Retirement Confidence Scorecard

Discover Which of the Six Biggest Retirement Concerns
Are Actually Covered in Your Plan

langanfinancialgroup.com/get-started-today | Camp Hill, PA | Clear guidance. Coordinated planning. Calm decisions.

Why This Scorecard Exists

Most retirement plans are built around investments. They track returns, manage allocations, and monitor performance. But the questions that keep people up at night have almost nothing to do with any of that.

This scorecard walks through six areas where planning gaps frequently occur and carry significant consequences. For each area you will find context, three diagnostic questions, and a simple rating. The goal is not a longer to-do list. It is clarity about what is genuinely covered and what may still need a conversation.

How to Use This Scorecard

1. Read the "Why This Matters" section. Context makes honest self-assessment easier.
2. Answer the three questions honestly. There are no right or wrong answers, only accurate ones.
3. Circle your rating: GREEN, YELLOW, or RED, based on the option that best fits your situation today.
4. Turn to Page 8. Add up your ratings and use the scoring guide to understand what your results mean.

Your Rating Guide

GREEN	YELLOW	RED
Specific, written plan in place and reviewed in the last 12 months.	Discussed, but nothing specific or written is in place yet.	Never had a specific conversation about this area with a financial advisor.

AREA 1 OF 6

Will My Money Last?

Does your income plan hold for 25 to 30 years, accounting for inflation and each spouse individually?

WHY THIS MATTERS

Most retirement plans are organized around a savings balance, not a monthly income projection. Knowing your account total alone may not tell you whether your income will last.

The question is not simply whether you have saved enough. It is whether your income will work for both of you across a 25- to 30-year horizon, hold up against inflation, absorb rising healthcare costs, and continue to support your spouse independently if you are the first to go.

ASK YOURSELF HONESTLY

- Can you name your withdrawal rate (the percentage of your savings you draw out each year), and was it calculated by an advisor for retirement income?
- Have you seen a projection to age 90 or beyond, for each spouse modeled separately?
- Has your plan been stress-tested against a significant market decline in the early years of retirement?

MY RATING FOR THIS AREA | Circle the option that best describes your current situation:	
○ GREEN	Specific, written plan in place and reviewed in the last 12 months.
○ YELLOW	Discussed, but nothing specific or written is in place yet.
○ RED	Never had a specific conversation about this area with a financial advisor.

If Yellow or Red, explore: Ask your advisor for a projection to age 90, both spouses individually, with at least 3% annual inflation built in. Social Security claiming timing, withdrawal order, and building a base of stable income should all be part of the same conversation, not handled separately.

NOTES Questions to ask, things to follow up on, or details to confirm

AREA 2 OF 6

What Happens if You Need Care?

Does your plan survive a multi-year care event without dismantling everything your spouse depends on?

WHY THIS MATTERS

Medicare does not cover custodial care, which is the type most people actually need. That includes help with bathing, dressing, and daily activities. In Pennsylvania, a private room in a nursing facility can run $10,000 to $15,000 or more per month.

Without a specific plan, the financial impact of a care event may fall on the household, or entirely on a surviving spouse, often at the same time household income has already dropped significantly.

ASK YOURSELF HONESTLY

- Do you know which specific assets would pay for care if one of you needed it beginning today?
- Have you estimated what three or more years of care in your area would realistically cost?
- Do you know what income and assets your spouse would have remaining after a multi-year care event?

MY RATING FOR THIS AREA | Circle the option that best describes your current situation:	
○ GREEN	Specific, written plan in place and reviewed in the last 12 months.
○ YELLOW	Discussed, but nothing specific or written is in place yet.
○ RED	Never had a specific conversation about this area with a financial advisor.

If Yellow or Red, explore: Look up current costs using the CareScout or Genworth Cost of Care tool online. Then ask your advisor to compare three approaches: traditional long-term care insurance, a hybrid product that combines life insurance coverage with long-term care benefits, and setting aside dedicated savings specifically for potential care costs. Each approach carries different trade-offs worth understanding before a need arises.

NOTES Questions to ask, things to follow up on, or details to confirm

AREA 3 OF 6

Can Your Plan Survive a Down Market?

Do you have an income floor that covers essential expenses without requiring you to sell investments?

WHY THIS MATTERS

Selling investments to cover living expenses during a market decline can lock in losses and reduce the long-term value of your portfolio. This risk is most significant in the early years of retirement, when the portfolio is typically at its largest.

A stable income floor, meaning income that covers your essential monthly expenses regardless of what markets are doing, reduces the pressure to sell at the wrong time. It does not require a perfect forecast. It requires a plan.

ASK YOURSELF HONESTLY

- Can you name your income floor: the sources that cover essential expenses in any market?
- If the market fell 25% tomorrow, would you need to sell investments to pay your regular bills?
- Does your plan include a buffer of accessible assets (cash, CDs, or short-term bonds) specifically for use during a downturn?

MY RATING FOR THIS AREA | Circle the option that best describes your current situation:	
○ GREEN	Specific, written plan in place and reviewed in the last 12 months.
○ YELLOW	Discussed, but nothing specific or written is in place yet.
○ RED	Never had a specific conversation about this area with a financial advisor.

If Yellow or Red, explore: Map your essential monthly expenses against your stable, predictable income sources: Social Security, pension, and bond or fixed income. If there is a gap, ask your advisor about a bucket strategy (separating savings into short-term and long-term portions) or a dedicated income floor approach.

NOTES Questions to ask, things to follow up on, or details to confirm

AREA 4 OF 6

Am I Paying More in Taxes Than I Need To?

Has anyone run a multi-year projection covering all of your income sources together?

WHY THIS MATTERS

Retirement taxes are often more complex than working-year taxes because multiple income sources arrive at once and push your overall tax rate higher. Required minimum distributions at 73 or 75, Social Security income, and Medicare IRMAA surcharges (income-based premium increases on your Medicare bill) can all interact in ways that raise your rate more than you expect. Without coordination, decisions that look fine individually, such as a Roth conversion or asset sale, can trigger surcharges or push income into a higher bracket.

ASK YOURSELF HONESTLY

- Have your investment advisor and your tax preparer ever coordinated on a plan specifically for you?
- Have you seen a tax projection running 10 or more years forward, covering all income sources?
- Do you know whether your 2024 income will trigger higher Medicare Part B premiums in 2026 (IRMAA)?

MY RATING FOR THIS AREA | Circle the option that best describes your current situation:	
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If Yellow or Red, explore: Ask your advisor for a tax projection through age 80 covering all income sources together. Between retirement and when your RMDs begin, also ask about Roth conversions and qualified charitable distributions ($111,000 annual limit in 2026), which allow direct IRA gifts that reduce your taxable income.

NOTES Questions to ask, things to follow up on, or details to confirm

AREA 5 OF 6

Will My Spouse Be Okay?

Has the survivor scenario been modeled with actual numbers for income, taxes, and Medicare?

WHY THIS MATTERS

At the first death, household income typically drops significantly while expenses often do not drop by the same amount. The surviving spouse also moves to single filer status, which often means a higher overall tax rate on less total income. The income level that triggers higher Medicare premiums drops sharply when filing as a single person.

Most retirement plans address the portfolio well but rarely model what the transition looks like for the person who remains. This is among the most consequential planning conversations many couples have never had.

ASK YOURSELF HONESTLY

- Can you name the approximate monthly income change your household would face at the death of either spouse?
- Does your spouse know where every account is held, how to access it, and who to call?
- Were your Social Security claiming decisions and pension payment choices made with the survivor in mind?

MY RATING FOR THIS AREA | Circle the option that best describes your current situation:

○ GREEN	Specific, written plan in place and reviewed in the last 12 months.
○ YELLOW	Discussed, but nothing specific or written is in place yet.
○ RED	Never had a specific conversation about this area with a financial advisor.

If Yellow or Red, explore: Ask your advisor to model the survivor scenario with specific numbers. Start with two questions: which Social Security benefit disappears at the first death, and what does any pension pay the surviving spouse? Review the full transition together, both of you in the same conversation.

NOTES Questions to ask, things to follow up on, or details to confirm

AREA 6 OF 6

Am I Missing Something?

Has one advisor reviewed all six areas as a coordinated whole in the last 12 months?

WHY THIS MATTERS

The gaps that can cause significant financial regret are rarely the ones people worried about. They are often ones that were never specifically named: beneficiary designations, meaning the forms that tell your retirement accounts and policies who receives your money after you die, that became outdated after a life change, or estate documents that no longer reflect current wishes. These gaps most often surface when one advisor reviews everything together.

ASK YOURSELF HONESTLY

- Did your last review cover income, taxes, healthcare, estate documents, and the survivor scenario?
- Have you confirmed that every account and insurance policy has a current, correct beneficiary?
- Does one advisor hold a complete, current view of your entire financial picture?

MY RATING FOR THIS AREA | Circle the option that best describes your current situation:	
◯ GREEN	Specific, written plan in place and reviewed in the last 12 months.
◯ YELLOW	Discussed, but nothing specific or written is in place yet.
◯ RED	Never had a specific conversation about this area with a financial advisor.

If Yellow or Red, explore: Check beneficiary designations on every retirement account and policy this week. It takes 30 minutes and costs nothing. A wrong designation overrides your will for those specific accounts and policies. Then schedule an annual review covering all six areas in one conversation.

NOTES Questions to ask, things to follow up on, or details to confirm

Your Results

Go back through your six areas and write your totals below. Then use the scoring guide to understand what your results mean.

GREEN	YELLOW	RED
My total:	My total:	My total:

What Your Score Means

0 to 1 Red	This suggests a strong foundation. Specific plans appear to be in place for most of what matters. There may be one conversation still worth having.
2 to 3 Reds	Gaps may exist in retirement income planning, tax planning, or the survivor scenario. These are often addressable now, before they become urgent.
4 or more Reds	Your plan may be investment-focused rather than retirement-focused. A comprehensive review would likely surface several conversations worth having.

What to Do With Your Results

Every Green means that area appears to be addressed in your current plan. That is worth recognizing, and worth protecting with regular reviews.

Every Yellow is a conversation worth finishing. Yellows are usually the easiest gaps to close.

Every Red is a gap worth closing before a health event, a tax deadline, or an irreversible financial decision.

Ready to Review Your Results With Someone?

A complimentary conversation can identify which areas may need attention and what a more complete retirement plan could look like for your specific situation.

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