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RPS Answers Your Questions About Retirement

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With proper planning, you can live a well-funded retirement while not sacrificing your present lifestyle.

APRIL COVER STORY

Live a LIFE You LOVE

Mike Steranka Shows You How to **MAKE RETIREMENT GOLDEN**

By Sammi Jo Jones

DID YOU KNOW?

For Retirement:

- Roughly 2/3 of workers 55 and older have less than \$100,000 saved.
- 56 percent of retirees have less than \$50,000 to live on for the rest of their life.

Source: Employee Benefit Research Institute

For nearly a week, the record-breaking snowstorms that swept the region in February prevented adults from getting to work and caused their delighted children to miss loads of schoolwork. Instead of stressing out, executive Mike Steranka “chilled out” and spent some quality time with his two young daughters.

As the snow clouds rolled in and the white stuff piled up, the three enjoyed each others’ company.

However, Steranka has prepared for his children’s financial future so that it is never cloudy. He has established the bedrock for their financial security now and several decades distant. That’s part of the reason he was able to relax. The girls’ weddings—even their first dates—are in the future, and Steranka does not expect grandchildren for a long time. Yet, even those future grandchildren should benefit from his astute financial planning. Steranka is simply practicing what he preaches every single day.

Retirement Planning Services, Inc.



One way to determine if you are saving enough for retirement is to get professional help.

Meet RPS

Only 47, Steranka is the chief executive officer and financial advisor at Retirement Planning Services, known as RPS, located in Millersville, just down the road from the intersection of Interstate Rt. 97, Veteran's Highway and Benfield Road. Originally a financial planner with New York Life in its Chevy Chase office, Steranka founded RPS in 1994.

When Steranka is not meeting with current clients, he is hosting one of 50 annual seminars that attract scores of people in their 50s and older. Or, you can catch him drafting notes for a book he's writing with a best-selling author. Turn on your radio and Steranka is there, talking about the latest changes in Roth IRAs.

Jane Sinclair is RPS' president. Sinclair previously worked for the Sinclair Prosser law firm in Annapolis as a specialist in long-term planning, focusing on retirees. Her expertise is annuities, long-term care, life insurance and Medicaid planning.

The firm's financial advisors include Severna Park native Brian Kuhn, CLU, CLTC; Mark Salziger of Gambrills; and Lisa Carroll from Arnold. In total, RPS has a team of nearly twenty dedicated people experienced in management, operations, business development, marketing, sales and accounting.

Myth Buster

Steranka is wary of any financial planner who offers annual double-digit returns on investments. "That's too good to be true," he said, shaking his head. "No one is doing double-digits. Not for the last ten years. Perhaps you could in the 1990s, but not now."

"RPS has been doing retirement planning for a long time. We've helped over 1,000 couples into retirement successfully," he said. "Planning for their retirement and their elder care is important. People today live a long time; many are living longer than they had expected to during their retirement years. The autumn of their life should be their golden years."

With careful multigenerational wealth planning Steranka noted, "the benefits of a retiree's pension or IRA may be felt fifty to one-hundred years later."

When asked about the current economic climate he said: "In this economy, people are much more conservative with

their investments and planning. Many people have to be."

Of folks nearing retirement, he somberly observed that many people that had planned on retirement this year will have to delay their plans two-to-five years. "Mainly, some will have to delay their retirement plans because they took on too much risk and got caught when their assets went down in this economy. They need some time for their investments to, hopefully, recover."

The Who, When, Where and How of Planning

When Steranka or one of RPS' team of financial advisors meets with a potential client, Steranka advises, "Let's make this a productive meeting. I would like them to

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UPCOMING EVENT

Hear Ed Slott—Free!

Saturday, May 15, 10 a.m. in Arnold

RPS has secured America's top IRA expert, Ed Slott of MPT's "Stay Rich for Life! With Ed Slott."

Slott authored "The Retirement Savings Time Bomb, And How to Defuse It," "Parlay Your IRA into a Family Fortune," and "Your Complete Retirement Planning Road Map." Every month, Slott's website, www.IRAHELPer.com, receives thousands of visits from financial advisors—and savvy consumers.

This is your chance to hear him in person. This event is free and open to the public. Seating is limited. The first 100 registrants will receive an autographed copy of Slott's book, "Stay Rich for Life."

The one-hour event is at the Pascal Center for the Performing Arts at Anne Arundel Community College, 101 College Parkway in Arnold.

Next Event: RPS will also host Ed Slott at 6 p.m., Tuesday, September 14 at the Westin BWI Hotel.

To reserve your spot, visit www.RPS123.com or call 443.308.5200.

