



The NETWORK

The power of the Multi-Disciplinary Professional Network

Elite Professionals working together, saving time and money to complete a solid plan,
designed to provide more control and confidence for a less stressful,
enjoyable retirement



At Affinity Advisory Network (AAN), we redefine retirement planning. We understand that it's not just about numbers and financial products; it's about creating a more confident and fulfilling future for our clients. Our unique, comprehensive retirement plans help protect assets, designed to ensure income for life, and address legacy concerns, giving confidence to your retirement. This complete approach offers you greater peace of mind and control over your financial future, knowing that virtually all aspect of your retirement are included in one solid plan designed to achieve your goals.

The Power of a Collaborative point Network

At AAN, we have assembled a robust network of highly skilled professionals, each a leader in their respective fields. Our team includes estate planning attorneys, financial advisors, insurance professionals, VA-accredited claims agents, financial product specialists, tax strategists, CPAs, and more. Each professional brings a wealth of knowledge and experience to the table, and together, they create a synergy that is unmatched in the industry.

Seamless Coordination

One of the most significant advantages of our network is the seamless coordination between professionals. When working with AAN, you are assigned a dedicated “point-person” who is your primary contact and coordinator. This individual helps to ensure that all aspects of your retirement plan are integrated and aligned with your goals. They facilitate communication between the professionals involved, ensuring everyone is on the same page and efficiently working towards the same objectives.

Efficient Communication

Efficient communication is at the heart of our collaborative approach. Our network of professionals shares information and insights, allowing for a more comprehensive and cohesive planning process. This open line of communication ensures that no detail is overlooked and that potential issues are addressed promptly. As a result, our clients are not just passive recipients of a retirement plan but active participants in their financial future, fully informed and involved in the process. This active role empowers you to make informed decisions about your retirement and estate.

Cost Savings

By working together, our network of professionals can identify opportunities for cost savings that might otherwise be missed. For example, our Tax Strategists can develop tax-efficient investment strategies with our Financial Advisors. At the same time, our Estate Planning Attorneys can ensure that your assets are structured to minimize estate taxes. This collaborative approach helps to shave costs and maximize the value of your retirement plan.

Time Savings

Time is a precious resource, especially when it comes to retirement planning. Our network of professionals works



together to streamline the planning process, saving you valuable time. Instead of coordinating with multiple professionals, your point person at AAN handles all the logistics for you. This means you can focus on enjoying your retirement, knowing your financial future is in good hands.

Achieving Goals Quickly

When professionals from different disciplines work together, they can achieve goals more quickly and efficiently. Our network's collaborative approach allows us to develop and implement strategies that address the unique aspects of your retirement plan, from asset protection and income generation to legacy planning and long-term care. This comprehensive approach aims to ensure that your goals are accomplished quickly and effectively.

The AAN Difference

Many firms claim to offer comprehensive retirement planning, but not all can match the level of integration and collaboration that AAN provides. Our network of professionals is not just a collection of individuals working in isolation; it is a cohesive team that works together to build a complete retirement and estate plan. This synergy sets us apart and better positions us to deliver exceptional client results.

A Patchwork of Professionals

Many clients come to us with a patchwork of professionals they have assembled over the years. While these professionals may have done an excellent job within their respective fields, they often lack the coordination and integration needed for a comprehensive retirement plan. At AAN, we bring together highly skilled professionals from each discipline to contribute to your plan, ensuring that crucial aspects are covered and working in harmony.

The Role of the Point-Person

The point person at AAN plays a crucial role in the success of our collaborative approach. They act as the central hub, coordinating all the moving parts and ensuring everyone works towards the same goals. This individual is your primary contact and advocate, making the process easy and smooth. They handle all the logistics, facilitate communication, and ensure your plan is executed to help you achieve your goals.

Our Mission: Peace of Mind and Control

Ultimately, our collaborative network aims to give you peace of mind and complete control over your financial future. By leveraging the expertise of our network of professionals, we can create customized plans designed to help protect your assets, ensure income for life, address your legacy concerns and minimize taxes. This comprehensive approach can offer you greater confidence to enjoy your retirement, knowing your financial future is solid.



Trying to do it all on your own? Look out for possible pitfalls and problems ahead!

When clients attempt to create their own retirement plan using a patchwork of professionals, they often encounter several issues that can significantly impact their financial future. Here are some common mistakes and their implications:

1. Lack of Coordination

One of the primary issues with using a patchwork of professionals is the lack of coordination. Each professional may be highly skilled in their area, but their efforts can be disjointed without a cohesive plan. This can lead to:

- **Missed Opportunities:** Clients may miss out on opportunities to optimize their retirement plan without a coordinated approach. For example, a financial advisor might recommend an investment strategy that doesn't align with the optimal tax strategies, leading to higher taxes and reduced returns.
- **Redundant Efforts:** Different professionals might duplicate efforts, leading to inefficiencies and increased costs. This can result in wasted time, money and resources that could have been better utilized with a coordinated plan.

2. Tax Implications

Tax planning is a crucial component of retirement planning, and a lack of coordination can lead to significant tax inefficiencies:

- **Potentially Higher Tax Liability:** Clients may pay more in taxes without a cohesive strategy. For example, withdrawing funds from tax-deferred accounts without considering the tax implications can push clients into higher tax brackets, increasing their overall tax liability.
- **Missed Tax-Advantaged Opportunities:** A coordinated approach can help clients better understand and utilize tax-advantaged accounts and strategies, such as Roth conversions or tax-loss harvesting. Without this coordination, clients may miss out on these opportunities.



3. Probate Concerns

Probate is the legal process of distributing a deceased person's estate, and it can be a lengthy and costly process:

- **Increased Costs:** Assets that go through probate can incur significant legal fees and court costs, reducing the estate's overall value and leaving less money to heirs.
- **Delays in Asset Distribution:** The probate process can take months or even years to complete, delaying the distribution of assets to heirs. This can create financial hardships for beneficiaries needing immediate access to funds.
- **Potential for Disputes:** Probate can also lead to disputes among heirs, further complicating the process and potentially leading to additional legal costs.

4. Incomplete Estate Planning

A patchwork approach can result in incomplete estate planning, leaving important aspects unaddressed:

- **Outdated Beneficiary Designations:** Without regular reviews and updates, beneficiary designations on retirement accounts and insurance policies may become outdated, leading to unintended consequences.
- **Lack of Comprehensive Planning:** Estate planning involves more than creating a will. It includes setting up trusts, designating powers of attorney, and planning for long-term care. A patchwork approach may overlook these critical components, leaving clients vulnerable.

5. Long-Term Care Planning

Proper planning for long-term care is essential, as the costs can be staggering. According to the U.S. Department of Health and Human Services, approximately 70% of people turning age 65 can expect to use some form of long-term care during their lives. According to Genworth's 2023 Cost of Care Survey, the national median cost of a semi-private room in a nursing home is approximately \$8,000 per month, while a private room costs around \$9,300 per month. Annualized, this amounts to \$96,000.00 and \$111,600.00 respectively.



Failing to plan for long-term care can lead to an uncertain future. If a spend-down of assets occurs, retirees may find themselves relying solely on government assistance to pay for the care. This can result in:

- **Reduced Quality of Care:** Government assistance programs often cover only the bare minimum, leading to the possibility of lower quality of care and fewer amenities.
- **Loss of Independence:** Without sufficient funds, retirees may have limited care options, leading to a loss of independence and control over their lives.
- **Emotional and Financial Stress:** The financial strain of paying for long-term care can be overwhelming for both the retiree and their family, leading to emotional and financial stress.

Conclusion

At Affinity Advisory Network, we believe the power of collaboration is the key to successful retirement planning. Our network of professionals works together seamlessly to help achieve your goals, seeking to provide you with cost savings, time savings, and peace of mind. With AAN, you can trust that your retirement plan is in the hands of experienced professionals dedicated to helping you achieve a fulfilling future. The real difference when working with AAN is the synergy between professionals, each contributing their knowledge to build a complete and cohesive plan. This collaborative approach helps to ensure that your goals are accomplished quickly and efficiently, giving you the control and confidence to enjoy your retirement fully.

[US Department of Health and Human Services](#)
[A Guide to Nursing Home Costs \(September 2024\) | The Senior List](#)

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Sources used in this document:

<https://acl.gov/ltc>

<https://www.theseniorlist.com/nursing-homes/costs/>