

YOUR REAL ESTATE EXIT STRATEGY

A. REALTORS® NEED A RETIREMENT PLAN

1. Only 52% Of Realtors® Are Actively Saving For Retirement
2. How Much Do You Need To Retire?

$$\begin{array}{r} \$ \underline{\hspace{2cm}} \quad 80\% \text{ of current annual income} \\ - \underline{\hspace{2cm}} \quad \text{Other income (Social Security, rent income, etc.)} \\ \$ \underline{\hspace{2cm}} \quad \text{Approximate annual retirement income needs} \\ \underline{\hspace{2cm}} \quad \times 20 \quad \text{Average lifespan after retirement} \\ \hline \hspace{2cm} \text{Approximate amount you need in retirement savings} \end{array}$$

3. You Need A Budget
 - a. Where can you save money?
 - b. Don't forget to budget for vacations
4. You Can Make More Money To Accelerate Savings

B. RETIREMENT PLANS

1. Roth IRA
2. Traditional IRA
3. SEP IRA
4. Become A Serial Home Seller
5. Rental Property
 - a. Full-time real estate agents are not subject to the passive loss limit
6. Sell Your Business

ABOUT THE PRESENTER: Michael Soon Lee, DBA, CRS, GRI, has been a real estate broker for over three decades. He is the author of eight books including, "Selling to Multicultural Real Estate Clients", "Black Belt Negotiating" and "111 Ways to Justify Your Commission. Dr. Lee has spoken at fourteen National Association of Realtors conventions, at six National Association of Homebuilders conventions and for most of the major real estate franchises across the country. His most popular programs include, "Defending Your Commission", "20 Leads Under \$20 That Really Work", "Black Belt Negotiating", "How to List Buyers" and "Winning Listing Presentations". He holds MBA and DBA (Doctor of Business Administration) degrees. His email is: MichaelSoonLee@gmail.com and his phone is: (925) 864-8848.

*Nothing in this program should be considered tax or legal advice. Please consult your own advisors, as appropriate.