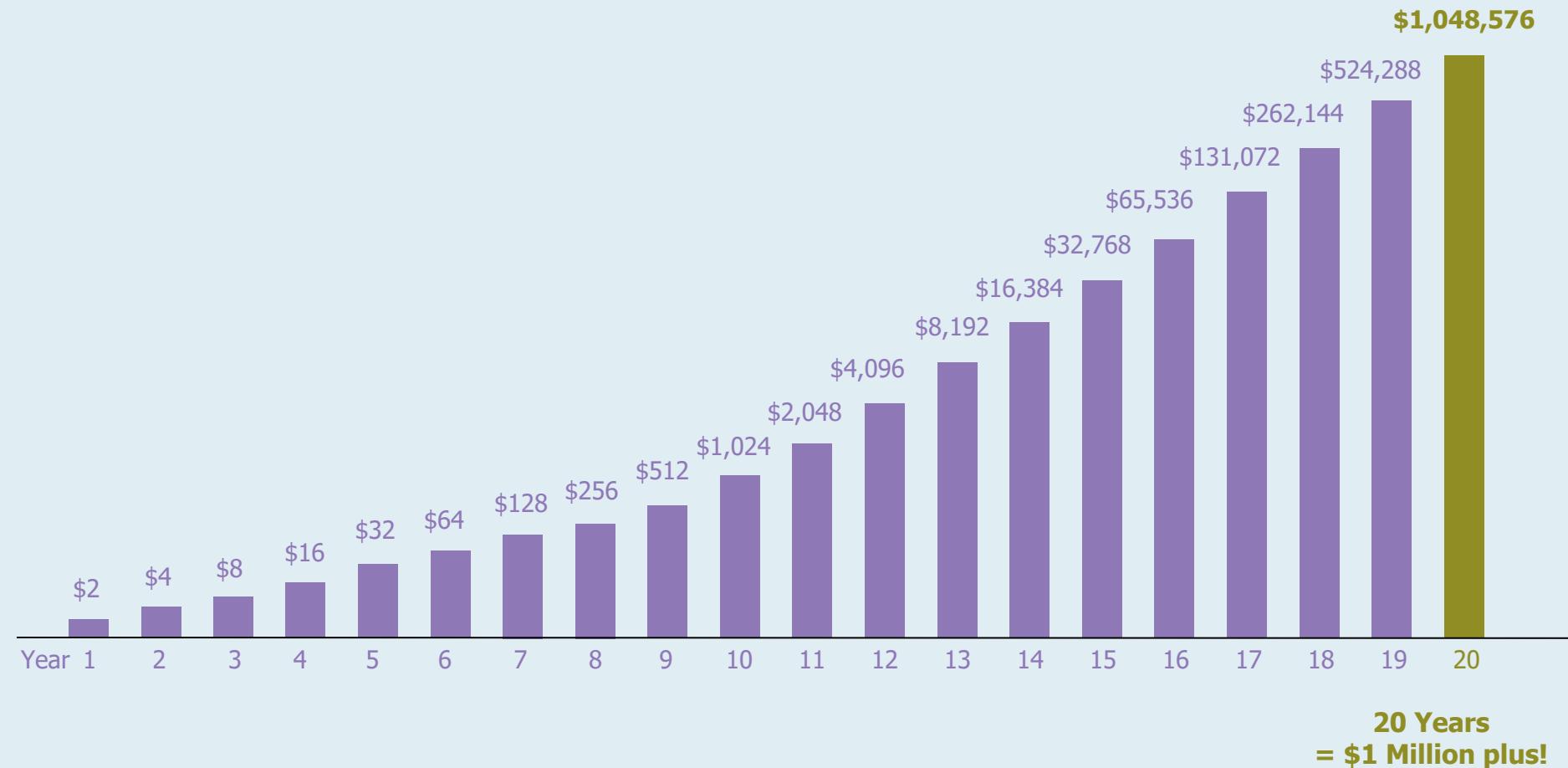
3.

Tax-Free Income*

**Roth IRA/401(k)
Cash value life
insurance**

Retirement planning.

If a dollar doubled every year, what would its value be in 20 years?



Retirement planning.

If a dollar doubled every year but was subject to a 24% tax,
what would its value be in 20 years?

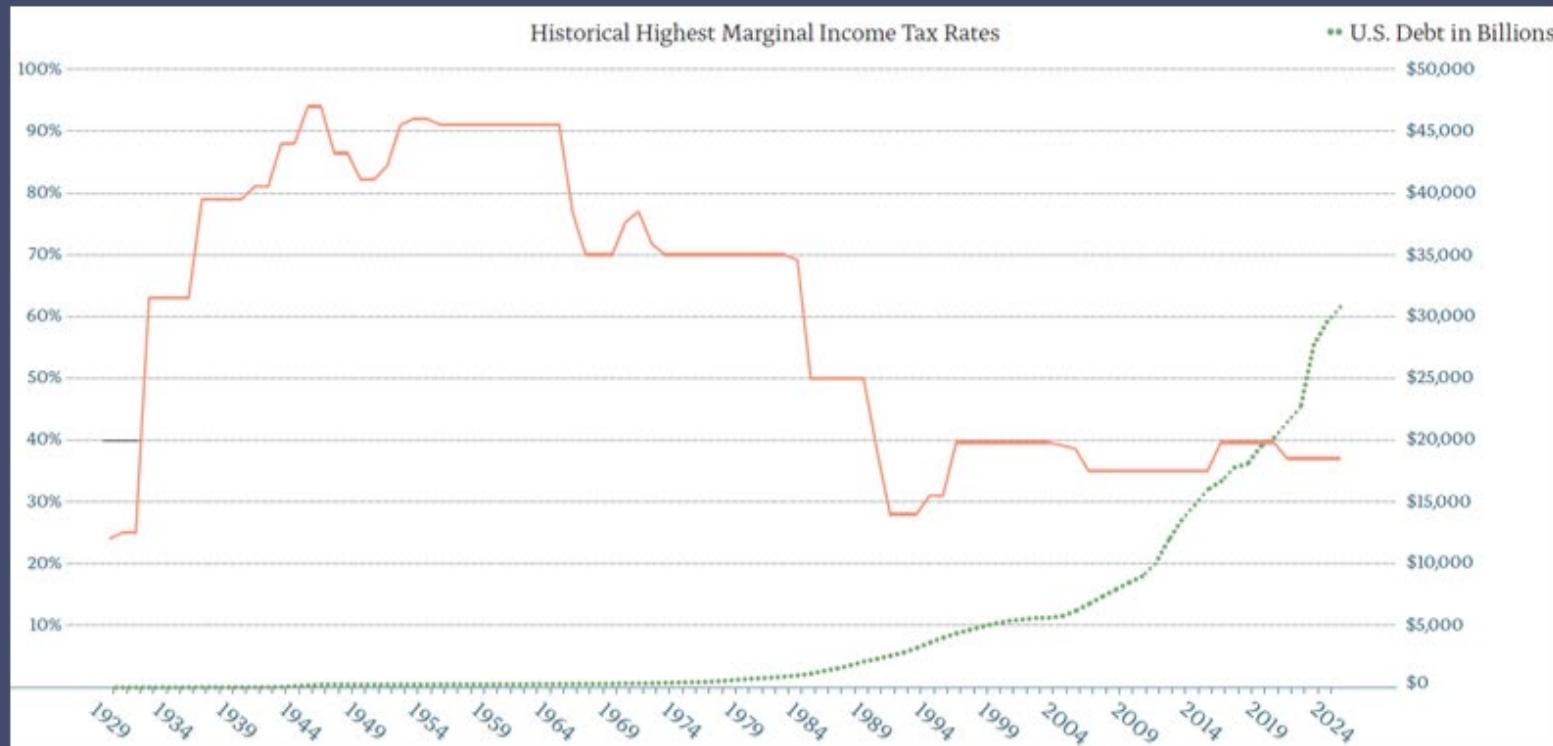


Almost \$1 Million...
Lost to taxes!

Retirement planning.

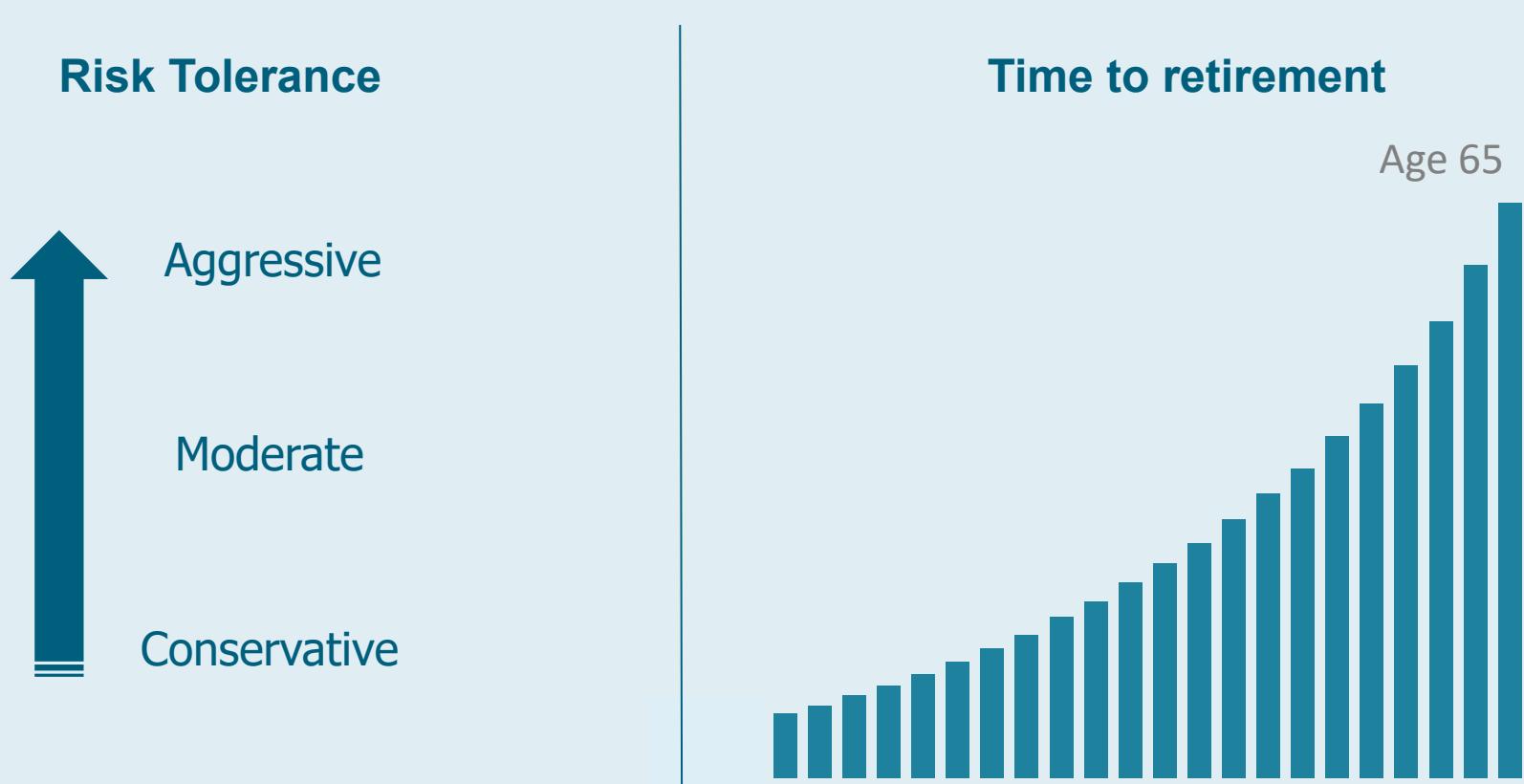
Where do you think tax rates are going?

- Tax rates are currently at historically low levels, and no one knows where they'll be when they retire.
- Tax diversifying your retirement income might be sensible.



The graph above illustrates the highest marginal income tax rates over time. Exemptions, deductions, and state and local taxes are not taken into account when illustrating these marginal tax rates. Your actual tax rates may vary from those shown on the graph, and historical rates are not a guarantee of future rates. Source: 1/18/2023. <https://www.thebalancecom.com/national-debt-by-year-compared-to-gdp-and-major-events-3306287> and www.irs.gov

Retirement planning.



Retirement planning.

Risk Mix



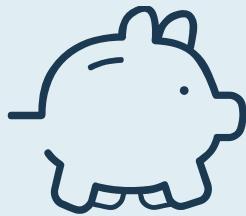
Tax Mix



Retirement Strategies

Retirement planning.

Basic tenets of investing



Start early.
And invest
regularly.



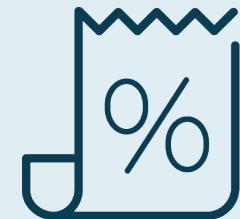
Diversify
among
different
types of
assets.



**Allocate
according to
your goals,**
time horizon
and risk
profile.



Manage risk
with an
allocation to
some “safe”
investments.

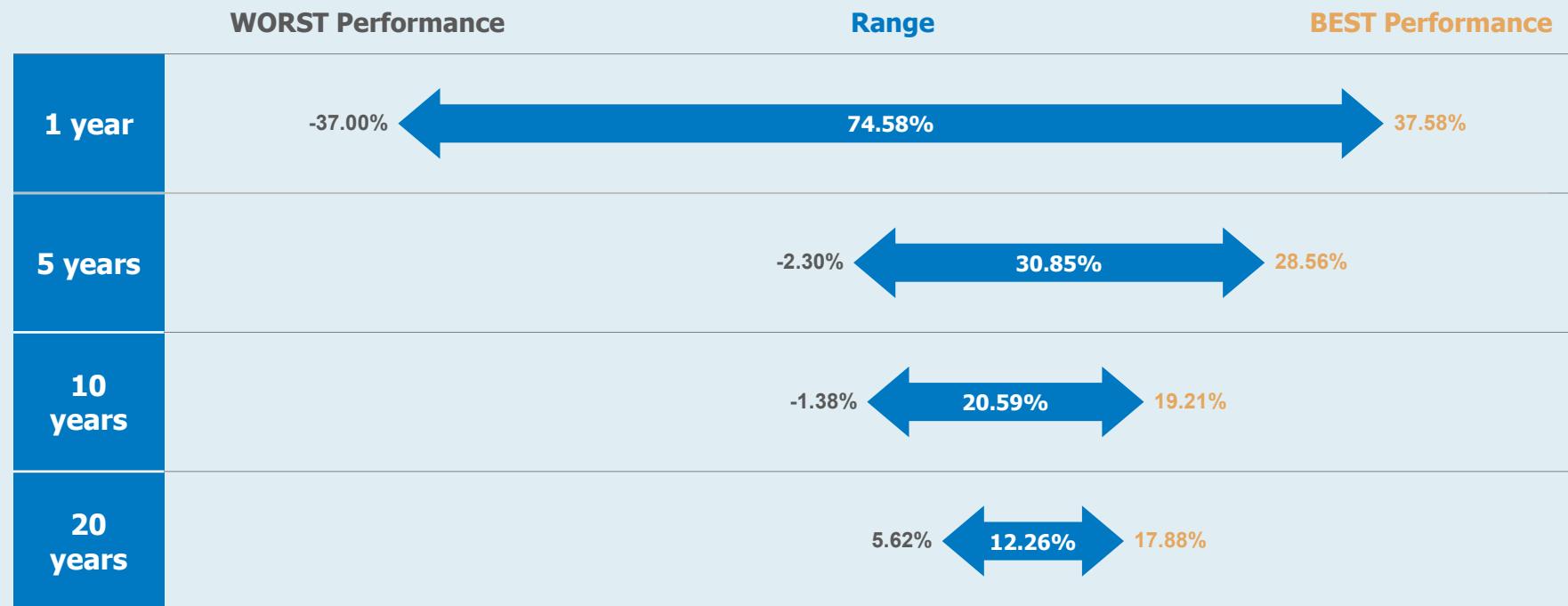


Mitigate taxes
by allocating
among
investments with
different tax
treatments.

Retirement planning.

When investing, an important rule of thumb is to focus on long-term goals and not get distracted by short-term volatility

Annual Return S&P 500®



Source: Morningstar for the period from 1/1/79-12/31/23. This chart is for illustrative purposes and is not representative of any investment or portfolio. Stocks are represented by the S&P 500® Index, an unmanaged index considered to be representative of the U.S. stock market in general. The chart is based on a reinvestment of income and compounded annual return, and assumes no transaction costs or taxes. Past performance is no guarantee of future results. An investment cannot be made directly into an index.

Retirement planning.

The market cyclical nature of asset classes

Asset class performance is cyclical in nature—meaning that no one asset class is consistently more favorable than any other

Taking turns at the top: Asset class performance is cyclical in nature (Annual returns: 2014-2023)

Annual returns (2014-2023)

	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
U.S. Bonds	13.69%	3.30%	21.31%	37.28%	1.28%	31.49%	19.96%	28.71%	-8.48%	26.29%
Municipal Bonds	13.22%	1.38%	17.13%	25.03%	0.01%	30.54%	18.40%	22.58%	-8.53%	18.68%
Foreign Bonds	10.60%	1.18%	13.80%	21.83%	-2.08%	25.52%	18.31%	16.61%	-11.19%	18.24%
Alternatives	9.05%	1.05%	11.96%	18.52%	-2.62%	22.38%	17.10%	14.82%	-13.01%	17.23%
Blended Return	7.43%	0.55%	11.19%	14.65%	-4.26%	22.01%	14.04%	11.26%	-14.45%	16.93%
High-Yield Bonds	5.97%	-0.07%	10.15%	14.51%	-4.38%	18.44%	9.75%	5.28%	-16.68%	13.45%
Small Stocks	4.89%	-0.81%	8.24%	10.26%	-4.79%	15.04%	7.82%	4.60%	-17.32%	11.09%
Large Stocks	2.81%	-2.44%	2.65%	7.50%	-9.06%	14.32%	7.51%	1.52%	-17.78%	9.83%
Midcap Stocks	2.45%	-4.41%	1.00%	6.00%	-11.01%	8.72%	7.11%	-1.54%	-18.11%	6.40%
Foreign Stocks	-2.19%	-4.47%	0.25%	5.45%	-13.79%	7.54%	5.26%	-1.80%	-20.09%	5.85%
Emerging Market Stocks	-4.90%	-14.92%	-0.55%	3.54%	-14.58%	6.99%	5.21%	-2.54%	-20.44%	5.53%

Source: Morningstar, 12/31/23. Large stocks are represented by the S&P 500® Index. Midcap stocks are represented by the Russell Midcap Index. Small stocks are represented by the Russell 2000 Index. Foreign stocks are represented by the MSCI EAFE® Index. Emerging market stocks are represented by the MSCI Emerging Markets Index. Blended return is represented by a 60%/40% split of the S&P 500 Index and Bloomberg U.S. Aggregate Bond Index. U.S. Bonds are represented by the Bloomberg U.S. Aggregate Bond Index. High-yield bonds are represented by the Bloomberg U.S. Corporate High Yield Bond Index. Municipal bonds are represented by the Bloomberg Municipal Bond Index. Foreign bonds are represented by the JPM EMBI Global Diversified Bond Index. Alternatives are represented by the Barclays Fund of Funds Index. Past performance is no guarantee of future results, which will vary. An investment cannot be made directly into an index. Index definitions can be found at the end of this seminar.

Preservation.

The roof of your financial house.



Tools to preserve your lifestyle and wealth.

We implement strategies to help you keep more of what you've saved.

Risk assessment

Orderly estate transfer

Pension maximization strategies

Required minimum distribution help

Retirement readiness budget analysis

Guaranteed lifetime income products

“Most people don’t
plan to fail, they
fail to plan.”

Six Key Areas

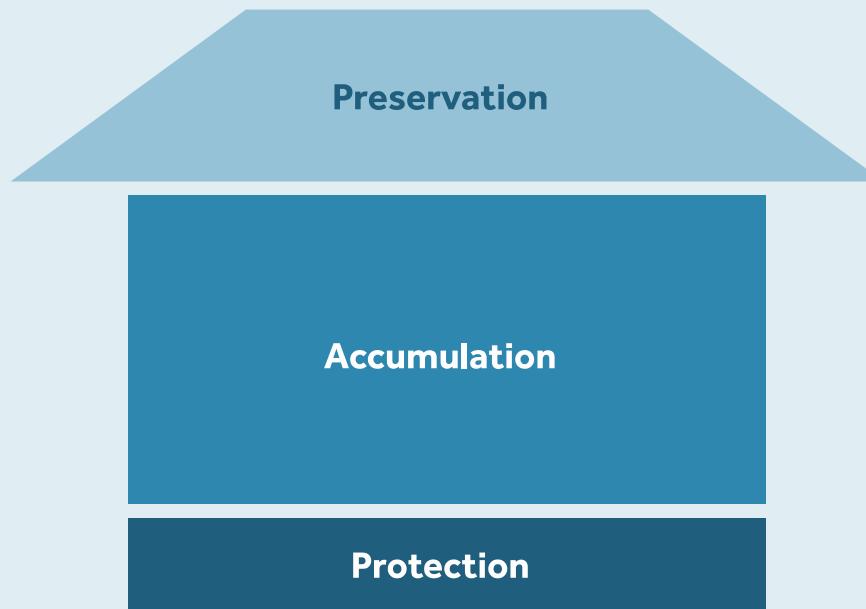
Optimizing, Protecting and Directing Assets



It's All About Assets!

Let's review the financial house concept.

Your financial house.



Person to person help to craft and execute Your unique strategy.



PREPARATION

1.

Think
about
your
goals

2.

Prioritize
your
goals

3.

Develop
a strategy
and take
action

4.

Update
and review
your
progress
at least
once a
year

Educate yourself.

1.

**Think about
Your goals**

2.

**Prioritize
Your
goals**

3.

**Develop a
strategy and
take action**

4.

**Update and review
your progress at
least once a year**

Why work with New York Life?

As a New York Life Agent, we...

- Analyze needs and work with your budget to create the perfect strategy for you and your family.
- Focus on the needs of your unique market to provide sound financial guidance.

Why choose New York Life?

- New York Life has been protecting our policy holders and keeping their promises since 1845.
- New York Life has decades of proven financial strength.*

Seminar feedback form.

Yes. I am interested in scheduling a complimentary consultation.
 No. I am not interested in scheduling a consultation at this time.

Please print:

Name _____

Address _____

City _____

State _____

Zip _____

Please call me to confirm my consultation at:

Day phone _____
 Evening phone _____
 Cellphone _____
 Email _____

Areas of interest:

1. What aspects of the seminar were helpful? Check all that apply.

Quality of the information
 Presentation of the material
 Expertise of the presenter

Other feedback _____

2. Which of the following topics most interest you? Check all that apply.

Build a foundation
 Protect your family's lifestyle
 Mortgage protection
 Life insurance
 Upgrade my term insurance
 Other

Accumulate wealth
 Continue to accumulate wealth
 Prepare for my family's future
 Prepare for retirement

Enjoy wealth
 Enjoy retirement
 Leave a legacy
 Business continuation
 Charitable giving
 Estate planning

3. Please invite the following friends, associates, or relatives to your next seminar.

Name _____	Telephone _____



Please take a moment to complete the form. Thank you!

Thank
you.