
My Photo Album

Retirement
seminar



Allianz Life Insurance Company of North America

The Allianz Women, Money & Power Study

Take control of your financial future.



Allianz 

ENT-374 (R-06/2011)

Our Mission: Allianz Life Insurance Company of North America is the trusted authority in insured retirement solutions for consumers working with a financial professional.

Financial Discovery Journal



Agenda

1. Why you need a financial strategy
2. Understanding “who you are” financially
3. Getting started

1



Why you need a financial strategy

Why do you need a financial strategy?

- Evolving roles and increased responsibilities
- Feelings of financial insecurity
- Life-changing events
- The “Sandwich Generation”

Evolving roles

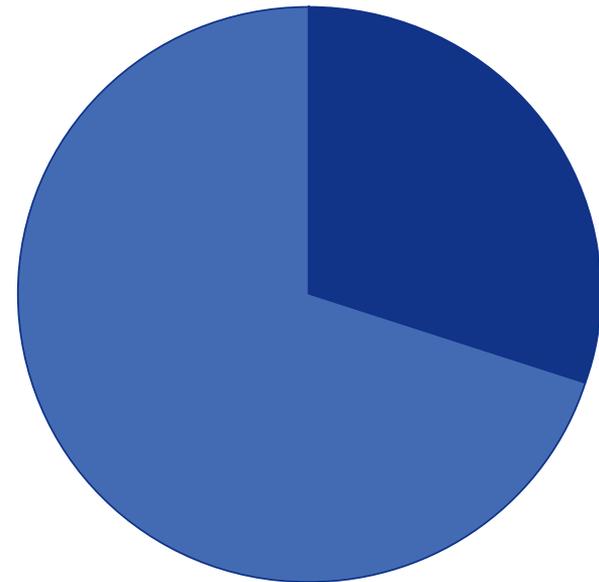
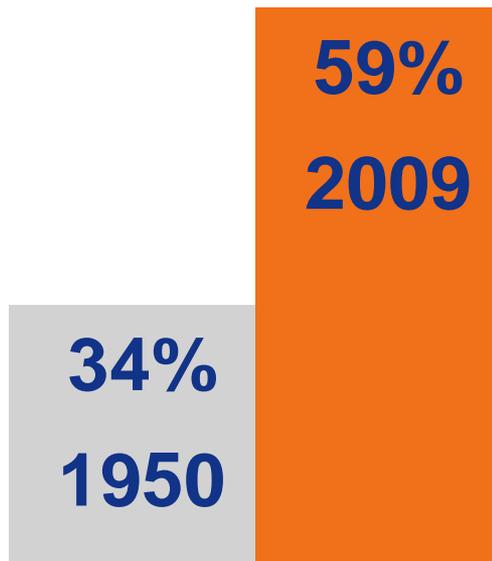
EDUCATION

- Out of all college graduates in 2009, over **57% were women**¹
- Earnings for women with college degrees have increased by 31.0% since 1979.²



Evolving roles *SOCIETY and ECONOMY*

- The percentage of women in the workforce has increased significantly since 1950.³
- Women are the sole or main breadwinners in nearly a third of U.S. households.⁴



Increased responsibilities

66% of women consider themselves to be the CFO of their household.¹

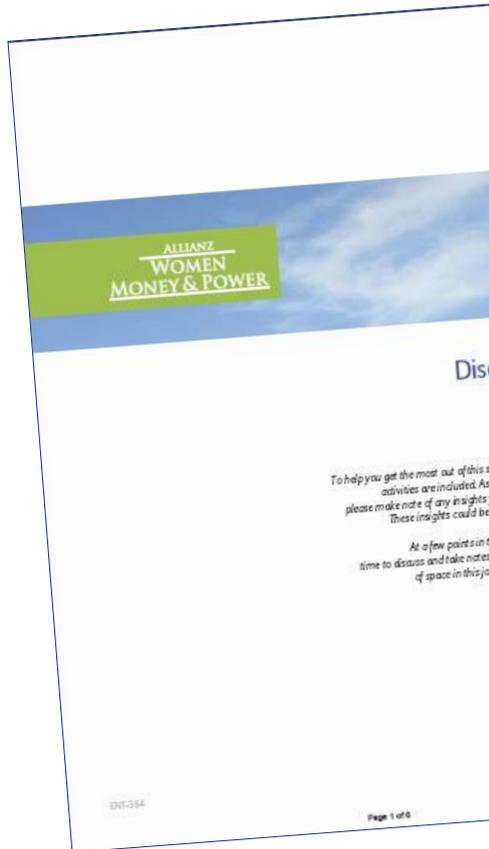


Increased responsibilities

90% of all women **will be solely responsible for their finances at some point in their lives**¹



Exercise 1



Exercise 1:

How do you feel about your financial future?

Exercise 2:

*Do you have any statements about money with which you identify?
(What did your parents or other influential adults teach you about money?)*

Exercise 3:

What values are most important to you and how you live your life?

Exercise 4:

What life events are you currently experiencing?

How are you feeling about it?

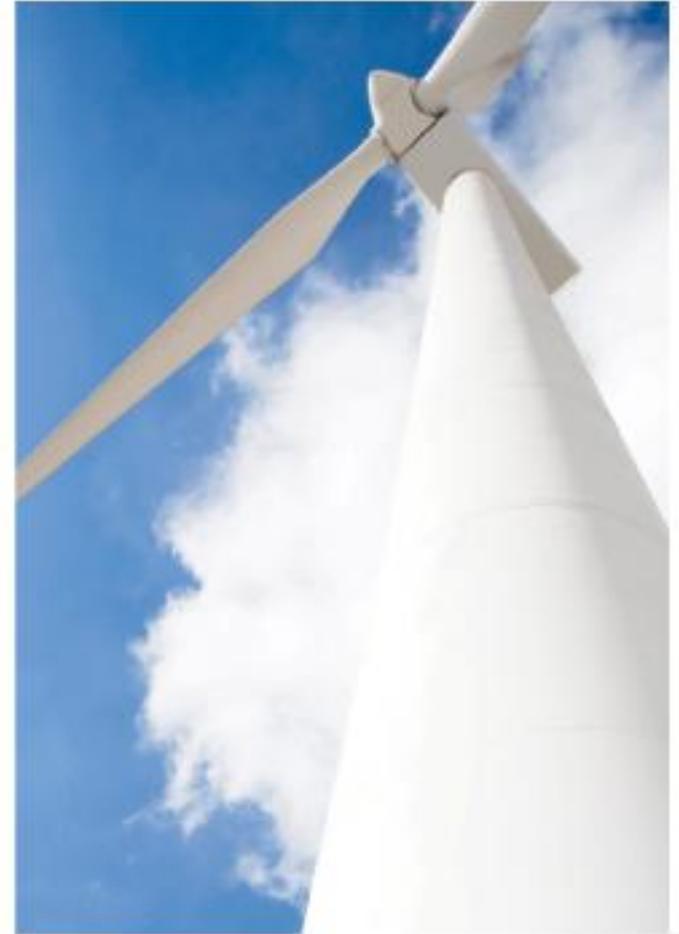
What challenges are you experiencing that you were not prepared for?

What life events do you foresee in the future?

Page 2 of 6

Feeling financially insecure?

90% of women say they feel somewhat financially insecure¹



Feeling financially insecure?

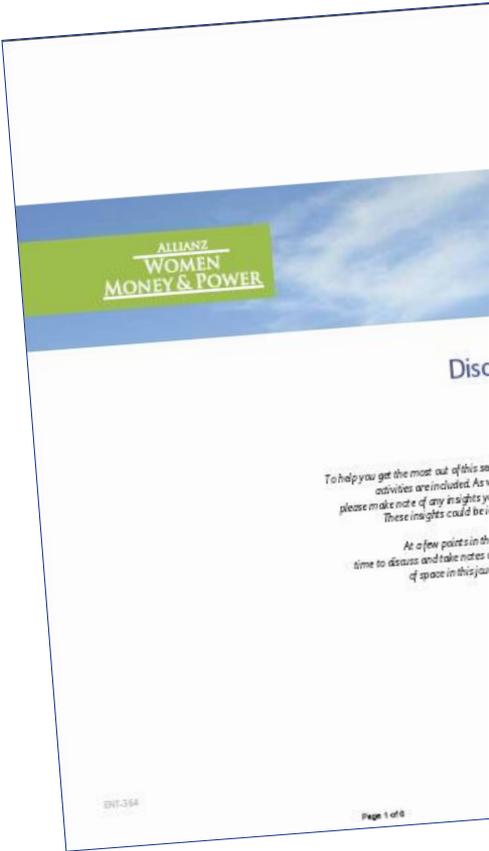
Lingering effects of traditional values

- Women weren't typically educated on investing and finance
- “Well-prepared” vs. “marry well”
- Not encouraged to seek careers in insurance or finance

Little has changed ...

Only 18% of women teach their children about finances¹

Exercise 2



Exercise 1:

How do you feel about your financial future?

Exercise 2:

*Do you have any strong wants about money with which you identify?
(What did your parents or other influential adults teach you about money?)*

Exercise 3:

What values are most important to you and how you live your life?

Exercise 4:

What life events are you currently experiencing?

How are you feeling about it?

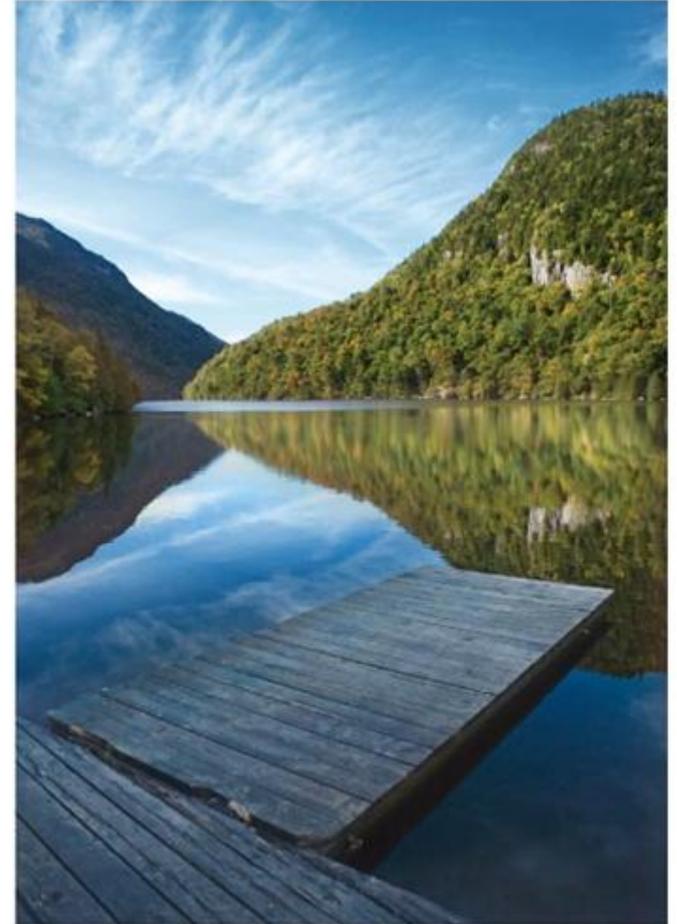
What challenges are you experiencing that you were not prepared for?

What life events do you foresee in the future?

Feeling financially insecure?

Lingering effects of traditional values

- Failure to recognize women as customers for financial products and services
- Lack of articles and ads on money and investing



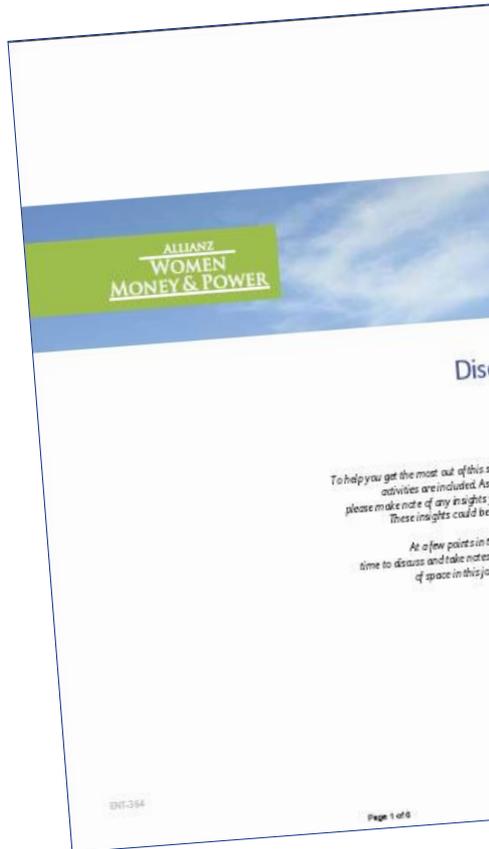
Life events

Each stage of life brings events that can:

- reshape your financial needs and concerns
- impact your ability to plan for and achieve long-term goals



Exercise 3



Exercise 1:

How do you feel about your financial future?

Exercise 2:

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Exercise 3:

What values are most important to you and how you live your life?

Exercise 4:

What life events are you currently experiencing?

How are you feeling about it?

What challenges are you experiencing that you were not prepared for?

What life events do you foresee in the future?

Page 2 of 6

Life events

College/career planning

- Get started in your profession
- Change jobs
- Go back to college
- Move up the career ladder
- Send your children to college

Family

- Moving in with your partner
- Getting married
- Having your first child

Make sure you are covered financially for unexpected expenditures

Changes in family status = changes in financial security needs

Life events

House and home

- Buying your first home
- Downsizing to a condominium

The right financial strategies to help you purchase and protect the things you hold valuable

Starting a business

- Becoming self-employed
- Starting a business

Financial security forms the basis for business success

Life events

Starting over

- Divorcing
- Become a widow
- “Empty Nester”

Challenges you didn't originally plan for or financial strategies change unexpectedly

Retirement

- Maintaining standard of living
- Is Social Security enough?

The right decisions impact your financial future



Be proactive instead
of reactive!

The “Sandwich Generation”

- Serving as caregivers to aging parents
- Still raising children at home



The “Sandwich Generation”

If you find yourself in this situation:

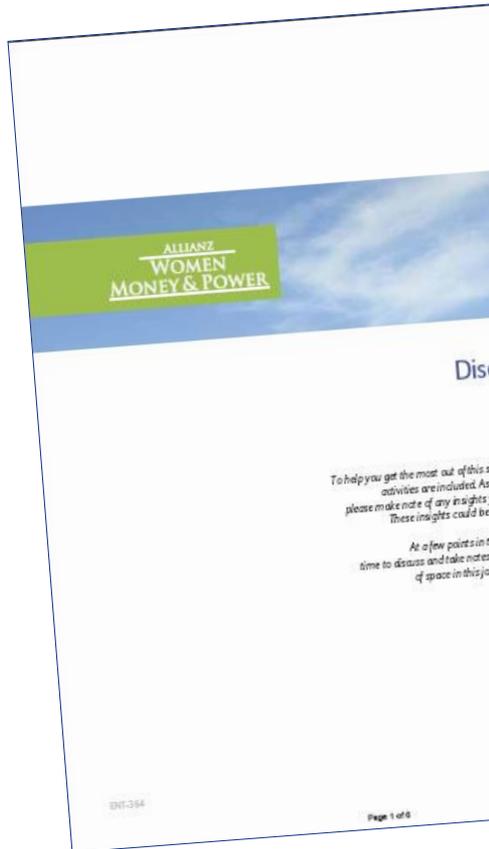
- Set financial goals and re-evaluate frequently
- Manage your debt
- Create a retirement strategy
- Save for your children’s college expenses early on

The “Sandwich Generation”

Do some legacy planning with your parents to learn about their plans:

- Passing on life lessons and values
- Distribution of personal possessions
- Distribution of financial assets
- Final wishes and directives

Exercise 4



Exercise 1:

How do you feel about your financial future?

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Who will help me create a financial strategy?

Knowledge is power

The experience and expertise of a financial professional is invaluable...



Knowledge is power

You need a strategy.

Seek the help of a financial professional.

What's next?

2



Understanding “who you are” financially

Five financial personalities

1. Financial Initiator
2. Financial Analyzer
3. Financial Collaborator
4. Financial Avoider
5. Financial Dreamer



You may be a *Financial Initiator* if you ...

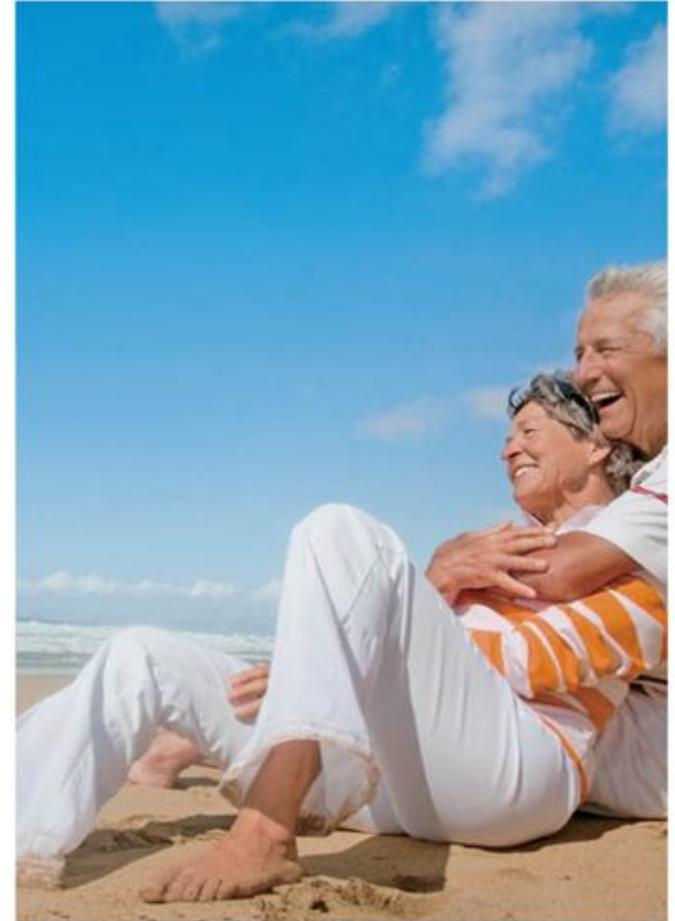
- are self-assured, empowered and optimistic
- are clear about your financial goals and how to achieve them
- take the initiative to work with a financial professional for information and guidance

You may be a *Financial Analyzer* if you ...

- have a good understanding of household finance
- thoroughly research investment opportunities
- are a comparison shopper, and an avid saver
- have worked with a financial professional in the past

You may be a *Financial Collaborator* if you ...

- are in a relationship, you're healthy and cooperative
- provide family financial support and stability
- share equally in financial decisions with your partner



You may be a *Financial Avoider* if you ...

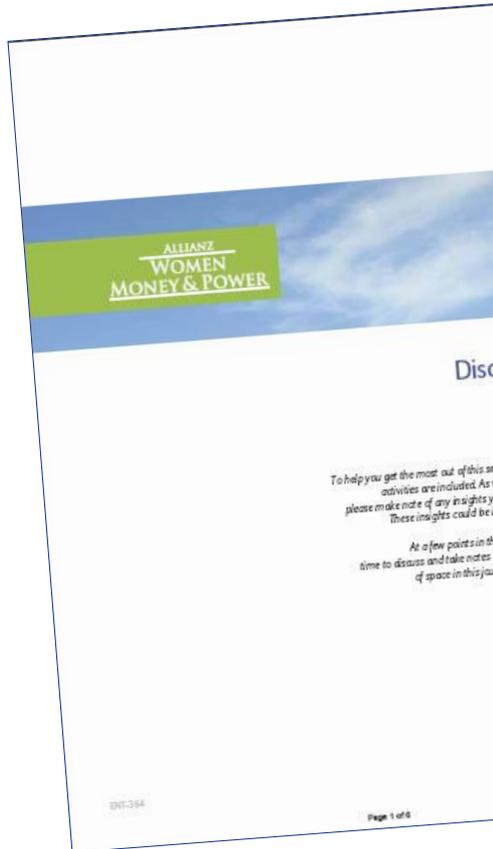
- are overwhelmed by all the financial choices available
- avoid taking steps to resolve financial problems due to lack of financial knowledge
- know you would benefit from seeking the help of a financial professional
- have trouble taking that first step

You may be a *Financial Dreamer* if you ...

- are intimidated by money and investing
- feel helpless; hope someone will take care of your financial problems
- defer all financial matters to your partner



Exercise 5



Exercise 5:

Which of the five financial personalities do you most closely identify with? What qualities do you see in yourself?

Exercise 6:

Write down your three most important financial goals.

- 1.
- 2.
- 3.

Exercise 7:

Write down your three biggest financial concerns.

- 1.
- 2.
- 3.

Tips for preparing to meet with your financial professional

- Review the five distinct roles financially empowered women are creating today, and note which one you most closely identify with.
- Write down your three biggest concerns regarding your financial future.
- If you're caring for aging parents or anticipate you may need to someday, consider involving them.
- If you're in a relationship and share finance and investing decisions, invite your partner along.
- Finally, ask your financial professional about any factors you may have overlooked that may be relevant and important to address.

Take control of your financial future. To learn more about overcoming your financial challenges and achieving your financial goals, contact your financial professional today.



Why identify your financial personality?

Identifying your financial personality

The Allianz Women, Money, and Power Study

Financial personality worksheet

Allianz Life Insurance Company of North America



This questionnaire was designed to help you identify your financial personality. Understanding your particular needs also will allow your financial professional to better understand you, and in turn, better understand your decision-making process and personal approach to planning for your financial future. Please take your time and carefully answer each of the following eight questions.

Using the following scale how much do you agree or disagree with the following statements?

Strongly agree 5 points	Somewhat agree 4 points	Neutral 3 points	Somewhat disagree 2 points	Strongly disagree 1 point	
<i>I feel I am confident when it comes to managing money and investing.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points
<i>I feel I have a adequately plan need for retirement savings/security.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points
<i>I feel I am educated when it comes to managing money and investing.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points
<i>I feel I have sufficient knowledge about money and investing, and I am very involved in the management of my long-term savings and investments.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points
<i>I feel I am clear about my financial goals and my plans to achieve them.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points
<i>I feel I am highly responsible and take initiative when it comes to money and investing.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points
<i>It is very important to me that I always have a complete understanding of my household financial situation.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points
<i>When in a relationship, I like to collaborate with my partner in financial decisions.</i>					
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	_____ points

Total points
35-40
27-34
20-26
14-19
8-13

Financial personality
Financial investor
Financial analyzer
Financial collaborator
Financial avoider
Financial dreamer

Total points

ENT-322
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(8-8/2010)

3



Getting started

Take control of your financial future today

Tips for
preparing to
meet with
your financial
professional

Prepare for your first meeting with me:

1. Identify your most significant financial goals and concerns.
2. Talk with your partner; invite them along.
3. Complete the financial personality worksheet.

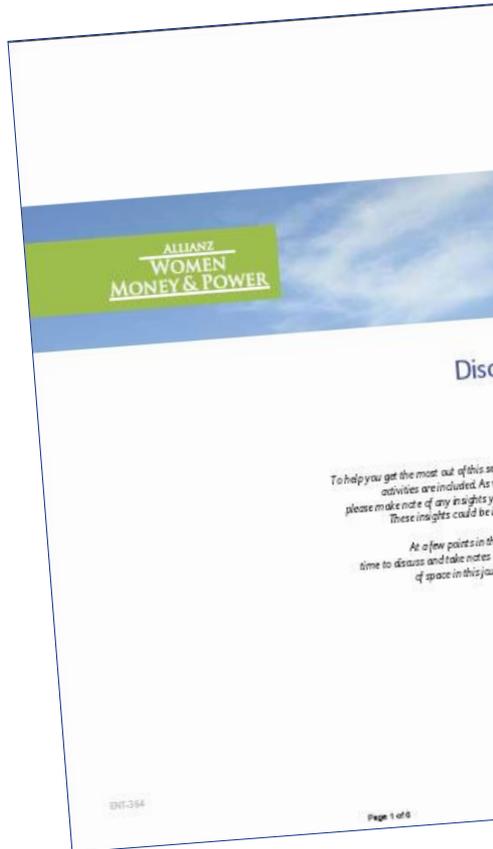
Getting started . . .

Getting started

Identify your most significant financial goals and concerns.

- Write down your three most important financial goals.
- Write down your three biggest financial concerns.

Exercise 6 & 7



Exercise 5:

Which of the five financial personalities do you most closely identify with? What qualities do you see in yourself?

Exercise 6:

Write down your three most important financial goals.

- 1.
- 2.
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Exercise 7:

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Tips for preparing to meet with your financial professional

- Review the five distinct roles financially empowered women are creating today, and note which one you most closely identify with.
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- If you're caring for aging parents or anticipate you may need to someday, consider involving them.
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- Finally, ask your financial professional about any factors you may have overlooked that may be relevant and important to address.

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Getting started

Invite your partner to the meeting and prepare together.

- Be aware of the typically different perspectives between men and women.
- Identify your three most important financial goals and concerns as a couple.
- Try switching roles/perspectives in answering the same two questions

He said, she said

Radically different perspectives on financial matters

■ Women

- Holistic approach to financial planning
- Burdened with worries that go with financial decisions
- See arguments on money as issues of power and control

■ Men

- Quick decisions based on “hot” tips
- See themselves as more analytical and open to risks
- See arguments on money as a lack of trust

Getting started

Invite your partner to the meeting and prepare together.

- Be aware of the typically different perspectives between men and women.
- Try switching roles/perspectives in answering the two questions on financial goals and concerns.
- Identify your most important financial goals and concerns as a couple.

Getting started

Financial Personality Worksheet:

- Respond to the questions on the Financial Personality worksheet.
- Bring the completed worksheet to our meeting.

Summary

1. Why you need a financial strategy
2. Understanding “who you are” financially
3. Getting started



Take control of your financial future today



Questions?

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