

Scott Brooks Video Transcripts

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SCOTT: All right. I'm sure this is not surprising to you, but the first item action you need to act on is to remove all unnecessary risk in your portfolio. Again, when get to the risk analysis you'll see the unnecessary risk, but I think you both inherently understand the risk because of what happened to you in 2008, right?

PATTY: Right.

SCOTT: All right. Now we're going to mitigate the remaining risk by taking the following steps. Now, I'm going read Item A to you, and then I'm going to explain it to you, okay? We need to look at repositioning about 67 percent of your assets into a safe and secure portfolio to ensure guaranteed income for life for both of you that can be turned on as needed that strives to keep pace with inflation and ensures you can never run out of money, because you have all the income you both need to live and to have a life so you can accomplish all your retirement goals, and that also strives to protect you against the spend-down in the event of a long-term care crisis, thus allowing you the option to self-insure against the long-term care crisis. Now, that's a big paragraph there, so I'm going

to break this down and explain to what it means. Let's take this piece-by-piece here. First of all, I say reposition 67 percent of your assets in the safe and secure portfolio. Don't get hung up on this 67 percent right now, because what I had to do is this 67, plus that ten, plus that 17, plus that six adds up to roughly a hundred percent, okay? So, we may end up, you may like this so much you end up putting 75 percent there. You may only want to put 42 percent there. I don't know about the numbers. Don't worry about the percentage. We'll worry about that later, okay? We want to reposition 67 percent of your assets into a safe and secure portfolio. Now, when I say safe and secure portfolio, what am I referring to here? Well, remember in the class you learned about those investments called a private pension? Remember we talked about those? That's what I'm talking about here; I'm talking about a private pension, all right? A private pension is just an investment. And remember, to me, all investments are just one thing; they're just tools, right? They're just tools. So, what is a private pension? How does it work?