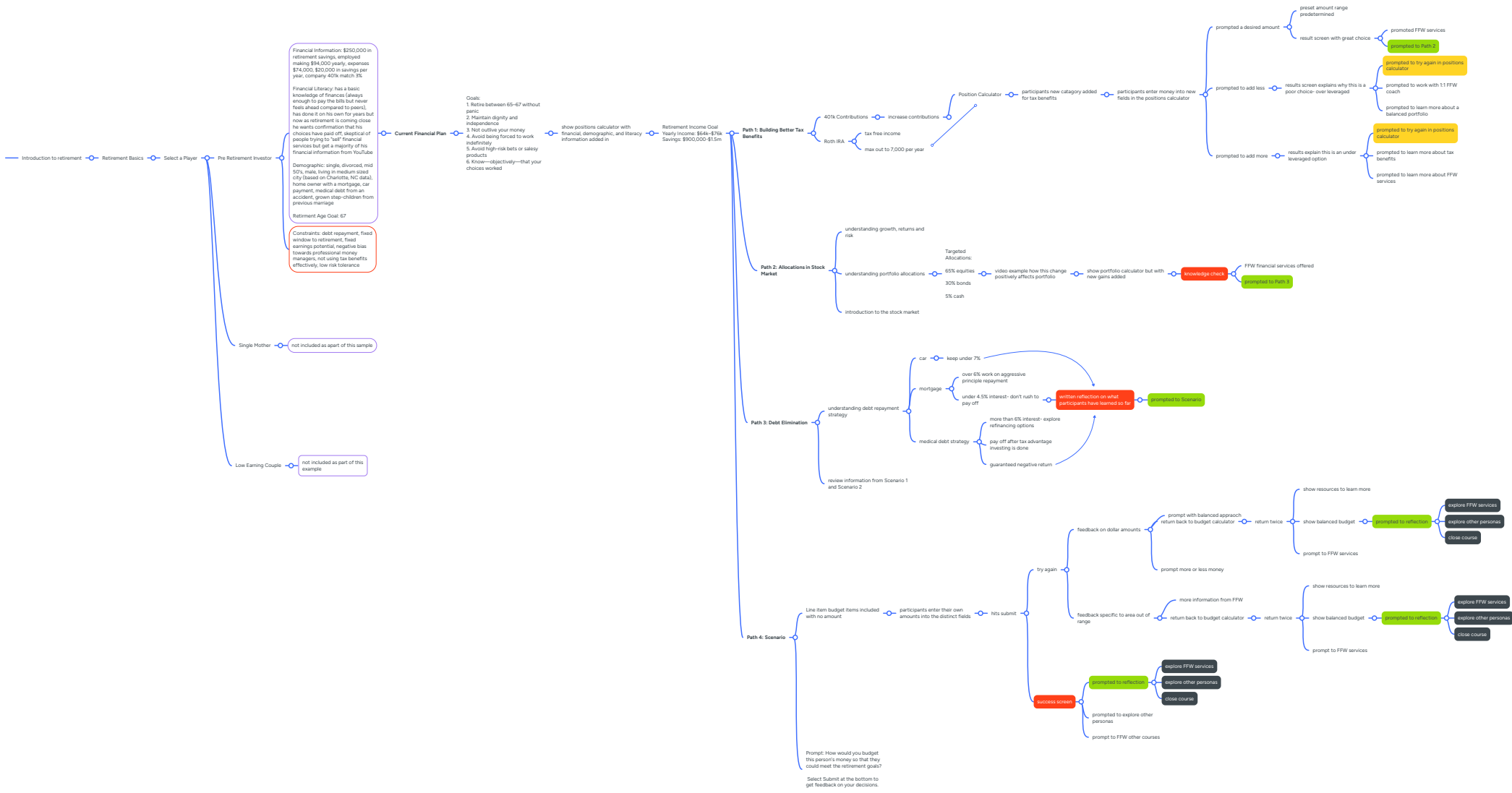


FFW Retirement Module
Scenario Based Learning



FFW Retirement Module Scenario Based Learning

1. Introduction to retirement

1.1. Retirement Basics

1.1.1. Select a Player

1.1.1.1. Low Earning Couple

1.1.1.1.1. not included as part of this example

1.1.1.2. Pre Retirement Investor

1.1.1.2.1. Financial Information: \$250,000 in retirement savings, employed making \$94,000 yearly, expenses \$74,000, \$20,000 in savings per year, company 401k match 3% Financial Literacy: has a basic knowledge of finances (always enough to pay the bills but never feels ahead compared to peers), has done it on his own for years but now as retirement is coming close he wants confirmation that his choices have paid off, skeptical of people trying to "sell" financial services but get a majority of his financial information from YouTube Demographic: single, divorced, mid 50's, male, living in medium sized city (based on Charlotte, NC data), home owner with a mortgage, car payment, medical debt from an accident, grown step-children from previous marriage Retirement Age Goal: 67

1.1.1.2.1.1. Current Financial Plan

1.1.1.2.1.1.1. Goals: 1. Retire between 65–67 without panic 2. Maintain dignity and independence 3. Not outlive your money 4. Avoid being forced to work indefinitely 5. Avoid high-risk bets or salesy products 6. Know—objectively—that your choices worked

1.1.1.2.1.1.1.1. show positions calculator with financial, demographic, and literacy information added in

1.1.1.2.1.1.1.1.1. Retirement Income Goal Yearly Income: \$64k–\$76k Savings: \$900,000-\$1.5m

1.1.1.2.1.1.1.1.1.1. Path 4: Scenario

1.1.1.2.1.1.1.1.1.1.1. Line item budget items included with no amount

1.1.1.2.1.1.1.1.1.1.1.1. participants enter their own amounts into the distinct fields

1.1.1.2.1.1.1.1.1.1.1.1.1. hits submit

1.1.1.2.1.1.1.1.1.1.1.1. try again

1.1.1.2.1.1.1.1.1.1.1.1.1. feedback on dollar amounts

[1.1.1.2.1.1.1.1.1.1.1.1.1.1. return back to budget calculator](#)

`1.1.1.2.1.1.1.1.1.1.1.1.1.1.1. return twice`

[1.1.1.2.1.1.1.1.1.1.1.1.1.1.1. show resources to learn more](#)

1.1.1.2.1.1.1.1.1.1.1.1.1.1.1.2. show balanced budget

1.1.1.2.1.1.1.1.1.1.1.1.1.1.1.1.1.1.2.1. prompted to reflection

1.1.1.2.1.1.1.1.1.1.1.1.1.1.1.2.1.1. explore FFW services

1.1.1.2.1.1.1.1.1.1.1.1.1.1.2.1.2. explore other personas

1.1.1.2.1.1.1.1.1.1.1.1.1.1.1.2.1.3. close course

1.1.1.2.1.1.1.1.1.1.1.1.1.1.3. prompt to FFW services

1.1.1.2.1.1.1.1.1.1.1.1.1.2. prompt with balanced approach

1.1.1.2.1.1.1.1.1.1.1.1.1.3. prompt more or less money

1.1.1.2.1.1.1.1.1.1.1.1.2. feedback specific to area out of range

1.1.1.2.1.1.1.1.1.1.1.2.1. return back to budget calculator

1.1.1.2.1.1.1.1.1.1.1.1.2.1.1. return twice

1.1.1.2.1.1.1.1.1.1.2.1.1.1. show resources to learn more

1.1.1.2.1.1.1.1.1.1.1.1.2.1.1.2. show balanced budget

1.1.1.2.1.1.1.1.1.1.1.2.1.1.2.1. prompted to reflection

1.1.1.2.1.1.1.1.1.1.2.1.1.2.1.1. explore FFW services

1.1.1.2.1.1.1.1.1.1.1.1.1.2.1.2.1.2. explore other personas

1.1.1.2.1.1.1.1.1.1.1.1.1.2.1.2.1.3. close course

1.1.1.2.1.1.1.1.1.1.1.1.1.2.1.3. prompt to FFW services

1.1.1.2.1.1.1.1.1.1.1.1.1.2.2. more information from FFW

1.1.1.2.1.1.1.1.1.1.1.1.1.2. success screen

1.1.1.2.1.1.1.1.1.1.1.1.1.2.1. prompted to reflection

1.1.1.2.1.1.1.1.1.1.1.1.1.2.1.1. explore FFW services

1.1.1.2.1.1.1.1.1.1.1.1.1.2.1.2. explore other personas

1.1.1.2.1.1.1.1.1.1.1.1.1.2.1.3. close course

1.1.1.2.1.1.1.1.1.1.1.1.1.2.2. prompted to explore other personas

1.1.1.2.1.1.1.1.1.1.1.1.1.2.3. prompt to FFW other courses

1.1.1.2.1.1.1.1.1.1.2. Prompt: How would you budget this person's money so that they could meet the retirement goals?
Select Submit at the bottom to get feedback on your decisions.

1.1.1.2.1.1.1.1.1.2. Path 3: Debt Elimination

1.1.1.2.1.1.1.1.1.2.1. understanding debt repayment strategy

1.1.1.2.1.1.1.1.1.2.1.1. car

1.1.1.2.1.1.1.1.1.2.1.1.1. keep under 7%

1.1.1.2.1.1.1.1.1.2.1.2. mortgage

1.1.1.2.1.1.1.1.1.2.1.2.1. over 6% work on aggressive principle repayment

1.1.1.2.1.1.1.1.1.2.1.2.2. under 4.5% interest- don't rush to pay off

1.1.1.2.1.1.1.1.2.1.2.2.1. written reflection on what participants have learned so far

1.1.1.2.1.1.1.1.2.1.2.2.1.1. prompted to Scenario

1.1.1.2.1.1.1.1.2.1.3. medical debt strategy

1.1.1.2.1.1.1.1.2.1.3.1. more than 6% interest- explore refinancing options

1.1.1.2.1.1.1.1.2.1.3.2. pay off after tax advantage investing is done

1.1.1.2.1.1.1.1.2.1.3.3. guaranteed negative return

1.1.1.2.1.1.1.1.2.2. review information from Scenario 1 and Scenario 2

1.1.1.2.1.1.1.1.3. Path 2: Allocations in Stock Market

1.1.1.2.1.1.1.1.3.1. understanding growth, returns and risk

1.1.1.2.1.1.1.1.3.2. understanding portfolio allocations

1.1.1.2.1.1.1.1.3.2.1. Targeted Allocations: 65% equities 30% bonds 5% cash

1.1.1.2.1.1.1.1.3.2.1.1. video example how this change positively affects portfolio

1.1.1.2.1.1.1.1.3.2.1.1.1. show portfolio calculator but with new gains added

1.1.1.2.1.1.1.1.3.2.1.1.1.1. knowledge check

1.1.1.2.1.1.1.1.3.2.1.1.1.1.1. FFW financial services offered

1.1.1.2.1.1.1.1.3.2.1.1.1.1.2. prompted to Path 3

1.1.1.2.1.1.1.1.3.3. introduction to the stock market

1.1.1.2.1.1.1.1.4. Path 1: Building Better Tax Benefits

1.1.1.2.1.1.1.1.4.1. 401k Contributions

1.1.1.2.1.1.1.1.4.1.1. increase contributions

1.1.1.2.1.1.1.1.4.1.1.1. Position Calculator

1.1.1.2.1.1.1.1.4.1.1.1.1. participants new category added for tax benefits

1.1.1.2.1.1.1.1.4.1.1.1.1.1. participants enter money into new fields in the positions calculator

1.1.1.2.1.1.1.1.4.1.1.1.1.1.1. prompted a desired amount

1.1.1.2.1.1.1.1.4.1.1.1.1.1.1.1. preset amount range predetermined

1.1.1.2.1.1.1.1.4.1.1.1.1.1.2. result screen with great choice

1.1.1.2.1.1.1.1.4.1.1.1.1.1.2.1. promoted FFW services

1.1.1.2.1.1.1.1.4.1.1.1.1.1.2.2. prompted to Path 2

1.1.1.2.1.1.1.1.4.1.1.1.1.2. prompted to add less

1.1.1.2.1.1.1.1.4.1.1.1.1.2.1. results screen explains why this is a poor choice- over leveraged

1.1.1.2.1.1.1.1.4.1.1.1.1.2.1.1. prompted to try again in positions calculator

1.1.1.2.1.1.1.1.4.1.1.1.1.2.1.2. prompted to work with 1:1 FFW coach

1.1.1.2.1.1.1.1.4.1.1.1.1.2.1.3. prompted to learn more about a balanced portfolio

1.1.1.2.1.1.1.1.4.1.1.1.1.3. prompted to add more

1.1.1.2.1.1.1.1.4.1.1.1.1.3.1. results explain this is an under leveraged option

1.1.1.2.1.1.1.1.4.1.1.1.1.3.1.1. prompted to try again in positions calculator

1.1.1.2.1.1.1.1.4.1.1.1.1.3.1.2. prompted to learn more about tax benefits

1.1.1.2.1.1.1.1.4.1.1.1.1.3.1.3. prompted to learn more about FFW services

1.1.1.2.1.1.1.1.4.2. Roth IRA

1.1.1.2.1.1.1.1.4.2.1. tax free income

1.1.1.2.1.1.1.1.4.2.2. max out to 7,000 per year

1.1.1.2.2. Constraints: debt repayment, fixed window to retirement, fixed earnings potential, negative bias towards professional money managers, not using tax benefits effectively, low risk tolerance

1.1.1.3. Single Mother

1.1.1.3.1. not included as apart of this sample