

## Scott Brooks Video Transcripts

### VIDEO 21: 7:00

SCOTT: Number one, I committed that I'd put together for you a written Retirement Financial Plan that's going to contain three sub parts. Part 1-A is going to be your goals, Part 1-B is going to the risks that you face that could derail your goals, and Part 1-C is going to be step-by-step instructions you need to follow to overcome these risks to accomplish your goals, all right? I put that entire plan together for you as I promised, and here's your plan right here, guys.

PATTY: Oh, this is nice. Is this ours?

SCOTT: This is yours.

PATTY: That's really nice.

SCOTT: Thank you. Everything in this book is going to be up here on the TV, okay, so we don't probably need to open this book. You just take that with you later. So, everything's going to be up here, all right? So here's your written Retirement Financial Plan. Now, in addition to that, I committed that I'd put together for you a written Retirement Income Plan. Remember we talked about that? Remember what the four cornerstones of retirement financial planning are? They're . . .

ROY & PATTY: Income, income, income, and income.

SCOTT: That's right! You remember; very good. We're going to show you how to have all the income you need to accomplish your goals coming in every month on a guaranteed basis, all right? Because if you have the all income you need coming in on a guaranteed basis, it doesn't matter what happens with the stock market or the economy; you've got all the income you need to accomplish all your goals, right? That's contained in your plan. The third thing I committed I would do for you put together a written Retirement Investment Plan. As you've heard me say several times, the goal is to strive to take the least amount of risk necessary to get the returns you want so you can accomplish all your goals and enjoy the rest of your life, and that's contained right here in the plan as well, all right?

ROY: Uh-huh.

SCOTT: The fourth thing I committed I would do for you to is I would do a risk analysis on our current portfolio, and what I'm going to do in this is I'm going to show you how much risk is embedded in your portfolio right now, so that when the market corrects again -- and, again, can we all agree the market's going to correct -- the next time the market corrects, you can see how much money you

potentially stand to lose. That way you can decide in advance if you're comfortable with losing that much money, or maybe you prefer not to lose that much, okay? And the fifth thing I committed to do for you is I'd put together for you a side-by-side comparison of what you have right now today compared to what I'm recommending to you, so that you can see if you'd be with us the last five, ten, 15-plus years, how much better off you'd be today with us as opposed to where you're at today, okay? All of that is contained here in this plan, all right?

PATTY: Uh-huh.

SCOTT: Now, in exchange for those five commitments, you made four commitments to me. Let's review those. Number one, you committed to keep your appointments. Well, thank you; you're here. Very good. Thank you for doing that. As I said, I'll always respect your time, thank you for respecting mine. The second thing you committed to was information. I can't do a good plan without good information. You guys supplied me with wonderful information. Roy, thank you for following up and getting me that information that you were going send me. I appreciate that very much. We've got that all taken into account for in your plan, okay? The third thing you guys committed to, and that's going really important tonight, all right is feedback, all right? What I've done here with this

plan is I've identified where you are today -- remember, we talked about identifying where you're at today -- and I picked a path that will help you accomplish all your retirement goals, all right? As I go down this path, if I talk about something in this plan and you don't understand it, call time out. Make me explain to where you do, okay? Now, once you understand something, this is when the feedback becomes very important. If I talk about something and you don't think you like that or you don't think you like that idea, you have to tell me, okay? I don't care if you don't like an idea. That's no problem. We'll take that off the table. Now, if we take something off the table, your path will change a little bit. That's no problem, we can still accomplish you goals. We just have to find the right path for you. Remember, even though I act in a fiduciary capacity, I'm still a human being. Even though I have to do what's in your best interests, as a fiduciary, as a human being I'll misread the situation, okay? So, if I talk about something and you don't like it, no problem. We'll just take it off the table, all right? Now, as important as it is to tell me when you don't like something, it's even more important to tell me when you do. If you remember, this is the part people have the most trouble with, and I think it's because we're conditioned at consumers because we want to play our cards close to our vest, because we're afraid if we say we like something, then somebody's going to try to sell us

something. As I told you last time, I give you my word I'll never act like a financial salesman, so please don't treat me like one. Here's what'll to happen. If you tell me what you don't like, it comes off the table. If you tell me what you like, we leave it on the table and we build your entire Retirement Financial Plan around to accomplish all your goals around the things you like and are comfortable with. I think the analogy I used last time was I'm like a sketch artist, where I'm drawing a picture of your retirement, and I show it to you and then I erase what you say to change, and I keep erasing and changing and redrawing and erasing, until finally you say yeah, Scott, that's what I want. That's the plan we want, all right? I can build that, but you got to give me feedback, okay guys? All right. Then the fourth thing that you committed to was the process. Remember that night in the class I told you guys that I would put together a written Retirement Financial Plan for you, as I've done here, all right, which I absolutely will do, and I do it for no cost. But, obviously we don't work forever for free, all right? We do this as an extension of this class so people will say good things about the class, all right? We don't work forever for free, so this is going to be a two or three meeting process that we're going go through together. Today's our second meeting. I think you'll find today will be just as pleasant and as conversational as our first meeting was. But, at the end of the second meeting, we need to come to one of three possible

conclusions, all right? Possible conclusion number one, you don't like what you see. You're not comfortable, I'm not comfortable, whatever reason we just decide there's not a fit, so we decide to disengage. Even if we disengage, you'll be able to walk out of here saying I taught a great class at the university and I treated you with respect and courtesy in my office, okay? So, option one is to disengage. Option two is you like what you see, and I think you're going love it. So option two will be to engage services. It will be "Scott how do we engage your service?" all right? So, that's option two. Then we have option three. Option three is you like what you see, but maybe you want me to change something. Maybe you want to check references, or maybe you just want a week to think about it. So, if you remember option three is that we would schedule our second meeting - we would schedule our third meeting, excuse me. We'll schedule a third meeting within one week of today, right? Now, if we do a third meeting, we'll schedule it within one week of today. Anything you want between that second and third meeting, I'll get to you. If you want references, I'll get you references. You do whatever research you need to do between that second and third meeting. When we get together for the third meeting, which of course you'll keep, because, remember; you committed to keep your meetings. When you come in for your third meeting, I'll review whatever you want me to review, I'll answer any

questions you want me to answer, that meeting will be just as pleasant and as conversational as all of our meetings have been, but at the end of that third meeting we're going to come to one of two to possible conclusions. We're either going disengage or engage. Are we still on track for those commitments, guys?  
Patty are we still on track for those?

PATTY: Yeah.

SCOTT: Roy?

ROY: Yeah.

SCOTT: Great. Let's go ahead and get started, shall we?