



## Retirement Planning

### **Course Description:**

Retirement Planning is the fifth course in the *ASM- Executive and Professional Education Center (EPEC )- Greene Consulting Hybrid Format of the CFP® Certification Professional Education Program*. This course is a comprehensive study of personal and employee-sponsored retirement plans, familiarizing participants with methods of gathering information and selecting appropriate options to achieve the client's retirement goals.

### **Grading:**

Successful completion of this course requires two elements: attendance at a minimum of 10 sessions of the live, instructor-led course sessions, and a passing score of 80% or better on the 25-question midterm and a passing score of 80% or better on the 25-question final exam.

### **Course Schedule:**

The live, instructor led sessions meet every other Saturday from 8:00 AM – 12:00 PM. It is expected that the students participate in the online lessons for each program according to their pace and schedule, provided that their assignments are aligned with the discussion/review in the instructor led sessions.

### **Objectives:**

By the end of this course, you will be proficient in the fundamentals of Retirement Planning. You will understand the basic differences between qualified and nonqualified plans and the differences between defined benefit and defined contribution plans. You will learn how to properly plan for retirement. You will also learn about Social Security and how it impacts retirement planning goals.

### **Prerequisites:**

Fundamentals of Financial Planning  
Insurance Planning  
Investments Planning  
Income Tax Planning

### **Lessons:**

Lesson 1: Using IRAs to Build and Distribute More Retirement Income  
Lesson 2: Qualified Plan Advantages and Disadvantages for Employees & Business Owners  
Lesson 3: Employee Protections and Employer Responsibilities in Qualified Plans  
Lesson 4: Understanding Types of Qualified Plans  
Lesson 5: Leveraging Nonqualified Plans for Small Business and Not-for-Profit Employees & Owners  
Retirement Planning Midterm Exam (25 Questions)



Lesson 6: Matching Business Owner Needs to the Right Qualified Plan  
Lesson 7: Income Distribution Planning for Qualified Plans  
Lesson 8: Fitting Deferred Compensation into the Retirement Plan  
Lesson 9: Building Retirement Wealth by Maximizing Fringe Benefits  
Lesson 10: Fundamentals of Social Security and Medicare  
Retirement Planning Final Exam (25 Questions)

**Textbook:**

Title: Retirement Planning  
Publisher: Keir Educational Resources  
Edition/Year: 2016 Edition

**Instructor:**

Michael R Albillar, CFP®  
Bio attached.