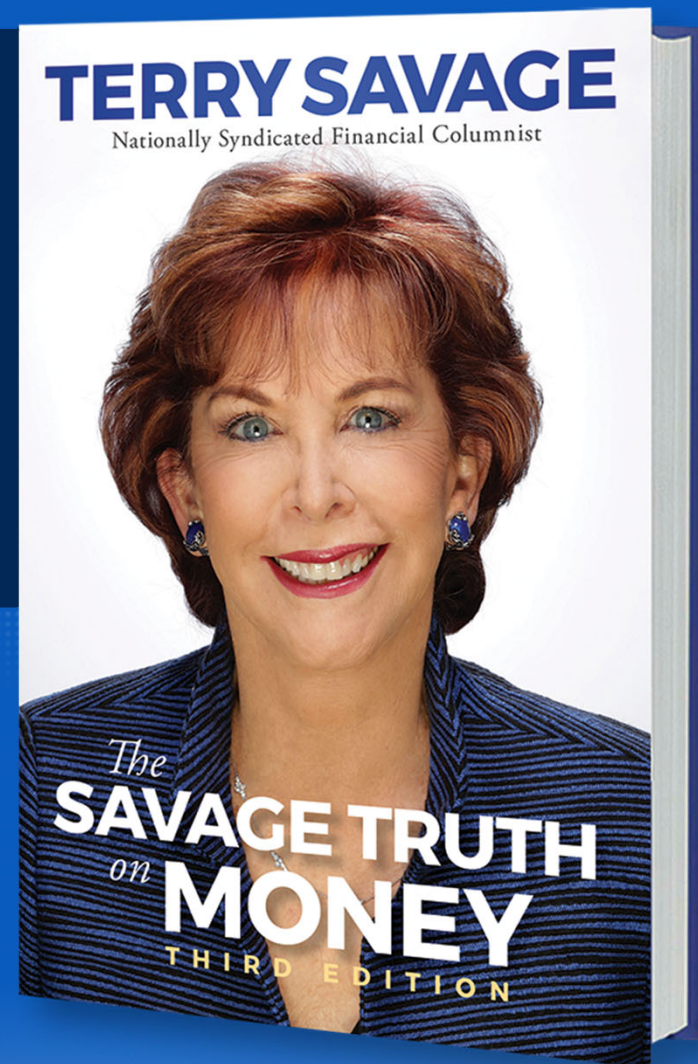


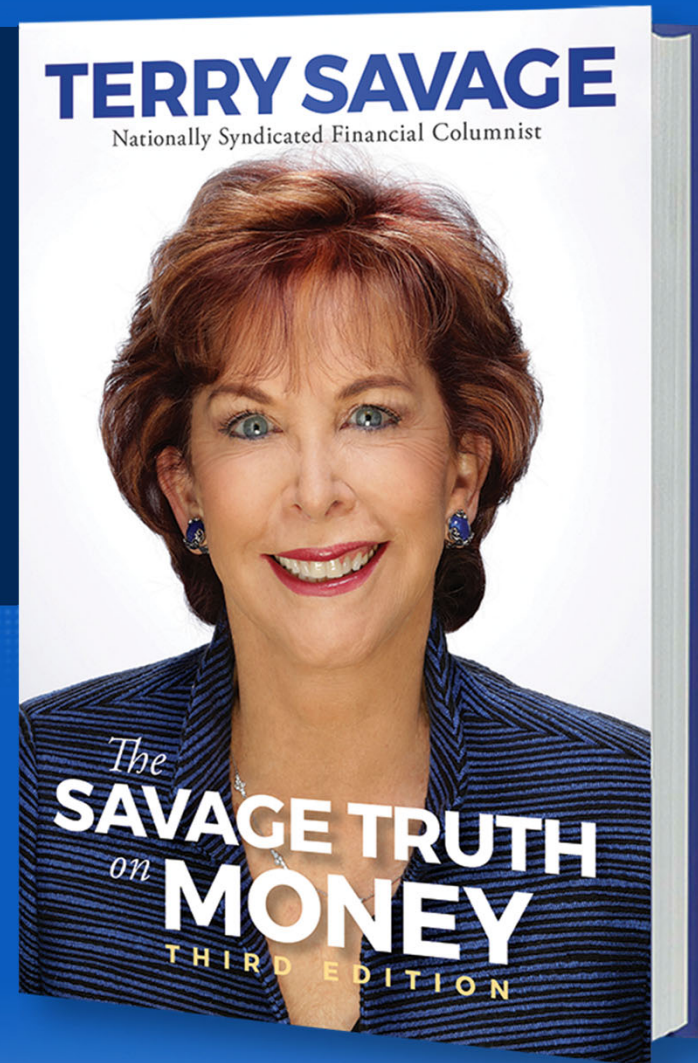
THE SAVAGE TRUTH ON MONEY



TerrySavage.com

THE SAVAGE TRUTH ON MONEY

for



TerrySavage.com



***DON'T BET
AGAINST
AMERICA!***

*America will Survive and Prosper!
And so will YOU . . .
if you Plan, Save & Invest!*



A BUDGET DEAL!

Happy Days are Here Again?

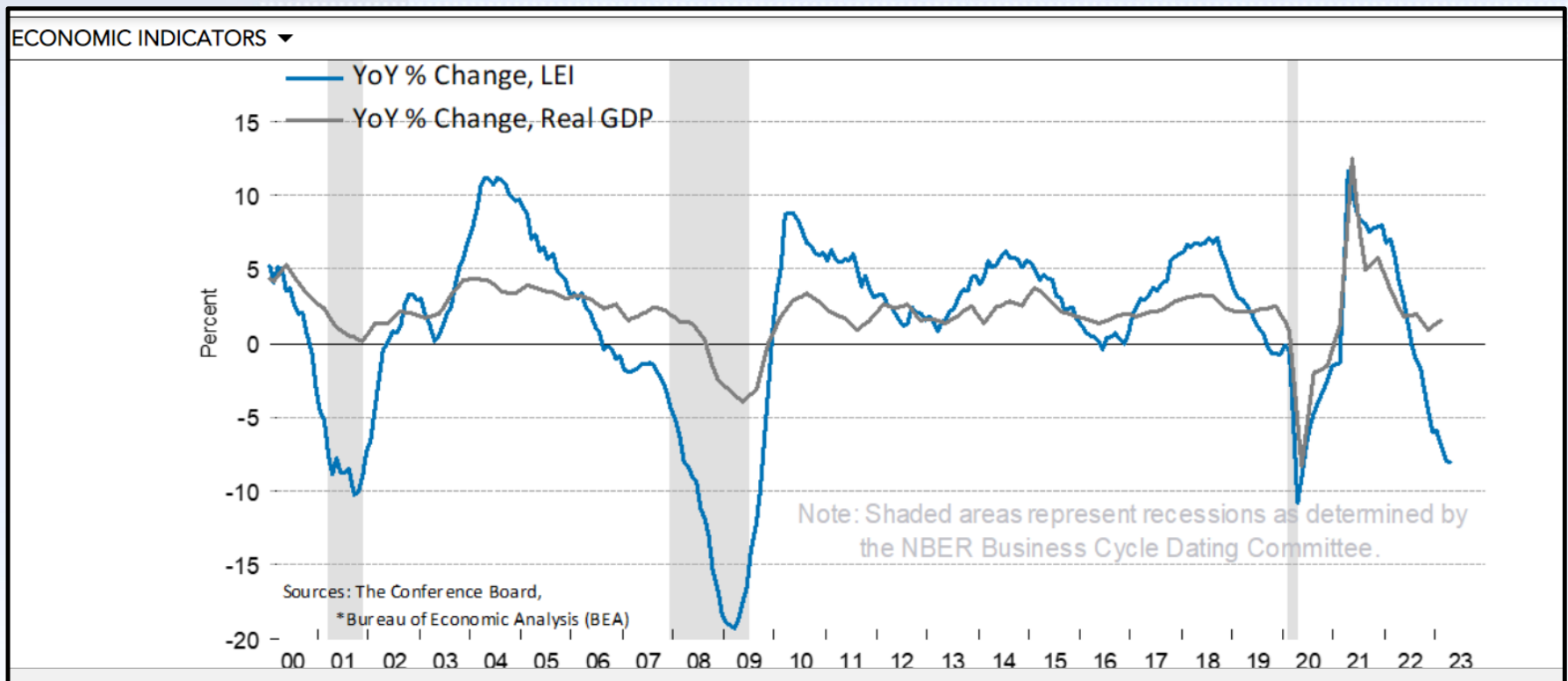
BUT:

- **Fed Rate Hikes to fight Inflation?**
- **Banking Credit Crunch?**
- **Commercial Real Estate Refi**
- **Consumer Behavior –**
- **housing, credit, confidence**
- **Small Business growth**

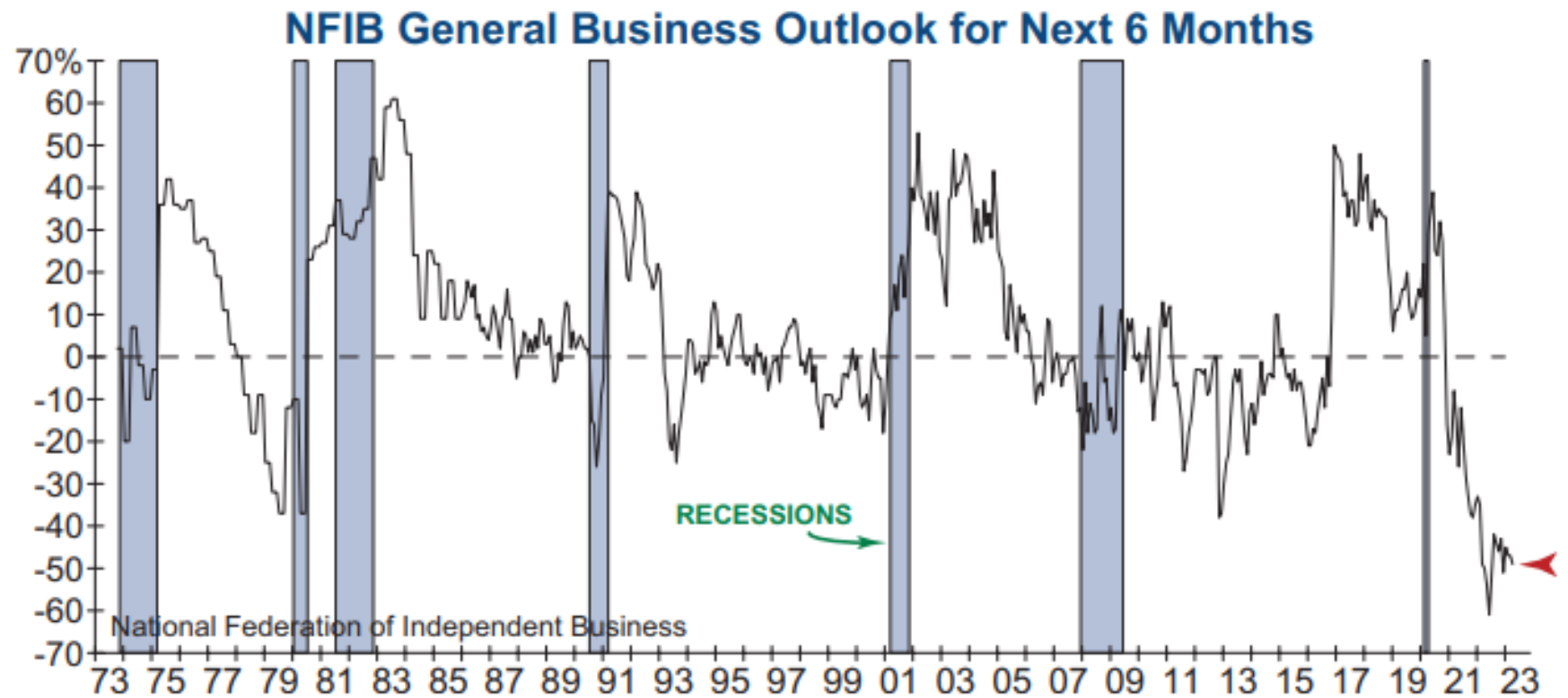
The Savage Truth

WAITING FOR RECESSION!

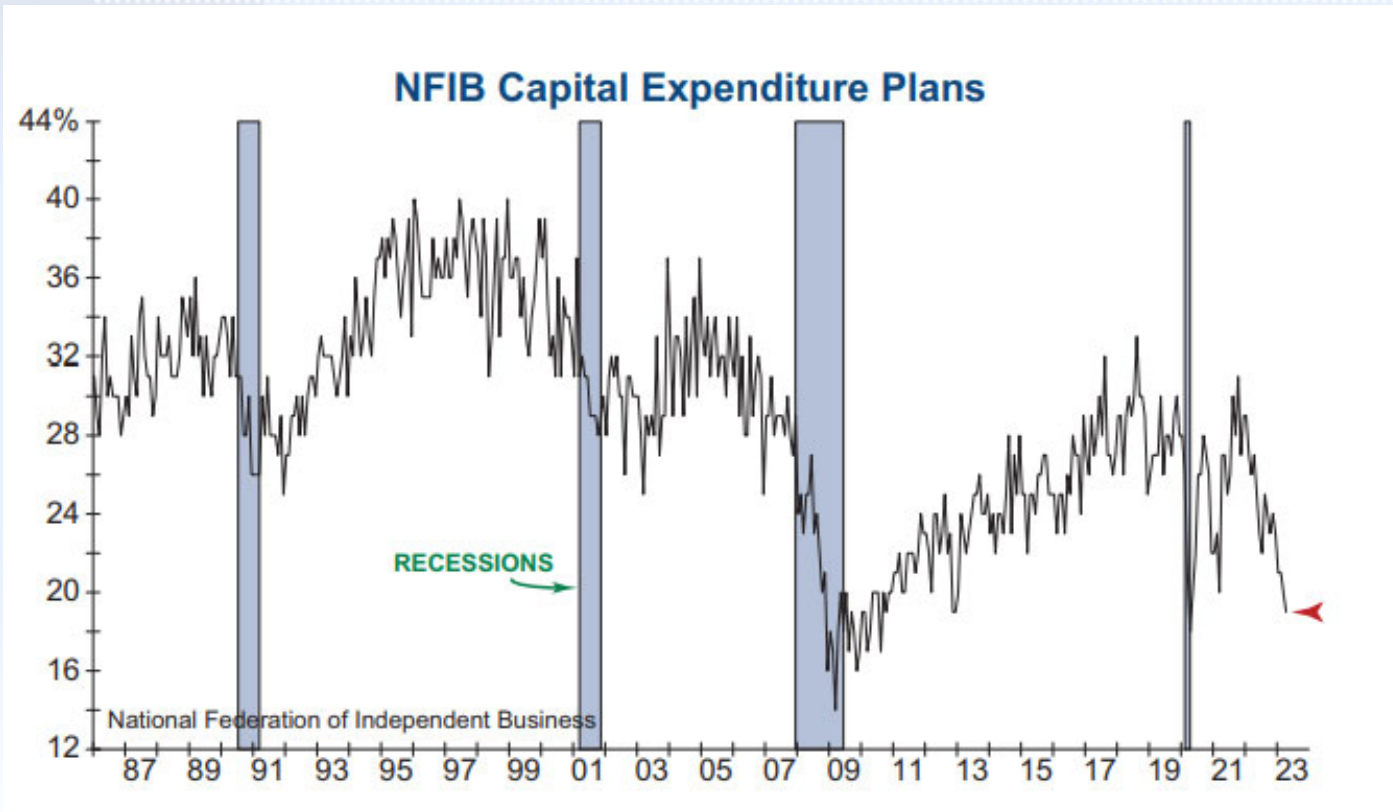
Leading Economic Indicators



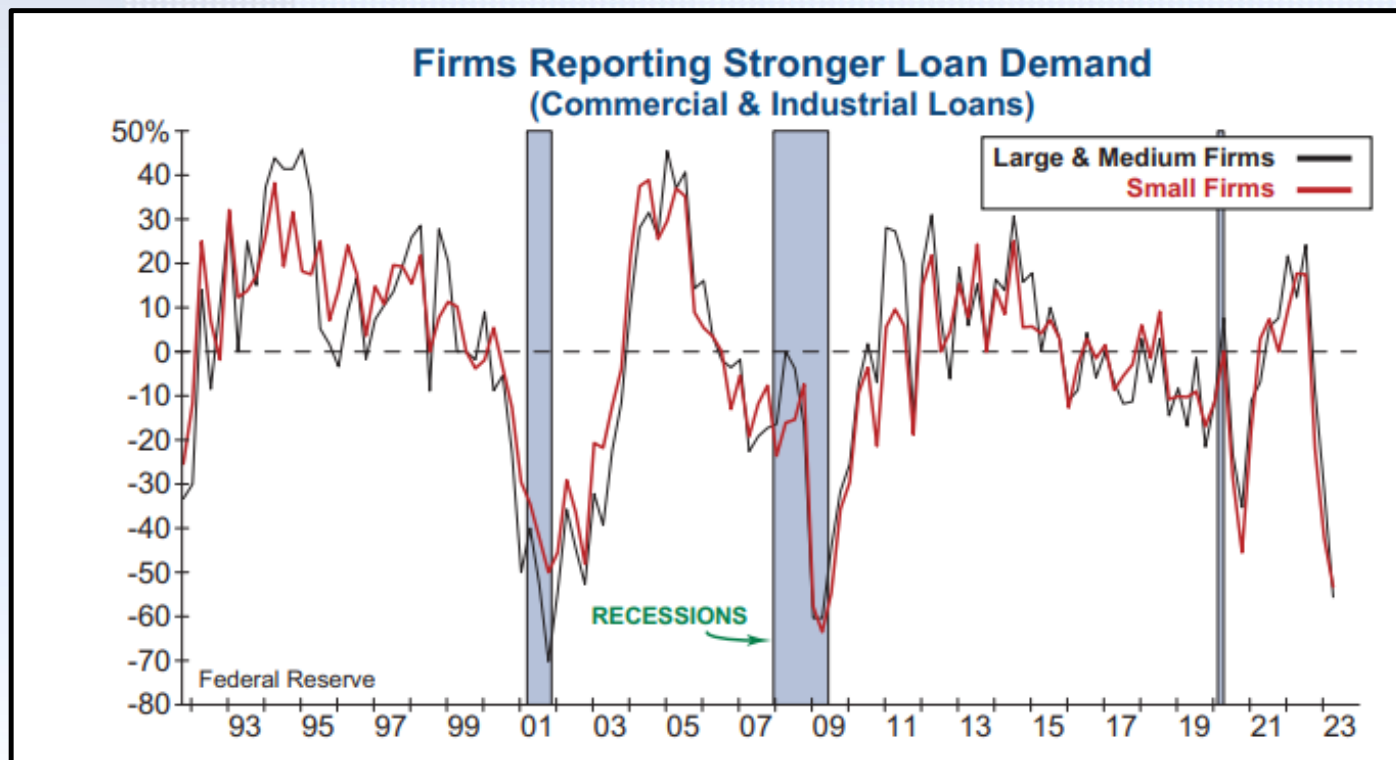
Small Biz Pessimism



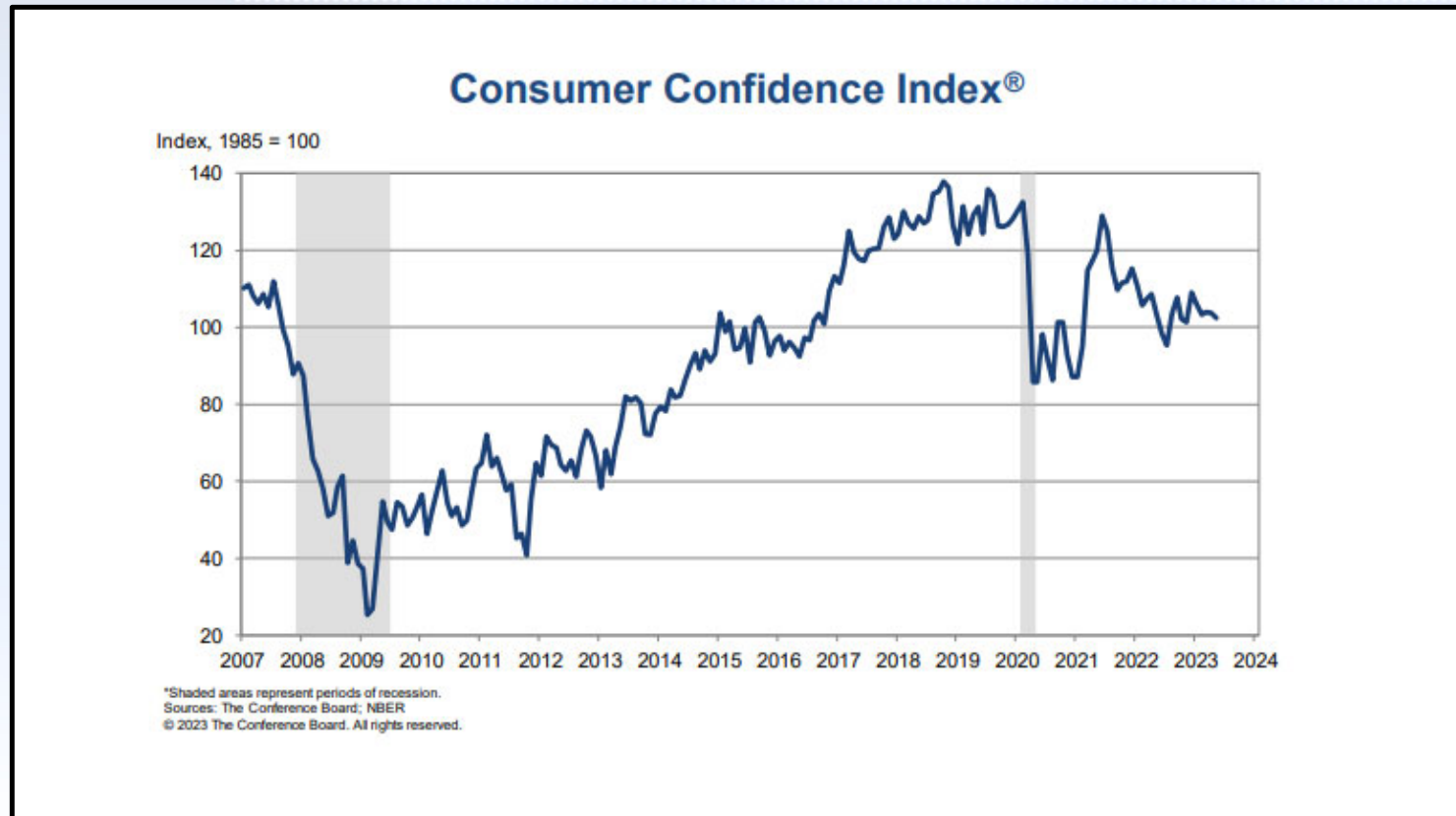
Small Biz Cuts Spending Plans



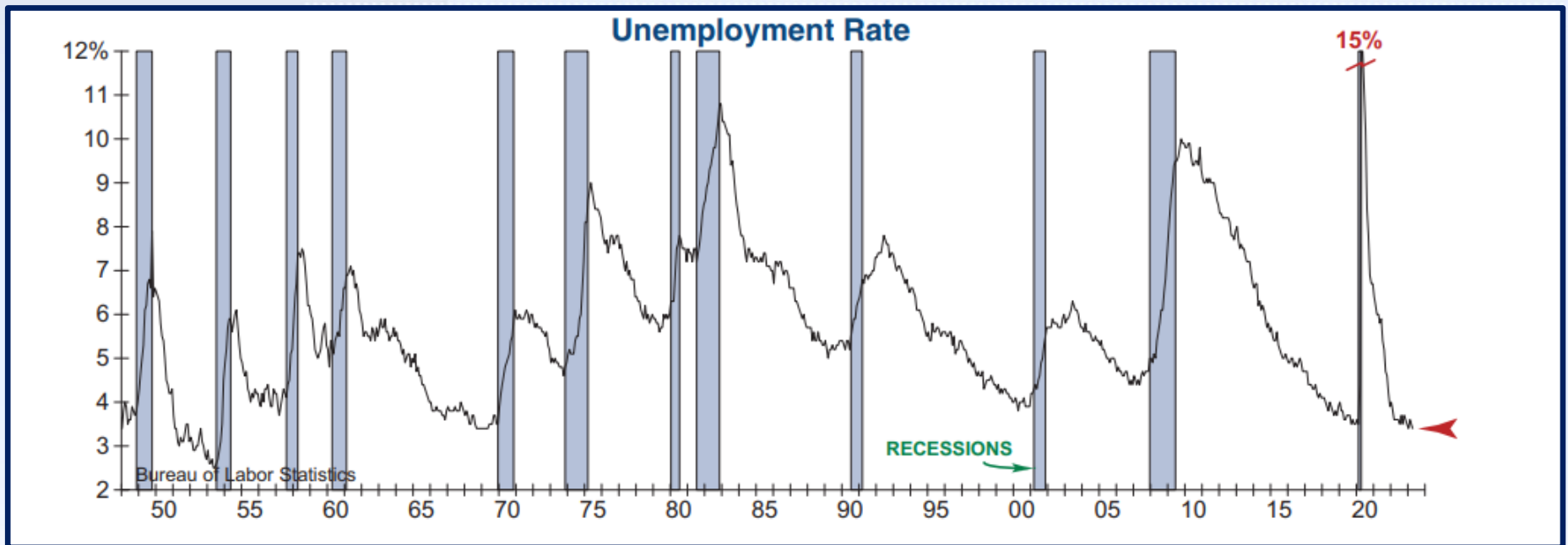
Loan Demand Falls



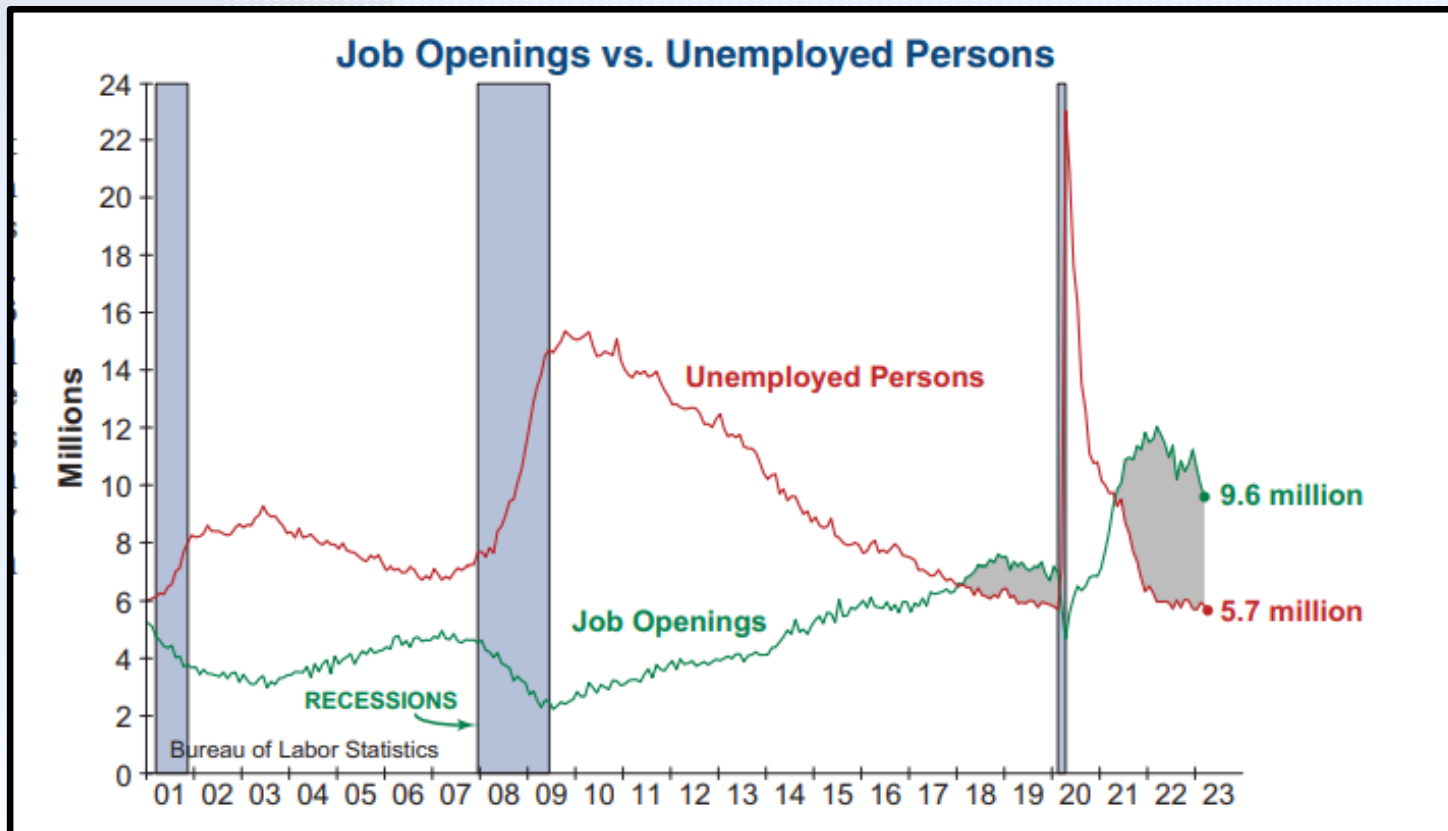
CONSUMER CONFIDENCE 2006- Now



Unemployment



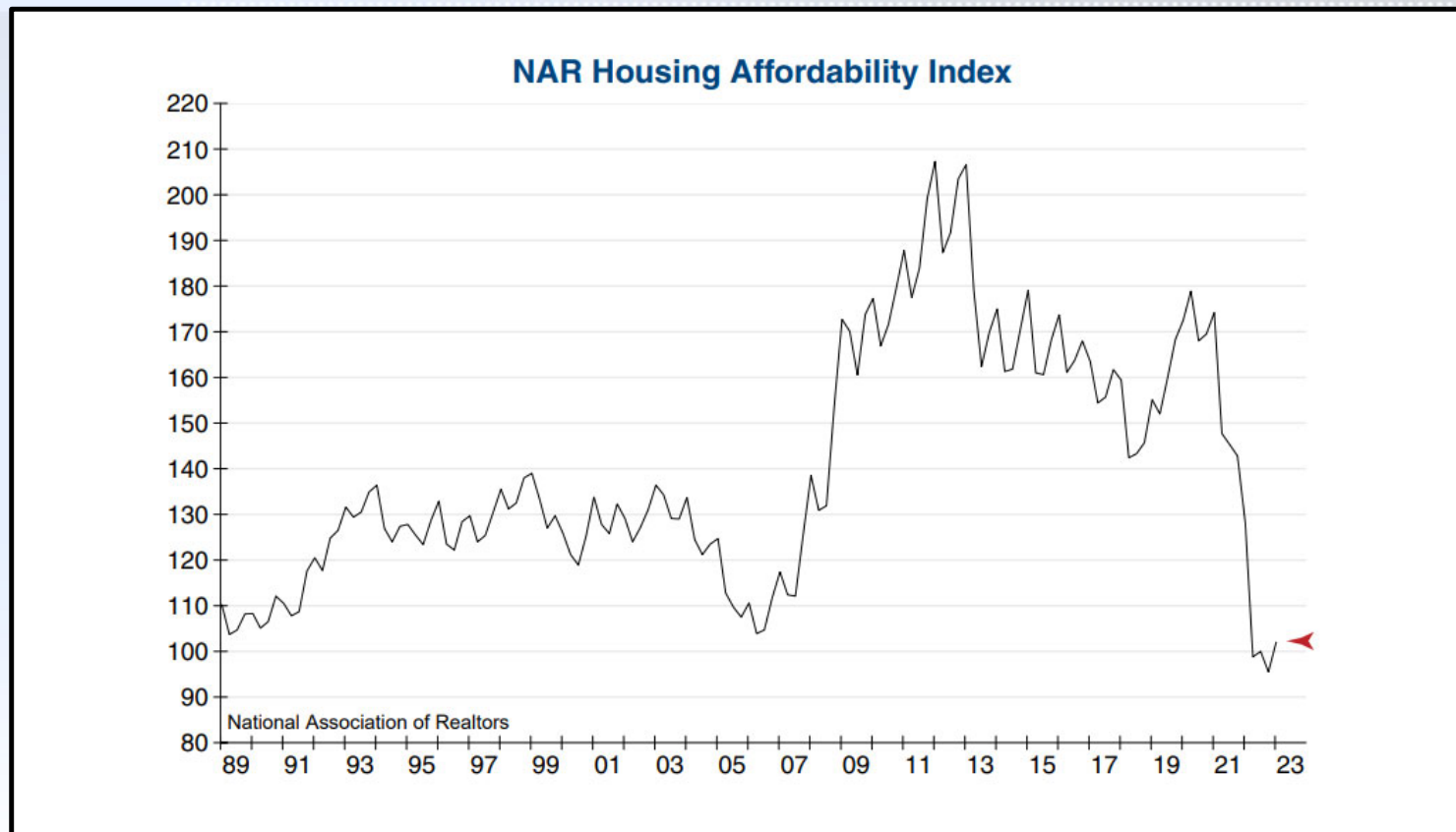
Tight Labor Market



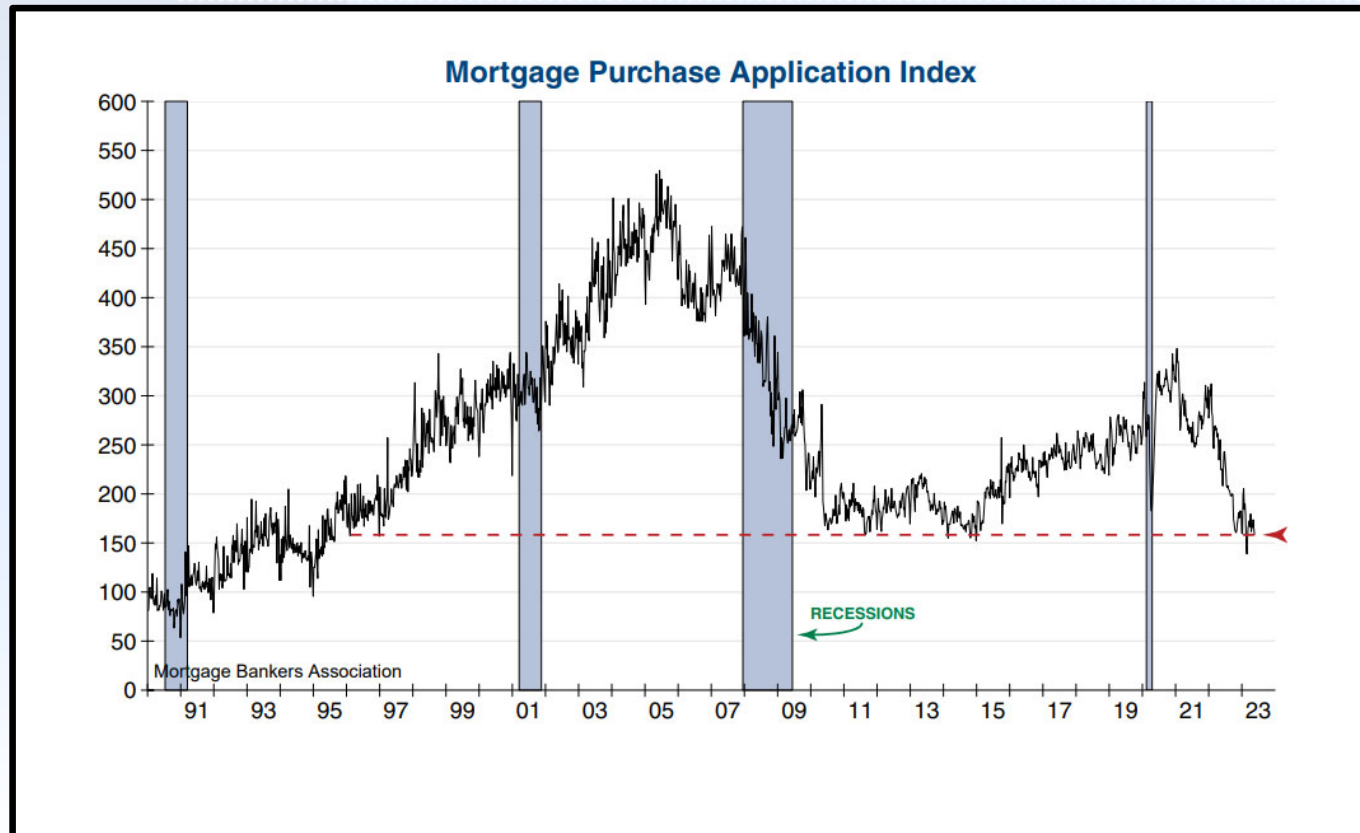
Mortgage Rates Rising



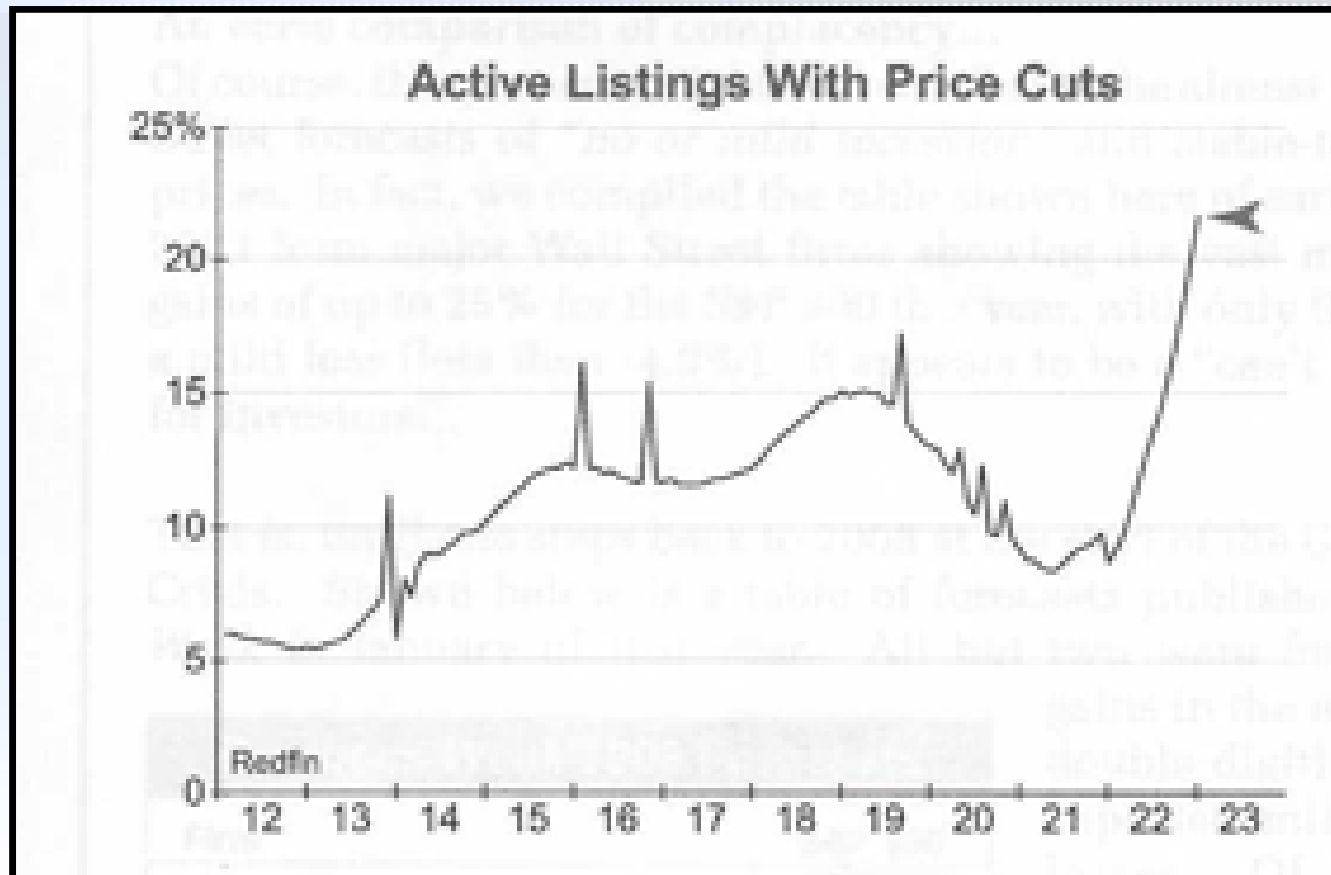
Affordability: Impacted by Rates



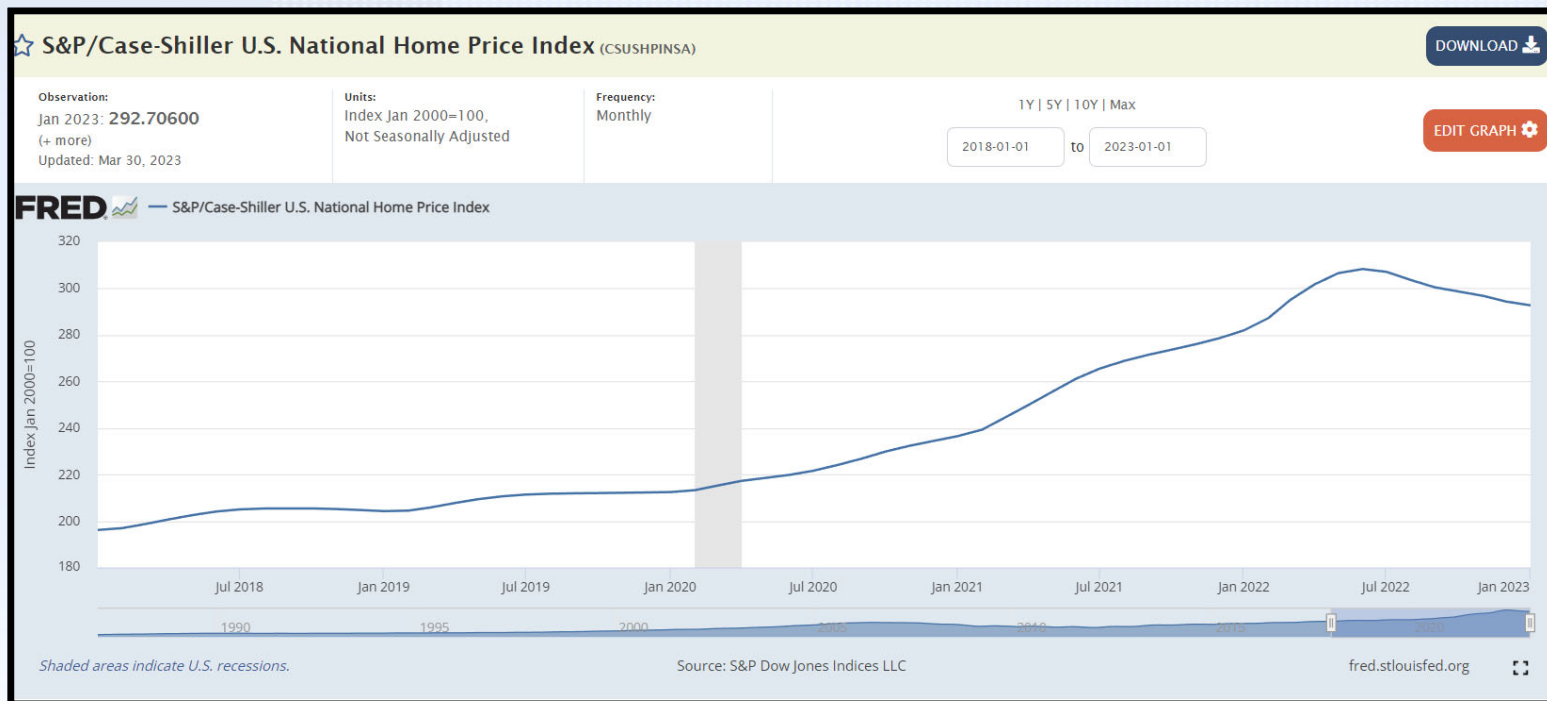
Mortgage Purchase Applications



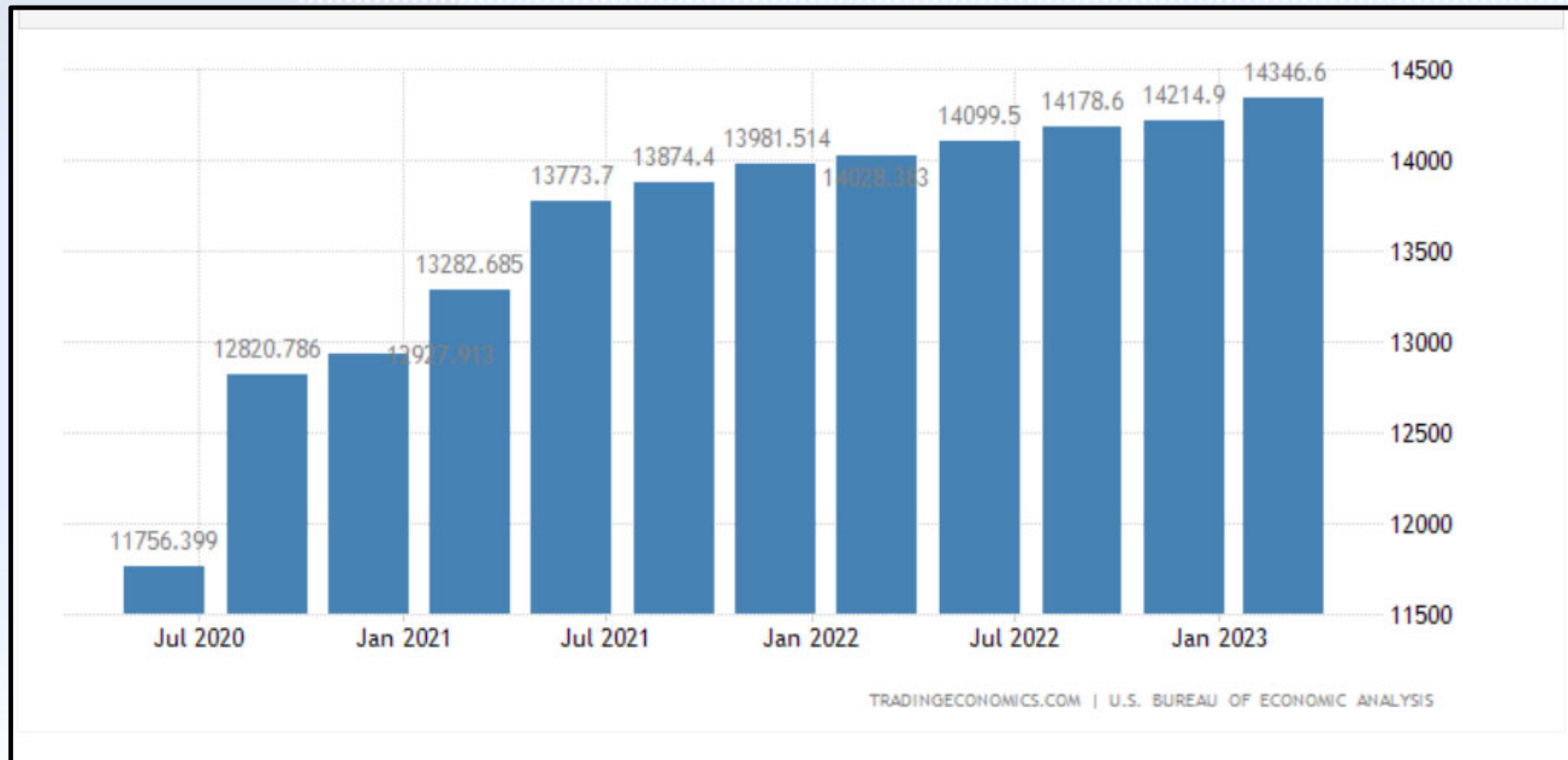
Home Listing Price Cuts



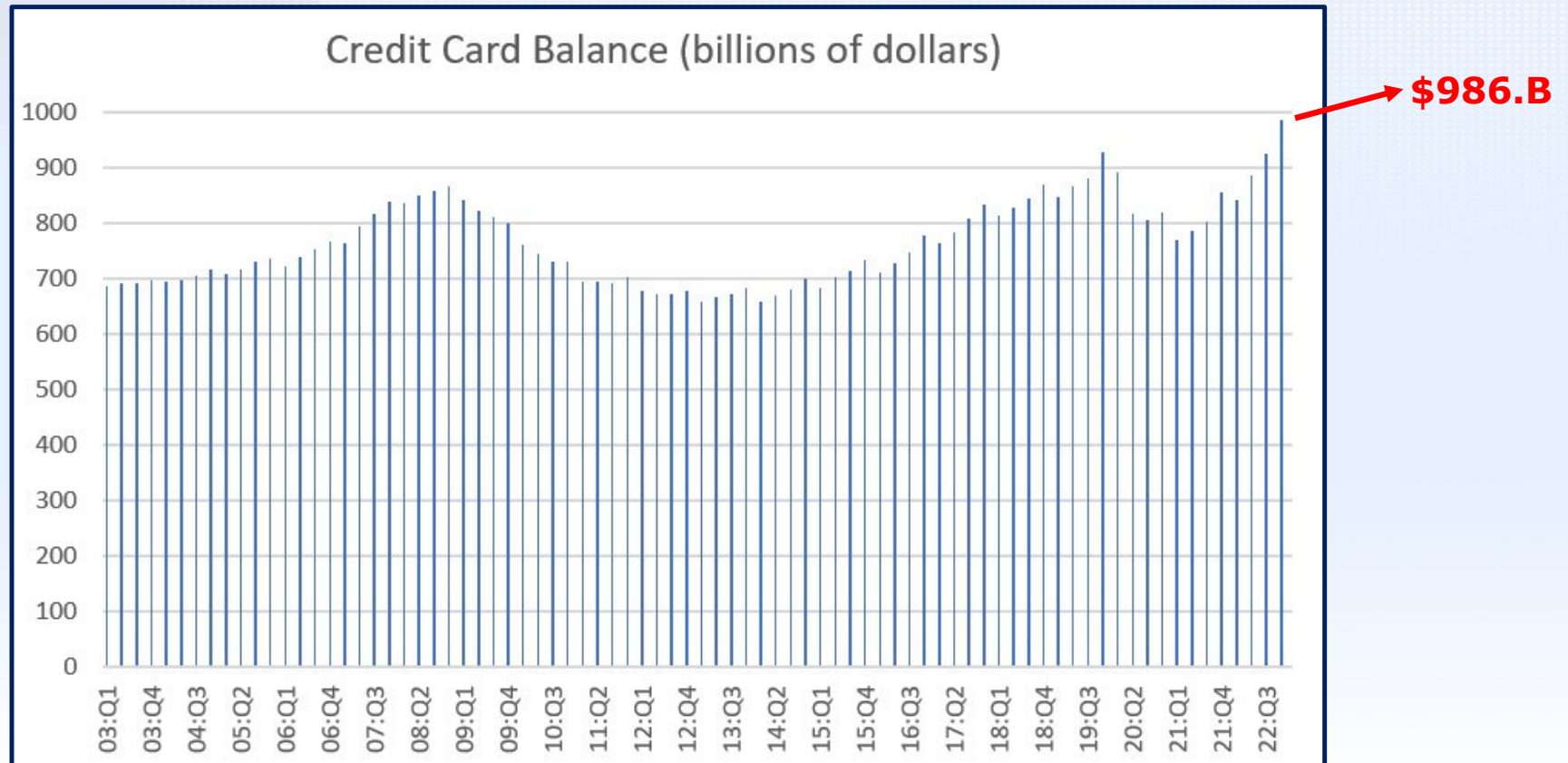
Home Prices Sliding?



Consumer Spending



Credit Card Debt Record



The Savage Truth

**WHAT'S THE
STOCK MARKET SAYING?**

DOW JONES IND. AVG. (5 yrs.)



S&P 500 (5 yrs.)

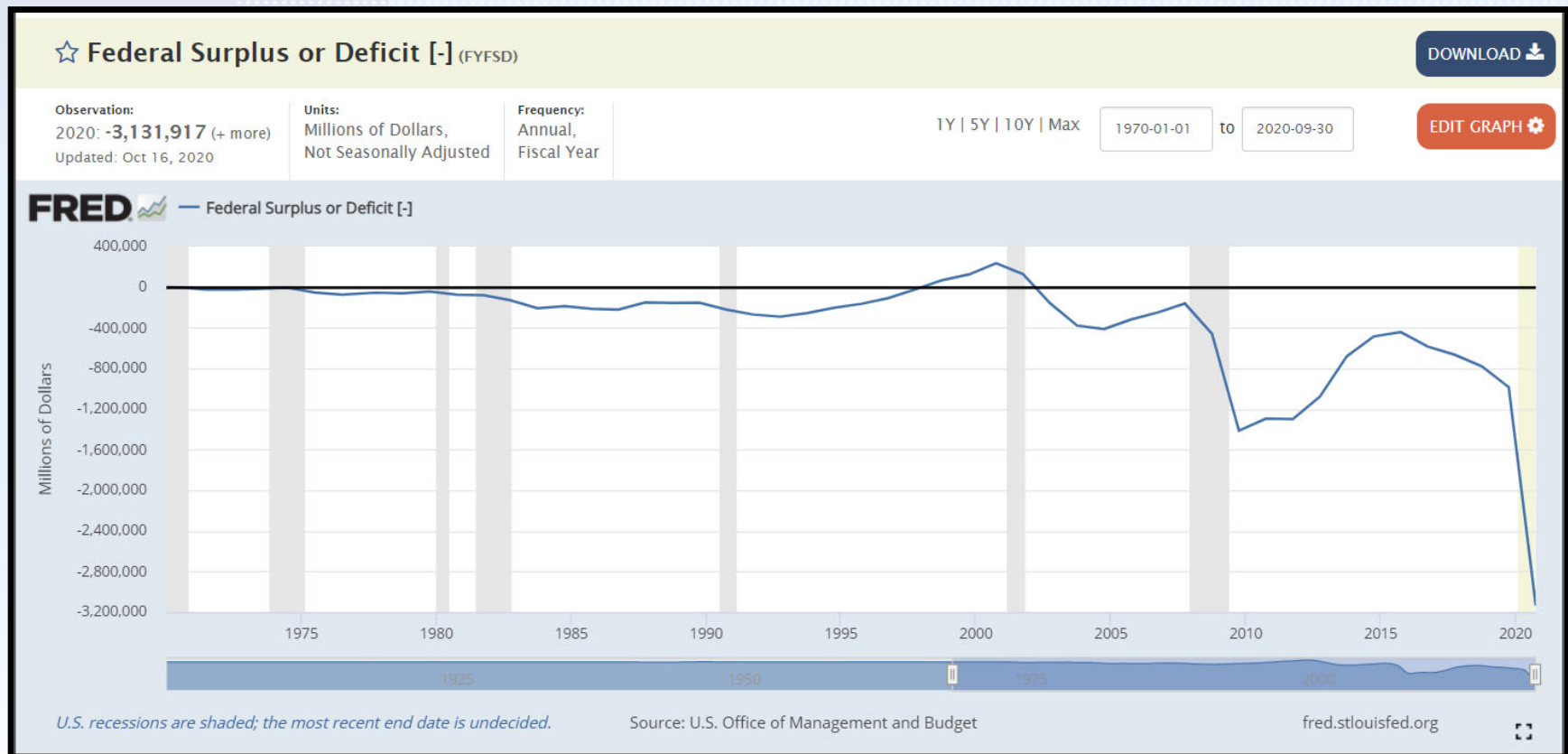


>20 STOCKS = 85% of Gains

The Savage Truth

The Budget Fight

Annual Budget Deficits



National Debt Soaring



US Published National Debt
\$31,651,999,868,037

The Truth
\$149,060,876,649,000

Each Taxpayer's Share: **\$936,000**



HERE COMES THE FED AGAIN

Fed Solution to Inflation

Raise Rates/Withdraw liquidity

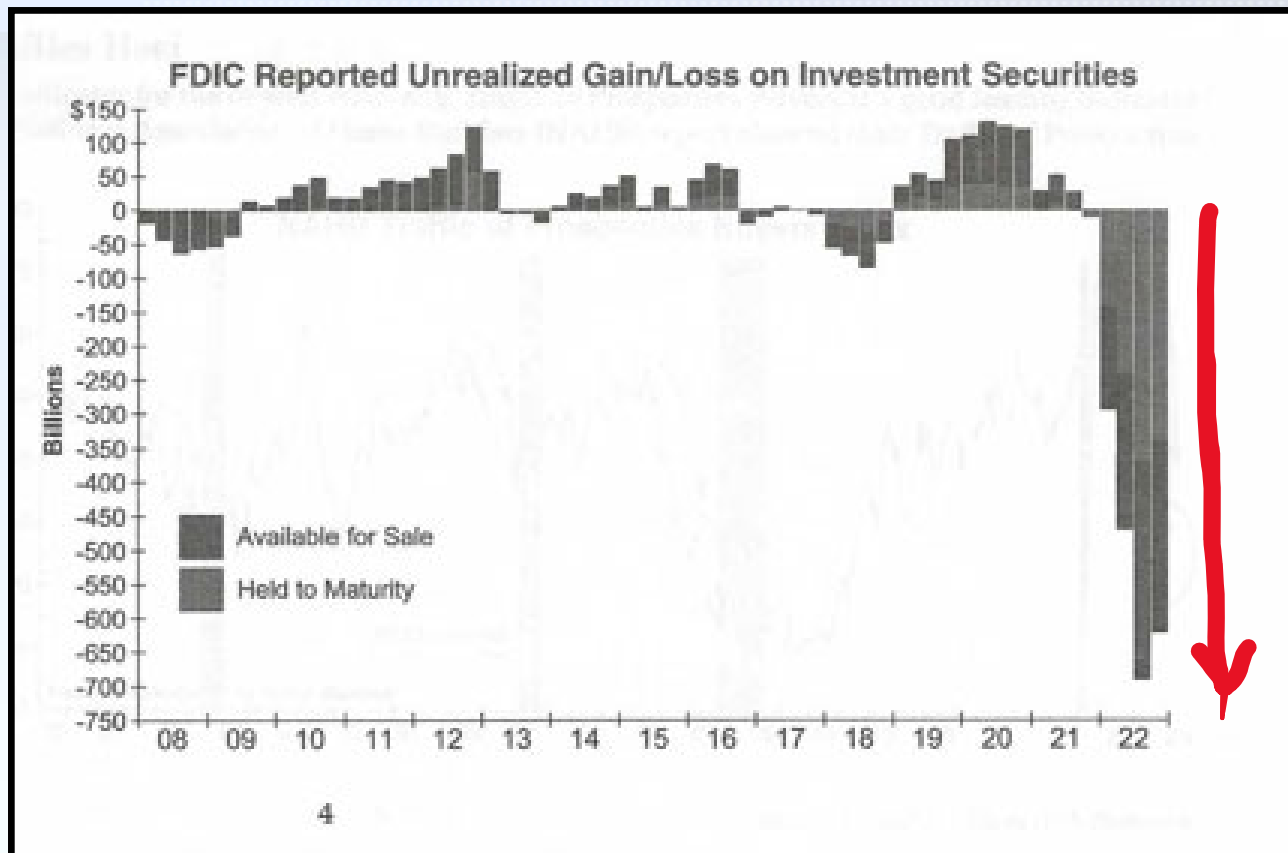
Slow Demand -- Create a Recession

Side Consequence:

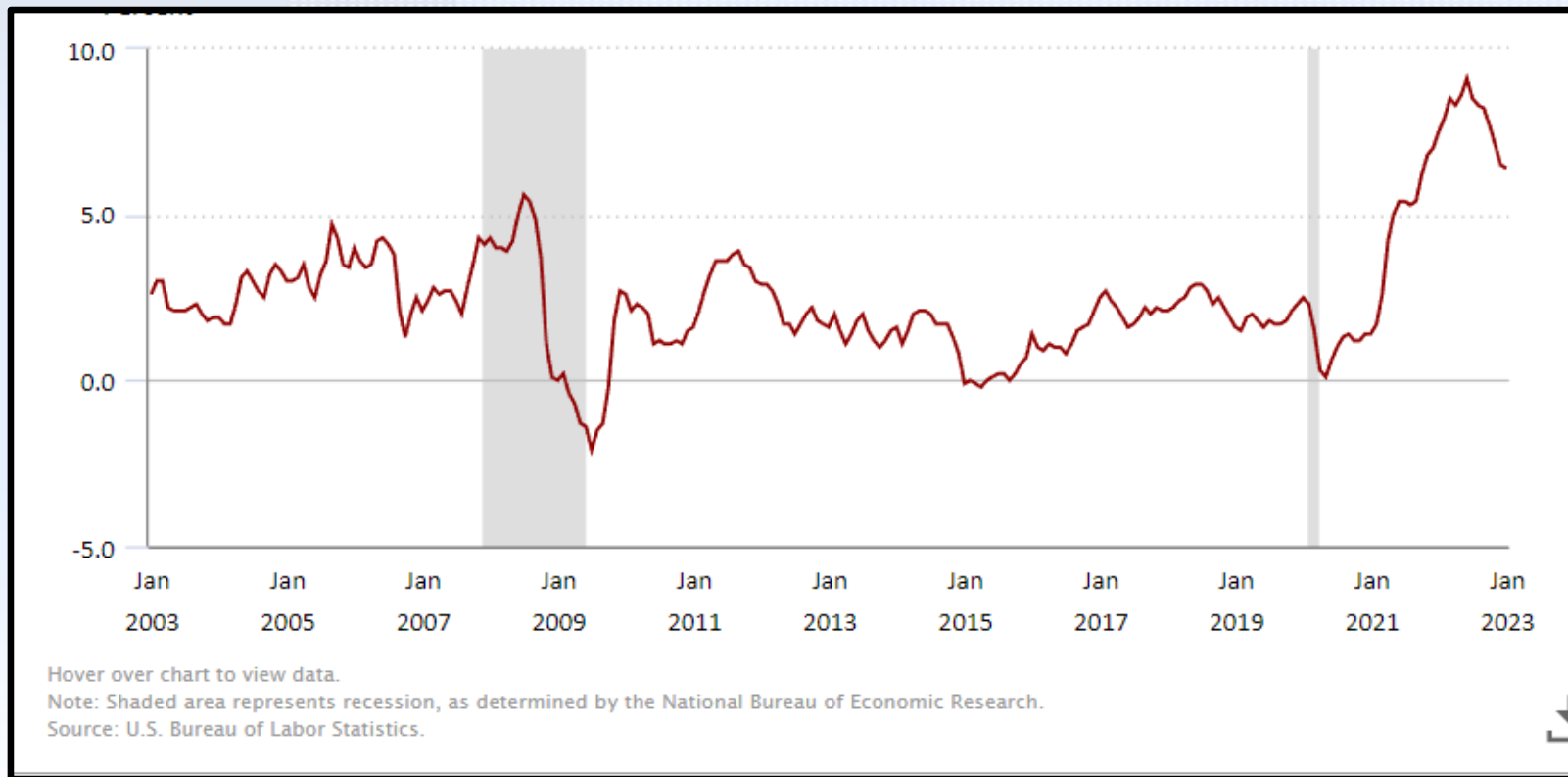
Higher rates mean lower bond prices

(Just ask Silicon Valley Bank!)

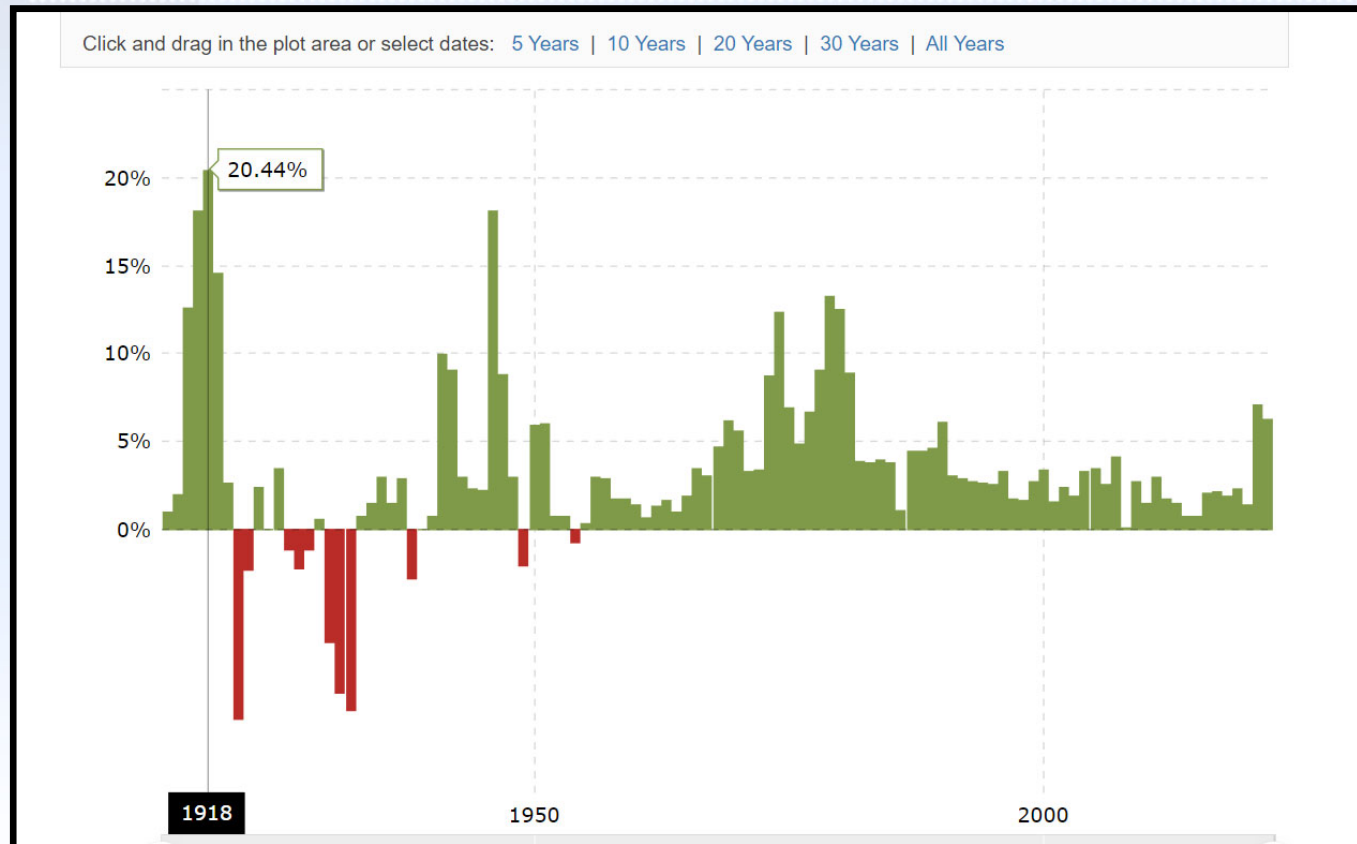
The Fed: The Largest Owner of Bonds!



Inflation Worries – CPI 20 Yrs.



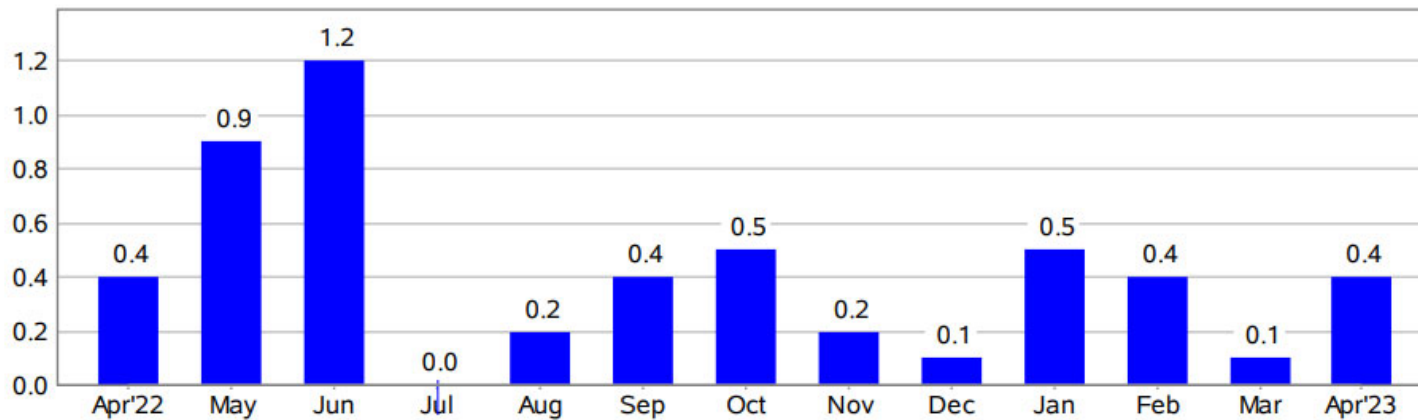
CPI Inflation 1918-present



Consumer Prices Monthly

April 2022 to April 2023

Chart 1. One-month percent change in CPI for All Urban Consumers (CPI-U), seasonally adjusted, Apr. 2022 - Apr. 2023
Percent change



**THE
SAVAGE
TRUTH
ON
MONEY**

Inflation Destroys Financial Security!

TerrySavage.com

More Money = Inflation!



Rule of 72:

**At only 3% annual inflation
Your money loses half its
value in 25 years!**

LOGICAL CONCLUSIONS

- **THE FED WILL KEEP FIGHTING INFLATION**
- **CONGRESS WILL KEEP FIGHTING**
- **THE NATIONAL DEBT WILL KEEP RISING**
- **THE MOST EXPECTED RECESSION WILL ARRIVE**

But the trigger will be unexpected –

**Housing? Consumer Debt? Student Loans?
Office Refinance? Energy markets? China?**

- **THE IMPACT WILL BE LOCAL –LITTLE FEDERAL HELP**

Implications for City/County Managers

- ***REALISTIC FINANCIAL PROJECTIONS***
- ***SMART MONEY MANAGEMENT***
- ***CAREFUL COST ASSESSMENTS***

U.S. TREASURY BILLS – 5.4%

The screenshot displays the TreasuryDirect website interface. At the top, it identifies itself as an official U.S. government website. The main navigation bar includes links for Mailing Lists, News, About, Forms, Help Center, and Contact Us, along with a 'Log In' button and a search bar. Below this, a secondary navigation bar lists categories like Savings Bonds, Treasury Marketable Securities, Auctions, Laws and Regulations, Research Center, and Government Users. The main content area features a 'Login' section with the TreasuryDirect logo, a 'Log In' button, and links for 'Login Help' and 'Open a New Account'. At the bottom of the login section, logos for 'FedInvest' and 'SLGSafe' are visible. A 'More About TreasuryDirect' button is also present in the left sidebar area.

- **Purchase online at TreasuryDirect.gov**
- **\$100/minimum – no max**
- **3 and 6 month T-bills – Monday auction weekly**
- **Automatic renewal at maturity**
- **Need bank account & bank routing number**
- **Name/SS number**

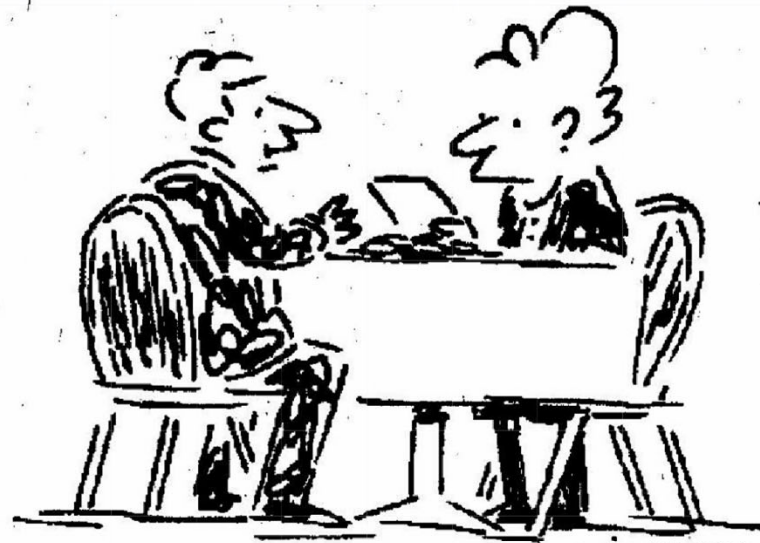
The Savage Truth

YOUR OWN FINANCIAL CHALLENGE

(SOME PERSONAL FINANCE THOUGHTS)

Pepper . . . and Salt

THE WALL STREET JOURNAL



"The financial strategy for my retirement
should count on me still being alive."

HOW LONG WILL I LIVE?

www.livingto100.com

THE LIVING TO 100 Life Expectancy Calculator

By Thomas Perls M.D.,M.P.H.




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ABOUT THE CALCULATOR

LINKS

 Follow @thperls

To use the calculator, answer all of the questions. You will find that many of the questions are about health-related behaviors that you have control over!

Click to proceed to our life expectancy calculation and detailed personalized recommendations. Once you accept the below terms you will have immediate access to the calculator, its answers and specific feedback.

Birthday:

Gender: ☐ Male ☐ Female

Country:

Postal/Zip code:

☐ I accept the [privacy policy](#), [disclaimer](#), and [legal statement](#).

 Proceed to Calculator 

The Savage Truth

THE CHALLENGES OF FINANCIAL PLANNING

- **Saving for College**
- **Creating an Estate Plan**
- **Long Term Care Insurance**
- **Getting Good Advice**

The Savage Truth on College

- **Start Saving EARLY in a 529 Plan**
Money grows Tax-free for college in any state
SavingforCollege.com

Student Loans are Dangerous!

Read Ron Lieber's book --

Start the discussion early --8th grade!

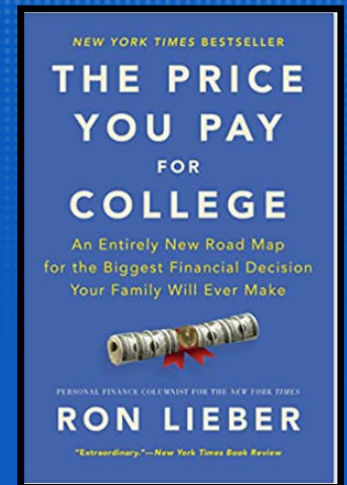
Parent PLUS loans are the WORST!

- **Student Loan Forgiveness Plans**

Deferral ends Aug 30th

Supreme Court ruling could come soon

New, broader income-based plan could lower monthly payments



BASICS OF ESTATE PLANNING

- **Revocable Living Trust**
(re-title assets in name of trust!)
- **Healthcare Power of Attorney**
- **Living will**
- **Pour-over will**
- **Check beneficiaries of IRAs and life policies**
- **Financial Organizer as a check list**

www.Search-Attorneys.com

THE WIPEOUT COST OF LONG TERM CARE

Your Parents, Yourself!

(Genworth, 2023):

- *Nursing Home* \$ 9,034/month
- *Assisted Living* \$ 4,500/mo
- *Home Care* \$ 5,148/mo

DOUBLE THAT IN LARGE CITIES!

Genworth: 7 out of 10 people will require **long term care** in their lifetime.

LONG TERM CARE INSURANCE

- **Annual Premiums**

**Rising Premiums
Wasted if not used**

- **Combo Life/LTC**

**Lump Sum Deposit or 10 pay
Cost locked in
Death benefit if care not used**

800-533-6242

**THE
SAVAGE
TRUTH
ON
MONEY**

FINDING TRUSTED FINANCIAL ADVICE!

TerrySavage.com

Do It Yourself: www.NewRetirement.com

The image shows the NewRetirement website's sign-up page. On the left, there's a form with fields for email (pre-filled with 'Terry@terrissavage.com') and password, a checkbox for 'Subscribe to our weekly newsletter', and a 'Get Started For Free' button. Below this is a 'Sign up with Google' button. On the right, a laptop displays the NewRetirement software interface. The interface includes a sidebar menu with options like 'Baseline Plan', 'Overview', 'My Plan', 'Coach', 'Insights', 'Scenarios', 'Help & Resources', 'Events & Community', 'Expert Help & Services', and 'About'. The main content area shows an 'Overview' section with 'Plan Wellness' (99% chance of success), 'Your Progress' (32% completion), 'Digital Coach', and 'Income vs. Expenses' (comparing income and expenses after age 67).

NewRetirement

Sign In Get Started Free

Build the financial plan that's right for you

Take control. Make the right decisions for today's priorities and tomorrow's possibilities.

Terry@terrissavage.com

Subscribe to our weekly newsletter

Get Started For Free →

OR

Sign up with Google

NewRetirement

Viewing Optimistic / Planner: Most Used / Assumptions / Alex

Baseline Plan Overview

Plan Wellness

Chance of Success 99%

You have a 99% chance of fully funding your plan through you and your spouse's longevity ages 195 and 921 when using optimistic assumptions.

Explore This Projection →

Your Progress

Plan completion 32%

Plan Completion →

Digital Coach

Your guide to the planner

Your Roadmap → All Suggestions →

Income vs. Expenses


If you retire at 67, you're in good shape. You'll have enough money between your savings and Social Security to fund your expenses. See your detailed Lifetime Retirement Projection

Avg. Income after 67 \$6.9K / mo

Avg. Expenses after 67 \$4.7K / mo


THE
SAVAGE
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MONEY

Wealthramp.com

Financial Decisions ▾How it works ▾About Us ▾ResourcesContactFind my advisorLog inFor A

Take control of your financial future

We've rigorously vetted every advisor in the Wealthramp network. So you can feel confident you're making the right choice.



Fee-only, FIDUCIARY advisors

TerrySavage.com

Terry's Friends Talk Money Podcast named to Top 10 by U.S. News

TERRYSAVAGE.COM

The Savage Truth on Money, Markets, and the Economy
The MoneyLady®

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BY CATEGORY](#)

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Resources

THE SAVAGE TRUTH ON MONEY

Personal

terrysavage.com

ORDER an Autographed
Copy of Terry's New Book

FINANCIAL ORGANIZER

Name _____ Date: _____

Print out this form, fill in the spaces and store it in a safe place, along with other important documents – but not in a safe deposit box. Tell your spouse, adult child, or trusted friend, where this information could be found in an emergency.

Personal Information

Your Name _____ Spouse/Partner _____

Place of Birth _____ Place of Birth _____

Social Security # _____ Social Security # _____

Children

Name _____ Birth Date _____ Social Sec. No. _____

Name _____ Birth Date _____ Social Sec. No. _____

Name _____ Birth Date _____ Social Sec. No. _____

Name _____ Birth Date _____ Social Sec. No. _____

Trusted Advisors

(Name, phone number, e-mail or address)

Physician _____

Physician _____

Attorney _____

Accountant _____

Financial Planner _____

Bank Accounts

(Financial Institutions, Account Numbers, Contact name/number, or user ID/online password)

Institution _____ Acct. # _____ Online ID/Password _____

Institution _____ Acct. # _____ Online ID/Password _____

Institution _____ Acct. # _____ Online ID/Password _____

Institution _____ Acct. # _____ Online ID/Password _____

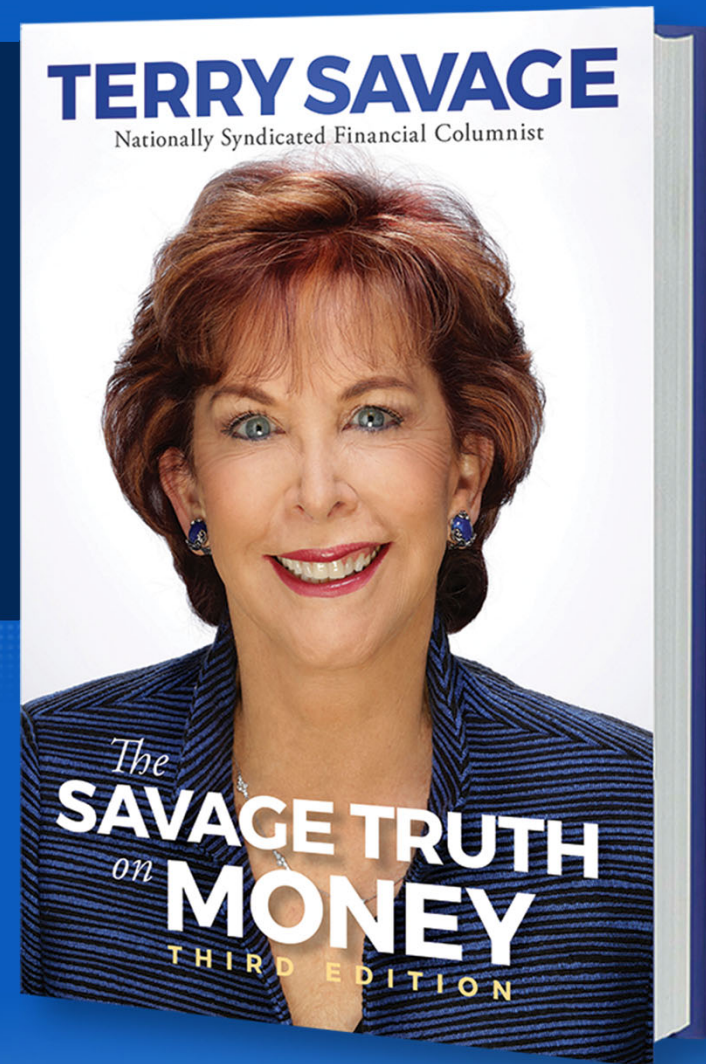
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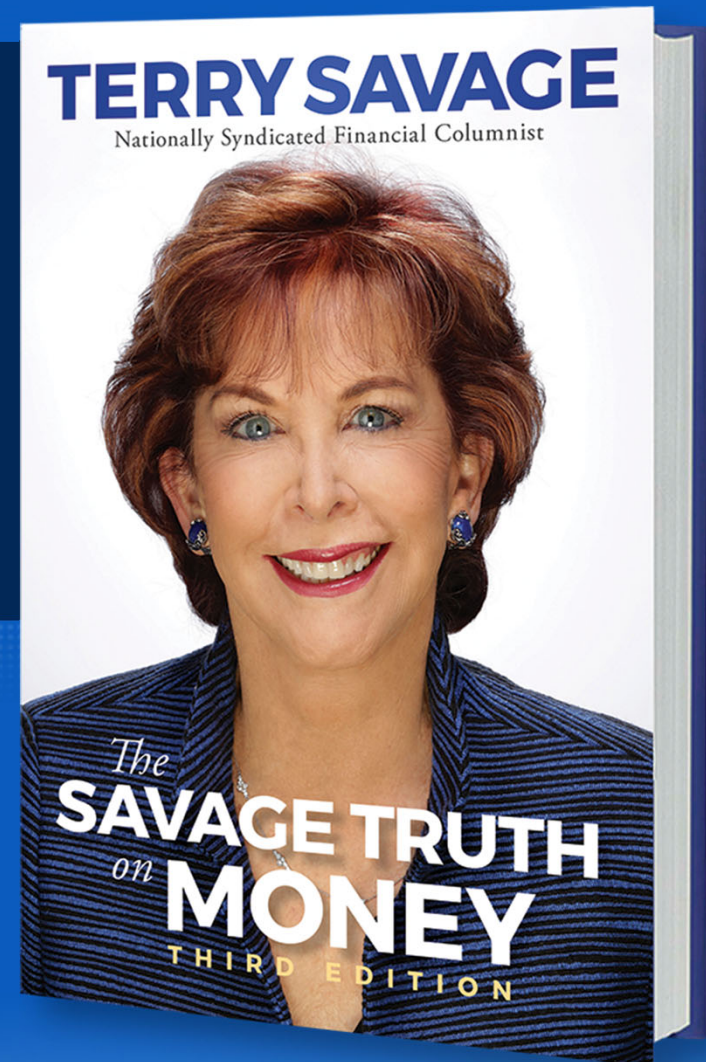
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The **SAVAGE TRUTH**



The
SAVAGE TRUTH *on*



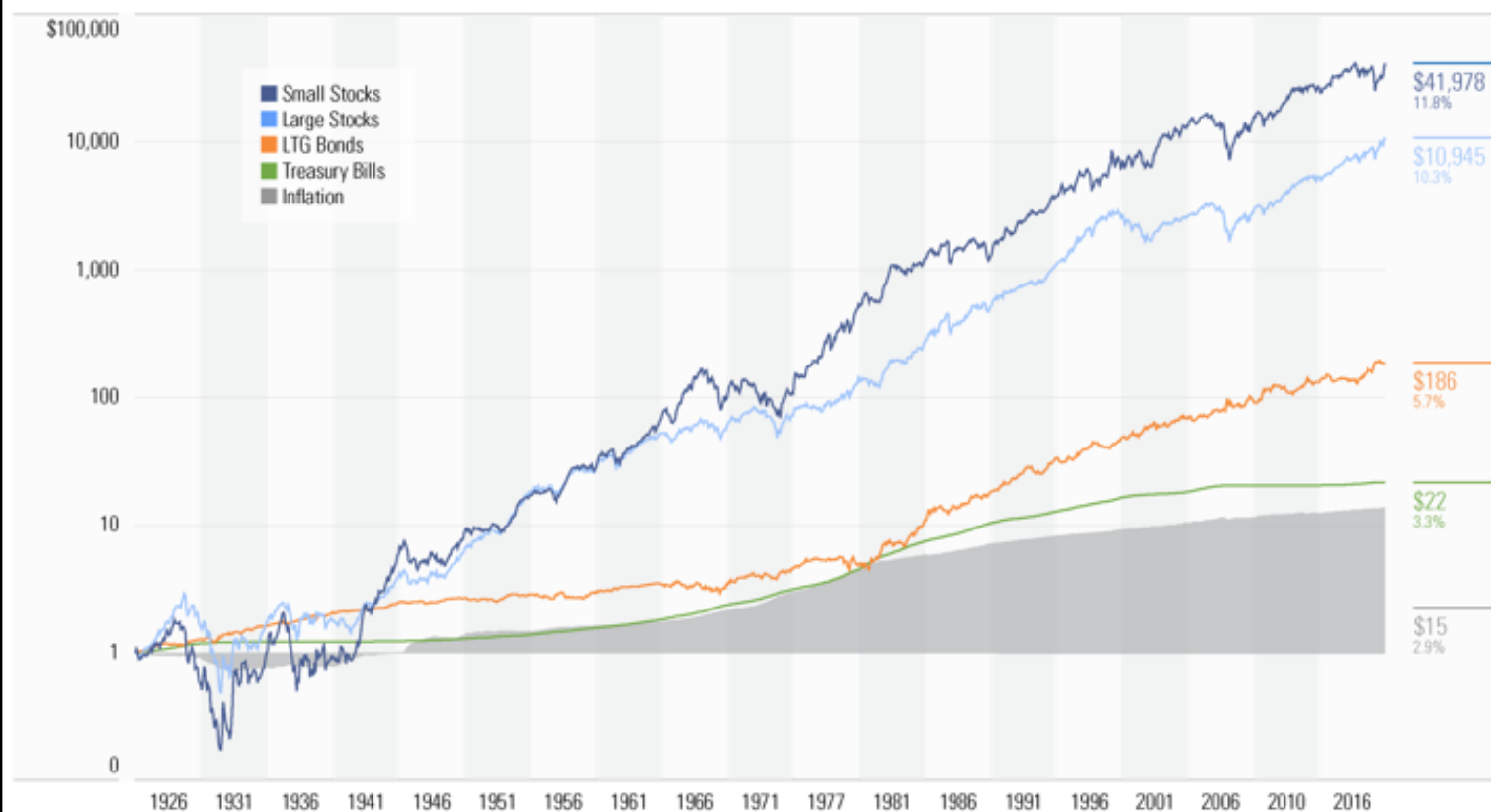
OVER THE LONG RUN . .

***STOCKS ARE FAR LESS
RISKY THAN YOU THINK!***

THE SAVAGE TRUTH ON MONEY

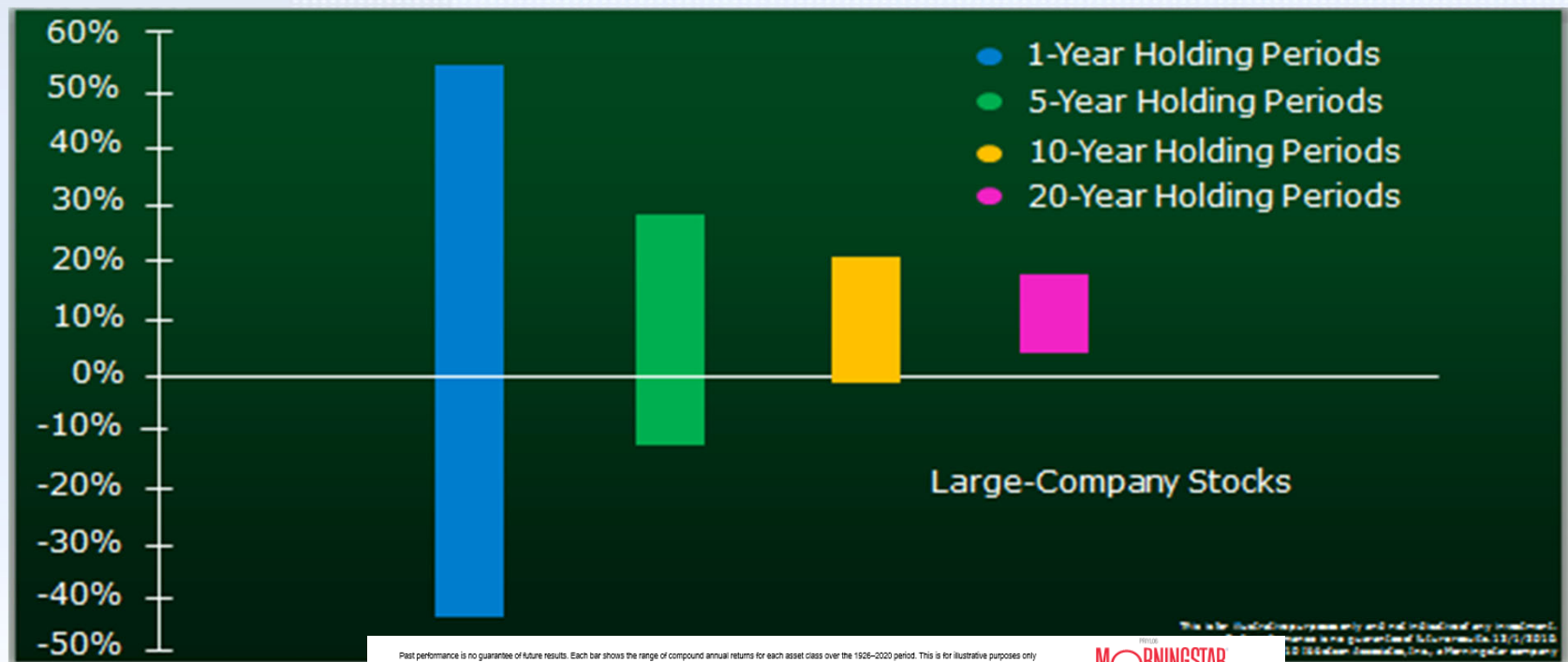
Ibbotson® SBBI®

Stocks, Bonds, Bills, and Inflation 1926–2020



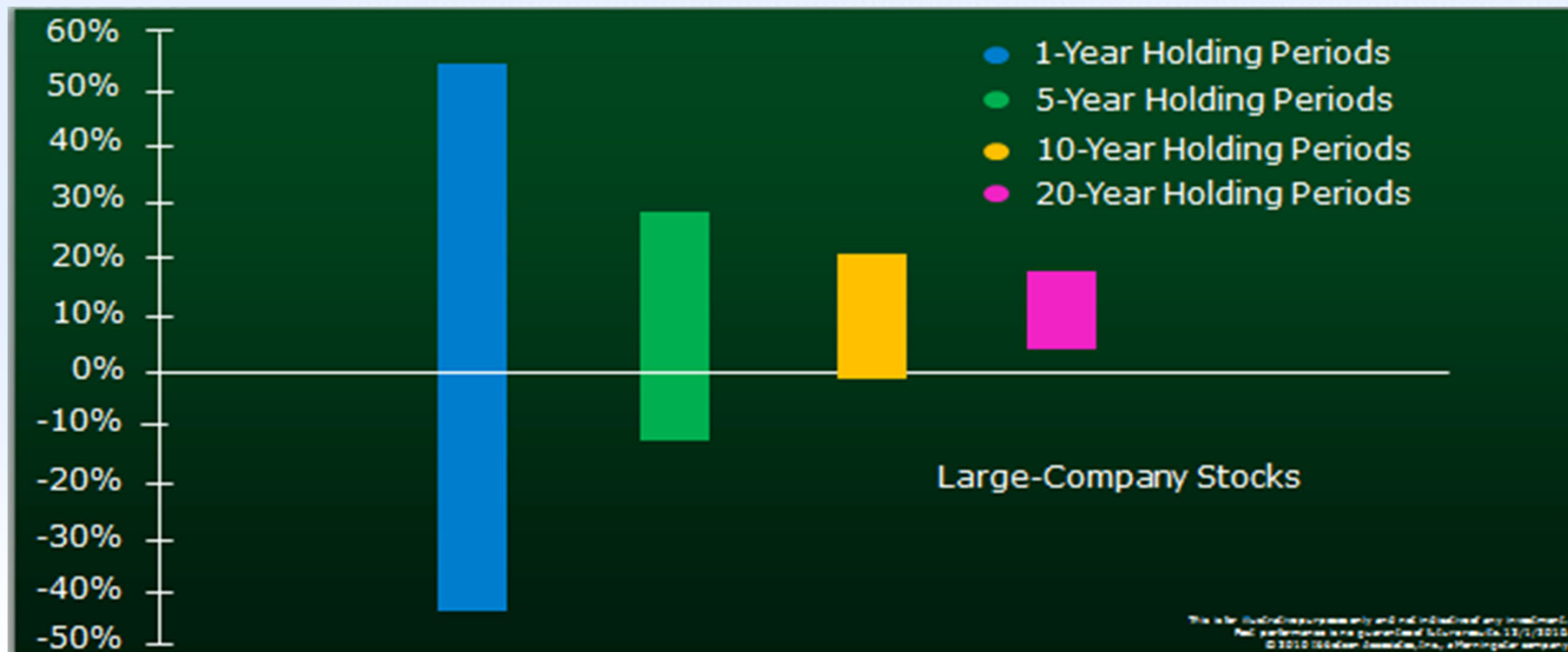
REDUCTION OF RISK OVER TIME

1926-2021



WHAT *BEAT INFLATION* ??

The U.S. Stock Market



How long of a retirement *should you plan for?*



CONSIDER THIS: HALLMARK SOLD 85,000
“HAPPY 100TH BIRTHDAY!” CARDS LAST YEAR.



Thanks to modern medicine and healthier lifestyles, Americans are living longer than ever. The average 65-year-old woman can expect to live until 87, and the average 65-year-old man to 84. So it's easy to understand why workers today should plan for a 30-year retirement.

proven way to increase savings. Other innovative approaches companies can use include automatic 401(k) enrollment, sometimes called opt-out plans; automatic increases in contributions as employees get raises; and encouraging both younger and part-time workers to participate. In one study,

HOW MUCH DO I NEED?



Retirement Nest Egg Calculator

See if you're saving enough — and earn AARP Rewards points

*indicates required.

Retirement plan inputs:

Current age:*	<input type="text" value="45"/>	14 39 64 90
Age at retirement:*	<input type="text" value="67"/>	10 36 63 90
Annual household income:*	<input type="text" value="\$50,000"/>	\$0 \$100k \$1m \$10m
Current retirement savings:*	<input type="text" value="\$250,000"/>	\$0 \$100k \$1m \$10m
Expected income increase:*	<input type="text" value="2%"/>	0% 7% 13% 20%
Pre-retirement income desired in retirement:*	<input type="text" value="90%"/>	40% 80% 120% 160%
Years of retirement income:*	<input type="text" value="35"/>	1 34 67 100

Investment returns, inflation and Social Security:

7% pre-retirement. 4% in retirement. 2.9% inflation.