



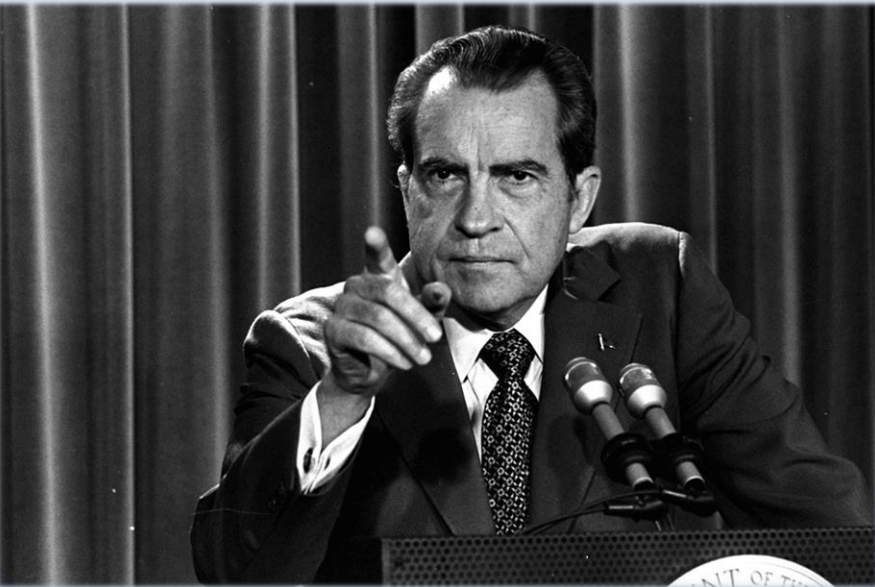
“WHAT’S NEXT”

**PLANNING FOR LIFE AFTER RETIREMENT – FINANCIALLY
AND MEDICALLY.**



Pete Neuwirth, '74

Key Events in 1974



- Watergate/Impeachment
- Lessons Learned

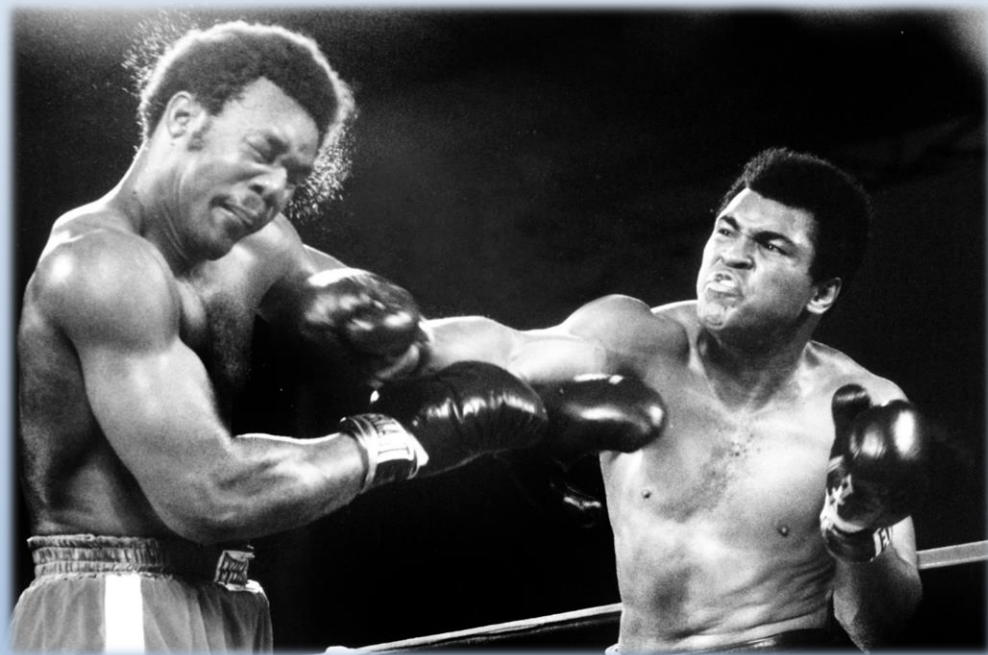
– Presidents lie, and some of them lie a lot
– “I am not a crook” – Saying so doesn’t make it so

Key Events in 1974

- Bobby Fischer's resigns as World Chess Champion
- Lessons Learned
 - The smartest guy in the room can call the shots, but only for a while
 - There is a fine line between genius and madness



Key Events in 1974



- Muhammad Ali regains the Championship
- Lessons Learned

–“The difference between the possible and the impossible is one more try”

– Strategy and adaptability beats raw force

Key Events in 1974

- Grateful Dead create a Wall of Sound
- Lessons Learned
 - There is magic in music
 - The sharing economy works



Key Events in 1974

- ERISA becomes law (creates the job of “Enrolled Actuary”)
- Lessons Learned
 - There’s a job that will pay you to pass math tests
 - When you find a job you like, stick with it

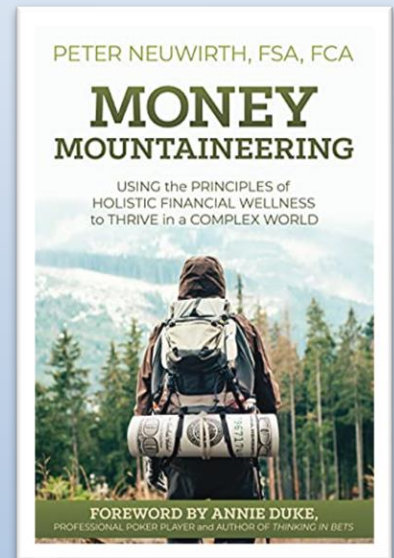
THE Employee Retirement Income Security Act

OF 1974



AN ACTUARIAL PERSPECTIVE ON RETIREMENT INCOME STRATEGY

WHAT'S
YOUR
FUTURE
WORTH?



PETER NEUWIRTH, FSA, FCA
HOW TO BALANCE TIME, RISK AND MONEY



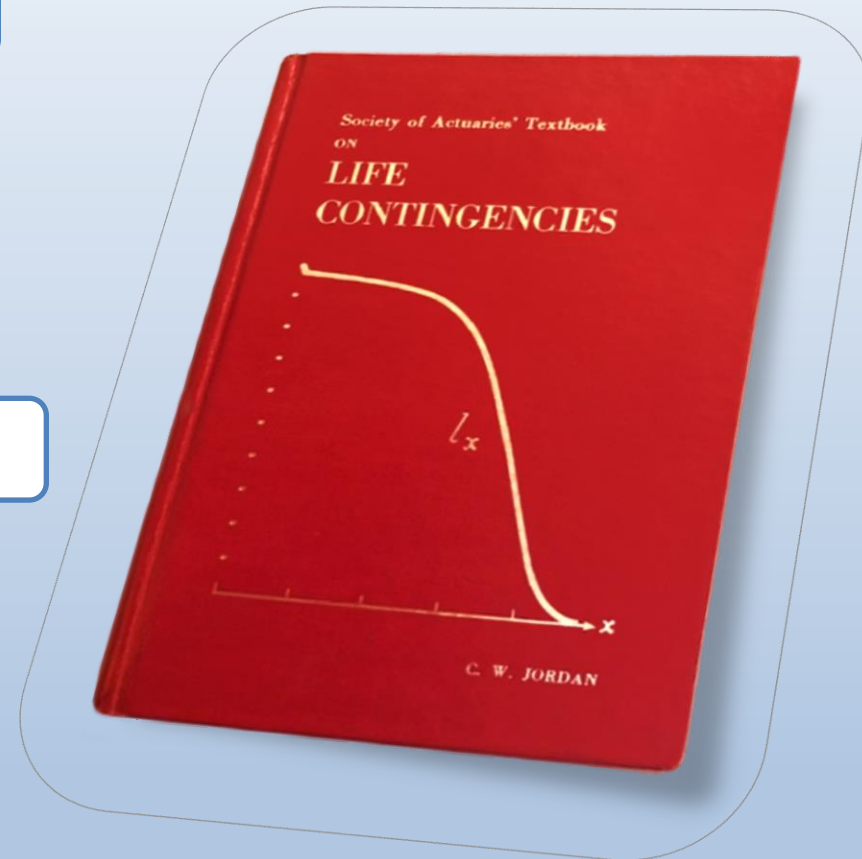
What is an Actuary?

That professional who evaluates the current financial implications of future contingent events.

Motto of the Society of Actuaries:

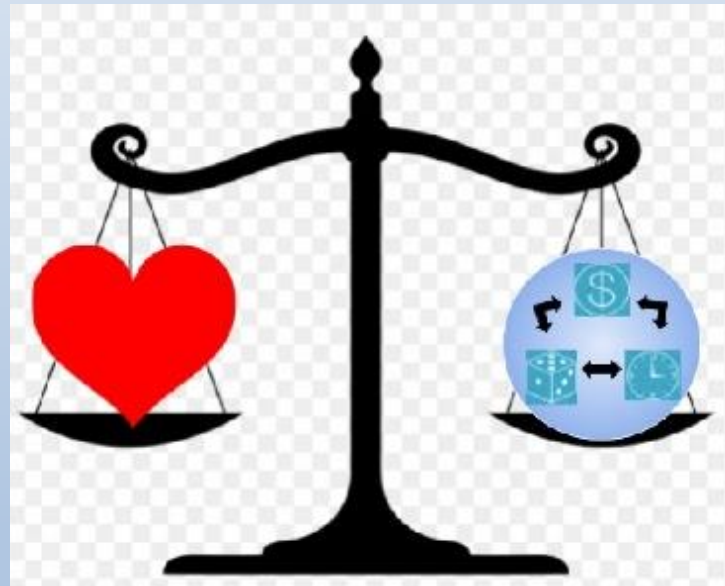
“to substitute facts for appearances and demonstrations for impressions.”

– John Ruskin



Time, Risk, and Money

Actuaries who focus on Financial Wellness help people balance time, risk, and money to make better decisions with respect to their assets, liabilities, income and expenses.



Time



Money

Risk can be defined as “the effect of uncertainty on objectives”

My specialty as an actuary is analyzing the effect of uncertainty on Retirement Income Objectives

Financial Risks During Retirement

- There are 6 distinct financial risks that a retiree faces as they try to sustain themselves for the remainder of their lives. The first three call for direct risk management, while the last three are related to investment strategy
 1. **Longevity risk**
 2. Sequence of returns risk
 3. Spike expense risk
 4. Investment/inflation risk
 5. Specific investment liquidity risk
 6. Tax risk

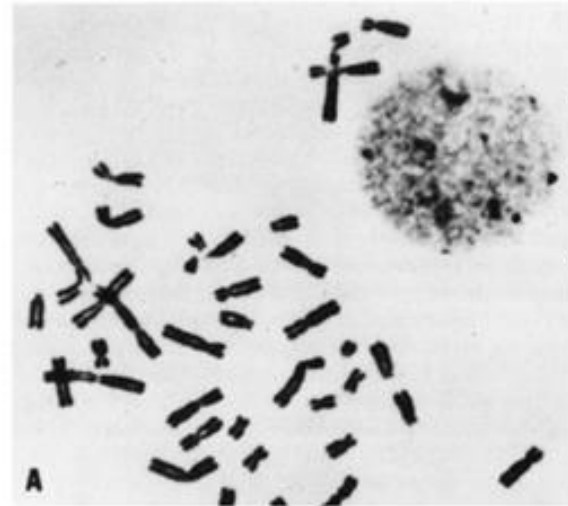
Decumulation – Longevity Risk

- Despite recent increases in mortality rates at younger ages, those over 65 can be expected to live far longer than prior generations
- The number of centenarians is dramatically increasing
 - in 1974 there were fewer than 9,000 Americans over age 100
 - Today there are more than 100,000 over age 100
 - Actuarial projections suggest that by 2054 there will be more than 500,000 over age 100
- Longevity insurance is the most effective technique for addressing this risk. Examples include:
 - QLAC's
 - Commercially available annuities
 - Charitable Gift Annuities
- Other less costly strategies are possible but require more sophistication and/or risk tolerance
 - Laddered Bonds
 - Other investments with deferred payouts

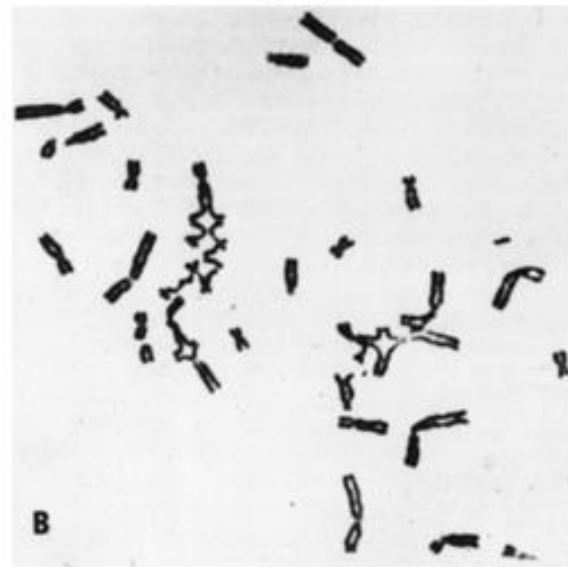


Alan D'Andrea,'74

I. Cancer Cells have Chromosome Instability

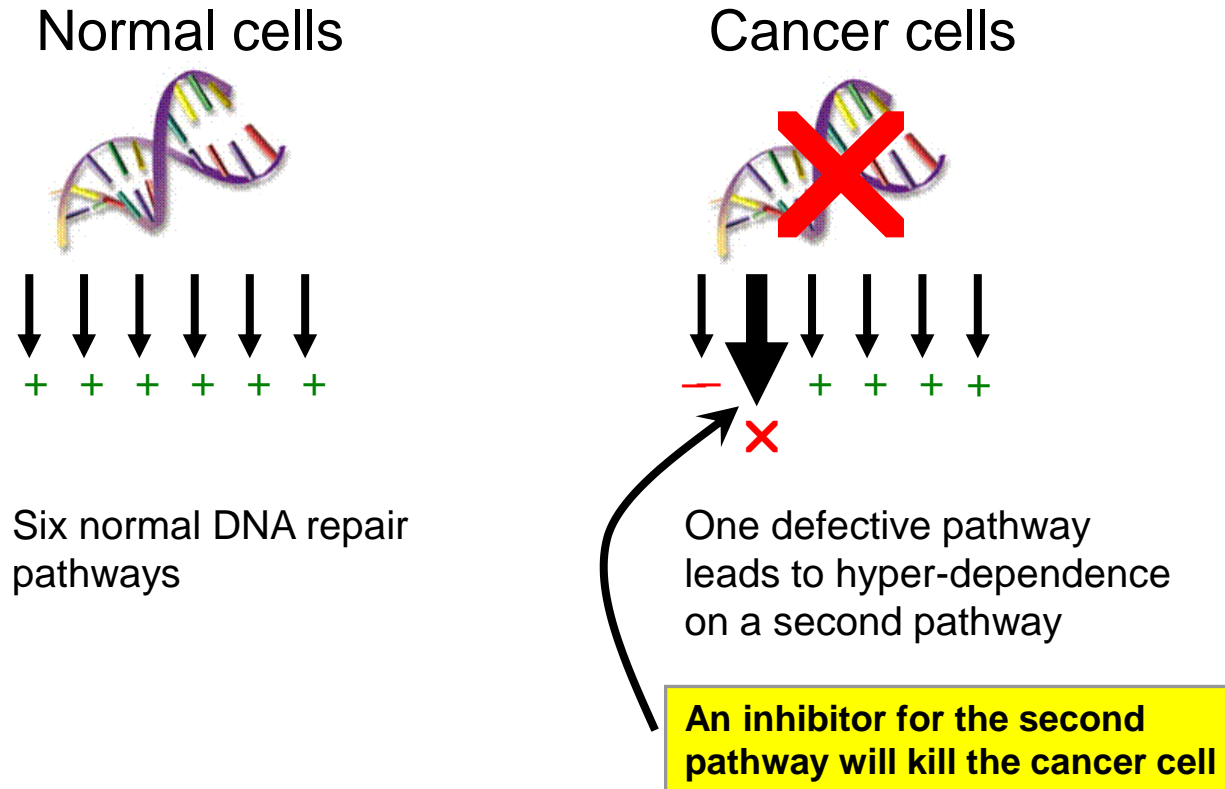


-normal human cells

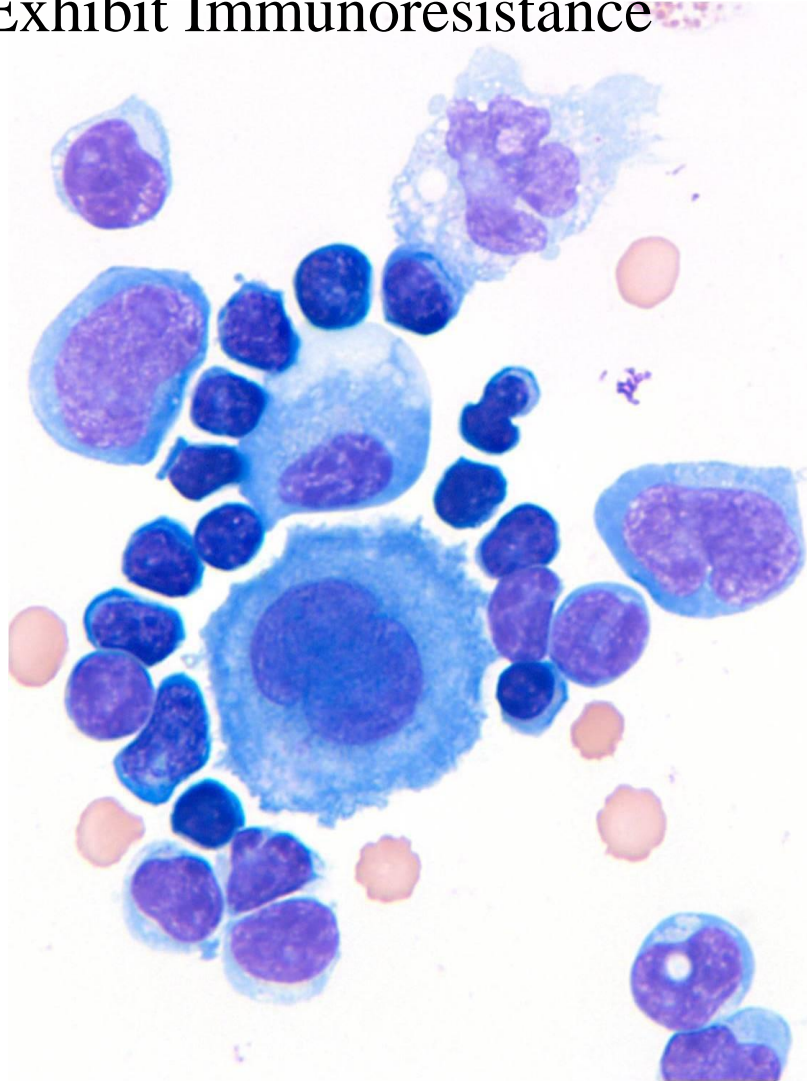


-cancer cells

II. Cancer Cells are hyperdependent on a new pathway



III. Cancer Cells Exhibit Immuno-resistance



Good News:

1. Many anti-cancer drugs are now available (some are non-toxic, targeted agents)
2. Specific Cancers respond to specific drugs (Biomarkers identify the cancers most likely to respond)
3. Immunotherapy is a breakthrough (melanoma, colon, lung cancers)
4. Improvements in Early Detection
(PSA test, other blood biomarkers, Imaging, A.I.)
5. Chemoprevention (the holy grail)



Mark Gabrielson, '74

The Business of Innovative Medicine

Prince Ventures Portfolio Companies you may have heard of...

REGENERON

AB applied
biosystems™

 centocor

Genentech

ore HOLDINGS, INC.

NEKTAR®

pulmatrix 



Dyax

The Business of Innovative Medicine



Clinical Development
Global Approvals (2011)
Manufacturing
Distribution

Sublicensee
Created Ipilimumab (1999)
Early Development



MEDAREX

Initial Licensee (1998)



I.P. (1996)



Innovator

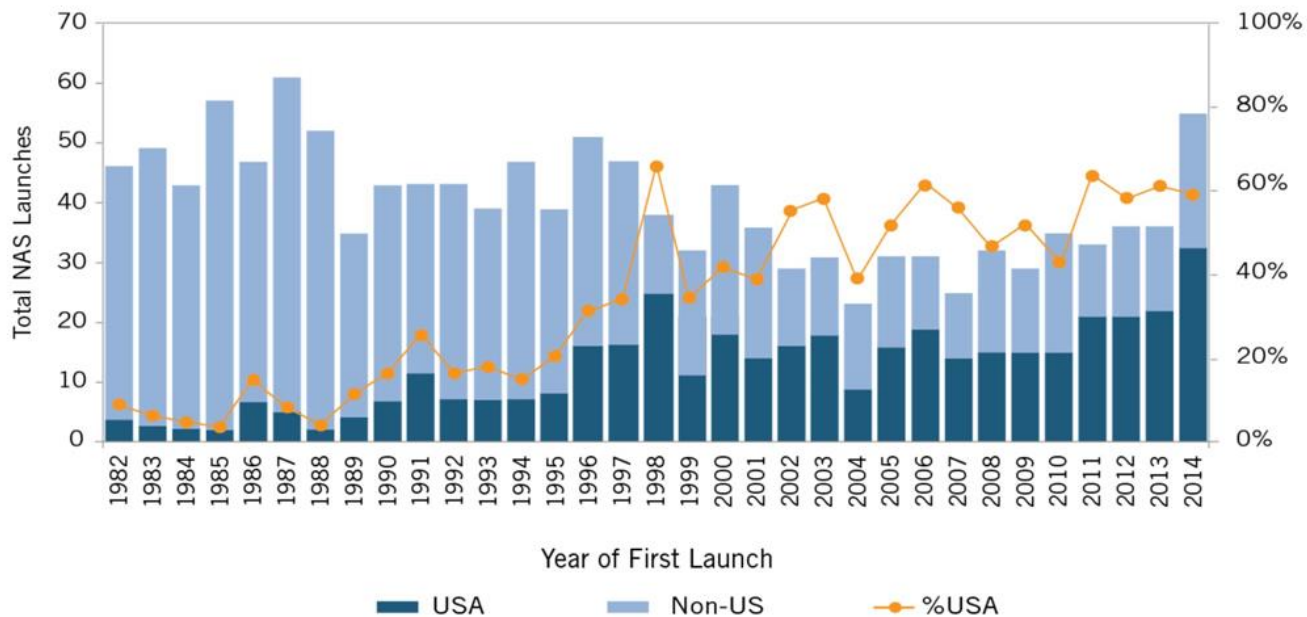


James P. Allison

The Business of Innovative Medicine



U.S. Share of New Active Substances (NAS) Launched on the World Market



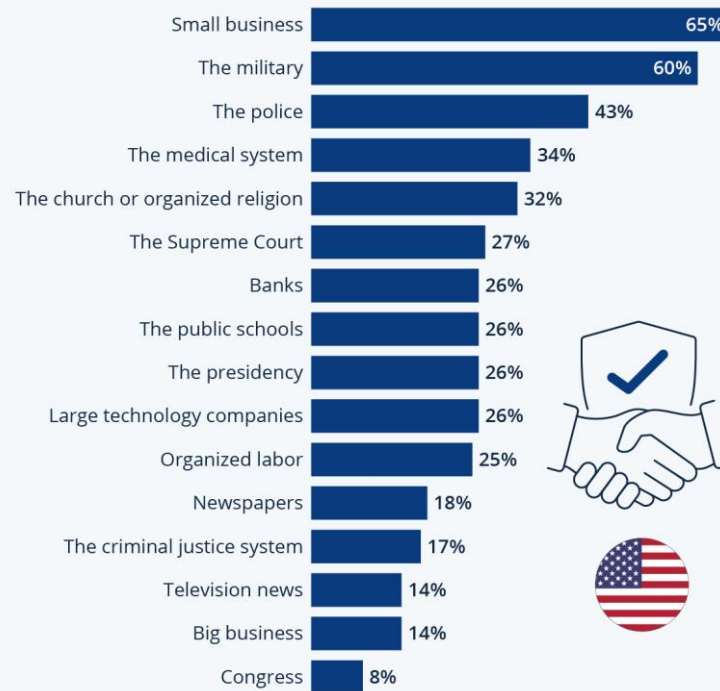
Source: Information Technology and Innovation Foundation; Jenkins, "CDER New Drug Review," 23.



John Arensmeyer, '74

The Institutions Americans Trust Most And Least

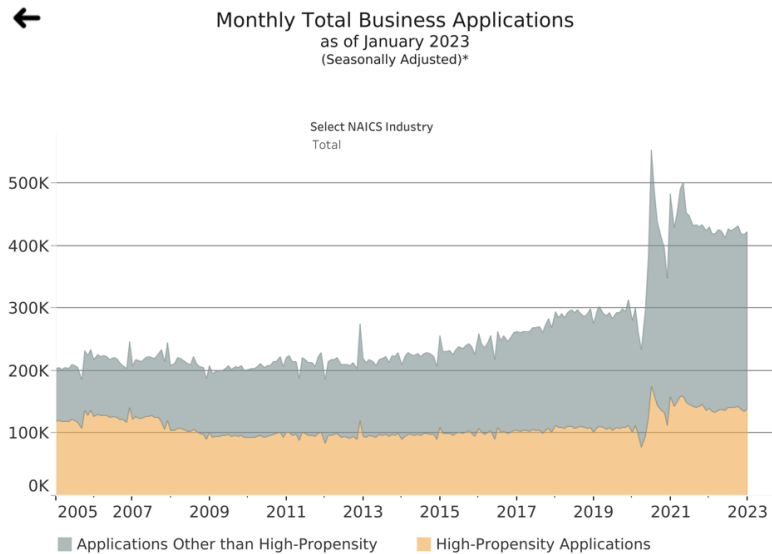
Share of U.S. respondents who say they have a great deal/ quite a lot of trust in the following institutions



1,013 U.S. respondents (18+ y/o) surveyed Jun. 1-22, 2023
Source: Gallup



Recent Accelerated Small Business Formation



Business Applications (BA)

All Employer Identification Number (EIN) applications for business purposes.

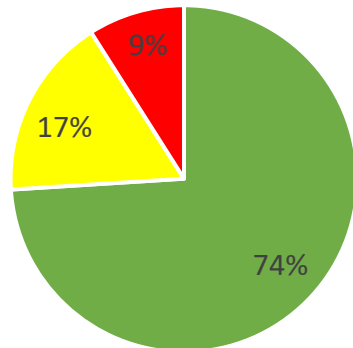
High-Propensity Business Applications (HBA)

Business Applications that have a high propensity of turning into businesses with payroll.

* Utilities sector is not seasonally adjusted.

Small Business Attitudes

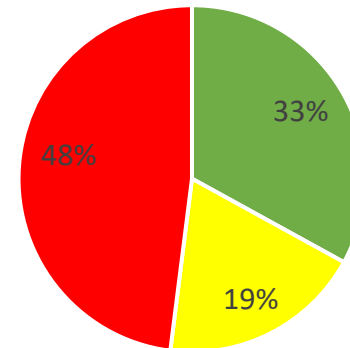
Business Prospects



■ Optimistic ■ Neutral ■ Pessimistic

Small Business Majority – April 2024

The Economy



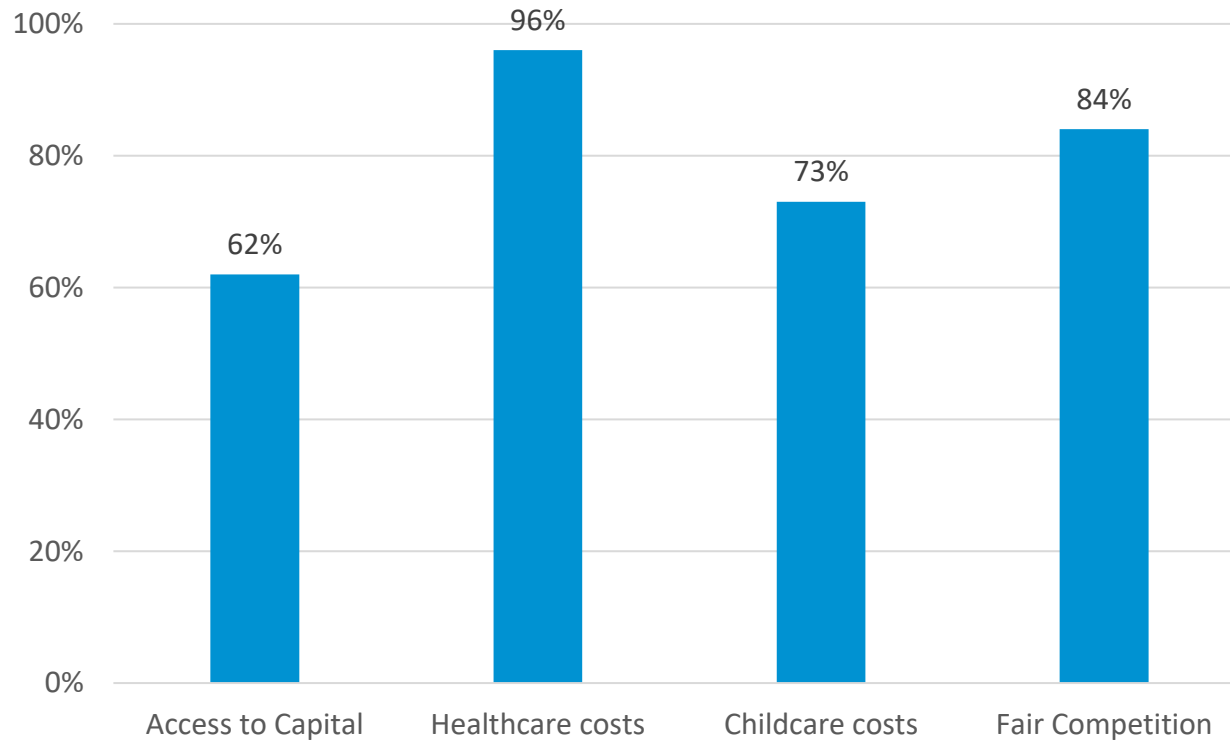
■ Positive ■ Neutral ■ Negative

Goldman Sachs 10,000 Small Business Voices – April 2024

Recent Examples of Government Programs that Stimulate Business Activity



Small Businesses Looking for Government to Help



Small Business Majority



Doug Simon, '76

CAPITAL MARKETS | BROAD ASSET CLASS RETURNS

2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	YTD
US Equities 32.4%	Real Estate 14.3%	US Equities 1.4%	Real Estate 15.3%	Non-US Equities 24.8%	Cash & Cash Alternatives 1.8%	US Equities 31.5%	US Equities 18.4%	Real Estate 38.6%	Commodities 13.8%	US Equities 26.0%	US Equities 10.0%
Non-US Equities 21.6%	US Equities 13.7%	Fixed Income 0.5%	US Equities 12.0%	US Equities 21.8%	Fixed Income 0.0%	Non-US Equities 23.2%	Blended Portfolio 12.5%	US Equities 28.7%	Cash & Cash Alternatives 1.5%	Non-US Equities 18.6%	Non-US Equities 5.6%
Blended Portfolio 17.0%	Blended Portfolio 8.0%	Blended Portfolio 0.5%	Commodities 11.4%	Blended Portfolio 15.0%	Blended Portfolio -4.0%	Blended Portfolio 21.1%	Non-US Equities 8.1%	Commodities 27.1%	Fixed Income -13.0%	Blended Portfolio 16.7%	Blended Portfolio 5.0%
Cash & Cash Alternatives 0.0%	Fixed Income 6.0%	Cash & Cash Alternatives 0.0%	Blended Portfolio 6.9%	Fixed Income 3.5%	US Equities -4.4%	Real Estate 19.5%	Fixed Income 7.5%	Blended Portfolio 14.3%	Non-US Equities -13.8%	Real Estate 9.8%	Cash & Cash Alternatives 1.3%
Fixed Income -2.0%	Cash & Cash Alternatives 0.0%	Non-US Equities -2.6%	Non-US Equities 3.3%	Cash & Cash Alternatives 0.8%	Real Estate -7.6%	Fixed Income 8.7%	Cash & Cash Alternatives 0.5%	Non-US Equities 13.2%	Blended Portfolio -15.4%	Fixed Income 5.5%	Commodities 0.9%
Commodities -9.6%	Non-US Equities -3.9%	Real Estate -24.2%	Fixed Income 2.6%	Commodities 0.7%	Commodities -13.0%	Commodities 5.4%	Commodities -3.5%	Cash & Cash Alternatives 0.0%	US Equities -18.1%	Cash & Cash Alternatives 5.1%	Fixed Income -0.8%
Real Estate -25.8%	Commodities -17.0%	Commodities -24.7%	Cash & Cash Alternatives 0.3%	Real Estate -0.2%	Non-US Equities -13.6%	Cash & Cash Alternatives 2.2%	Real Estate -13.1%	Fixed Income -1.5%	Real Estate -27.5%	Commodities -12.6%	Real Estate -1.4%

Blended Portfolio Allocation: 45% US Equity / 15% Non-US Equity / 40% Fixed Income

Source: RJ Investment Strategy, FactSet, Data as of 3/31/2024.

Liquidity event planning matrix

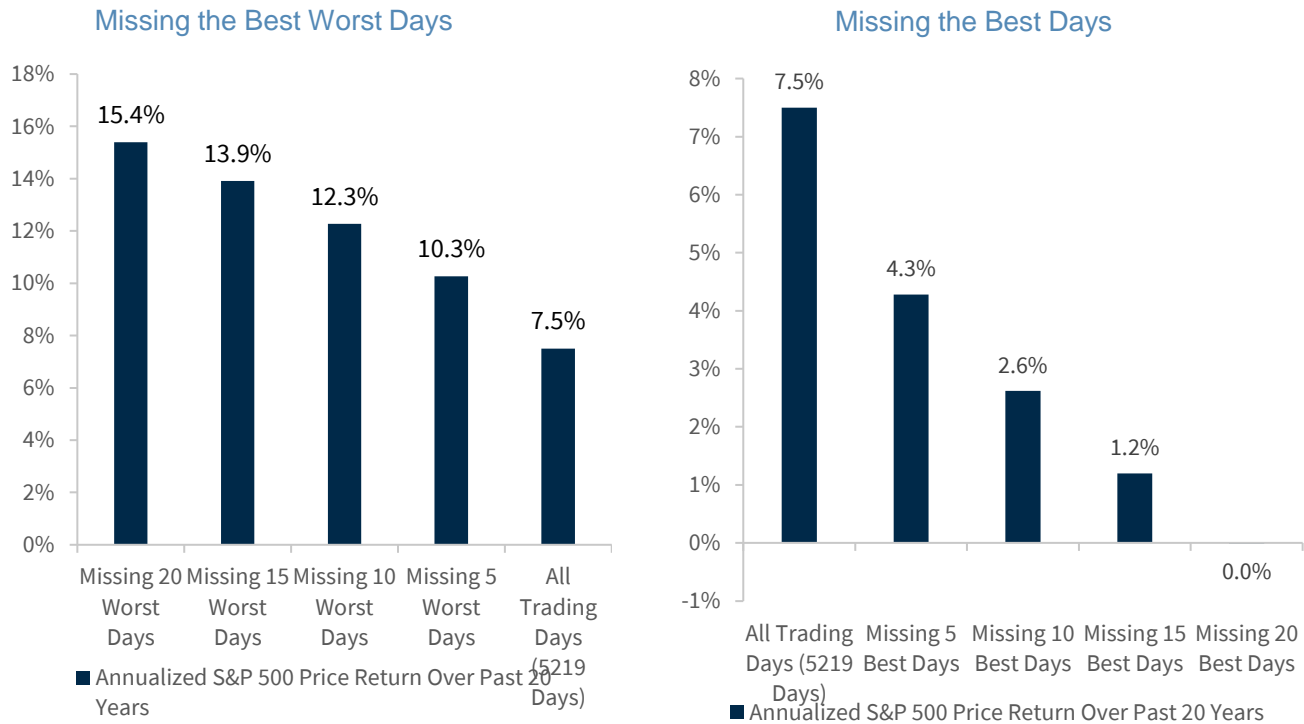
TIMING OF PLANNING	POTENTIAL PLANNING STRATEGIES	
	INCOME TAX MITIGATION STRATEGIES	ESTATE/GIFT TAX MITIGATION STRATEGIES
<i>Pre-liquidity event</i>	Incomplete Gift Non-Grantor Trust (ING Trust) Deferred Sales Trust (DST)	Voting/Nonvoting Recapitalization (Recap) Generation Skipping Trust (GST Trust) Self-Settled Domestic Asset Protection/Dynasty Trust Grantor Retained Annuity Trust (GRAT) Sale to an Intentionally Defective Grantor Trust (IDGT) Beneficiary-Controlled Trust (BCT) Spousal Lifetime Access Trust (SLAT)
<div style="border: 1px solid black; padding: 2px; display: inline-block;">Charitable planning techniques</div>	Donor Advised Fund (DAF) Private Family Foundation (PFF) Charitable Remainder Unitrust (CRUT) Reversionary Grantor Charitable Lead Annuity Trust ("iCLAT") Non-Reversionary Defective Non-Grantor CLAT ("Super CLAT")	Donor Advised Fund (DAF) Private Family Foundation (PFF) Charitable Remainder Unitrust (CRUT) Non-Reversionary Non-Grantor CLT ("Family CLT") "Super CLAT"
<i>Post-liquidity event</i>	Exclusion of Gain from Sale of QSB Stock (§1202 gain exclusion) Deferral of Gain from Sale of QSB Stock (§1045 gain rollover) Deferral of Gain from Sale to an ESOP (§1042 gain rollover) Qualified Opportunity Zones (QOZ)	Generation Skipping Trust (GST Trust)/Dynasty Trust Grantor Retained Annuity Trust (GRAT) Sale to an Intentionally Defective Grantor Trust (IDGT) Spousal Lifetime Access Trust (SLAT)
<div style="border: 1px solid black; padding: 2px; display: inline-block;">Charitable planning techniques</div>	Donor Advised Fund (DAF) Private Family Foundation (PFF) Charitable Remainder Trust (CRT) "iCLAT" "Super CLAT"	Donor Advised Fund (DAF) Private Family Foundation (PFF) Charitable Remainder Trust (CRT) "Family CLT" "Super CLAT"

CAPITAL MARKETS | S&P EQUITY SECTOR RETURNS

2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	YTD
Consumer Discretionary 43.1%	Real Estate 30.2%	Consumer Discretionary 10.1%	Energy 27.4%	Information Technology 38.8%	Health Care 6.5%	Information Technology 50.3%	Information Technology 43.9%	Energy 54.6%	Energy 65.7%	Information Technology 57.8%	Comm Services 15.8%
Health Care 41.5%	Utilities 29.0%	Health Care 6.9%	Comm Services 23.5%	Materials 23.8%	Utilities 4.1%	Comm Services 32.7%	Consumer Discretionary 33.3%	Real Estate 46.2%	Utilities 1.6%	Comm Services 55.8%	Energy 13.7%
Industrials 40.7%	Health Care 25.3%	Consumer Staples 6.6%	Financials 22.8%	Consumer Discretionary 23.0%	Consumer Discretionary 0.8%	Financials 32.1%	Comm Services 23.6%	Financials 35.0%	Consumer Staples -0.6%	Consumer Discretionary 42.4%	Information Technology 12.7%
Financials 35.6%	Information Technology 20.1%	Information Technology 5.9%	Industrials 18.9%	Financials 22.2%	Information Technology -0.3%	S&P 500 31.5%	Materials 20.7%	Information Technology 34.5%	Health Care -2.0%	S&P 500 26.3%	Financials 12.5%
S&P 500 32.4%	Consumer Staples 16.0%	Real Estate 4.7%	Materials 16.7%	Health Care 22.1%	Real Estate -2.2%	Industrials 29.4%	S&P 500 18.4%	S&P 500 28.7%	Industrials -5.5%	Industrials 18.1%	Industrials 11.0%
Information Technology 28.4%	Financials 15.2%	Comm Services 3.4%	Utilities 16.3%	S&P 500 21.8%	S&P 500 -4.4%	Real Estate 29.0%	Health Care 13.4%	Materials 27.3%	Financials -10.5%	Materials 12.5%	S&P 500 10.6%
Consumer Staples 26.1%	S&P 500 13.7%	S&P 500 1.4%	Information Technology 13.8%	Industrials 21.0%	Consumer Staples -8.4%	Consumer Discretionary 27.9%	Industrials 11.1%	Health Care 26.1%	Materials -12.3%	Real Estate 12.3%	Materials 8.9%
Materials 25.6%	Industrials 9.8%	Financials -1.5%	S&P 500 12.0%	Consumer Staples 13.5%	Comm Services -12.5%	Consumer Staples 27.6%	Consumer Staples 10.7%	Consumer Discretionary 24.4%	S&P 500 -18.1%	Financials 12.1%	Health Care 8.8%
Energy 25.1%	Consumer Discretionary 9.7%	Industrials -2.5%	Consumer Discretionary 6.0%	Utilities 12.1%	Financials -13.0%	Utilities 26.3%	Utilities 0.5%	Comm Services 21.6%	Real Estate -26.1%	Health Care 2.1%	Consumer Staples 7.5%
Utilities 13.2%	Materials 6.9%	Utilities -4.8%	Consumer Staples 5.4%	Real Estate 10.8%	Industrials -13.3%	Materials 24.6%	Financials -1.7%	Industrials 21.1%	Information Technology -28.2%	Consumer Staples 0.5%	Consumer Discretionary 5.0%
Comm Services 11.5%	Comm Services 3.0%	Materials -8.4%	Real Estate 3.4%	Energy -1.0%	Materials -14.7%	Health Care 20.8%	Real Estate -2.2%	Consumer Staples 18.6%	Consumer Discretionary -37.0%	Energy -1.3%	Utilities 4.6%
Real Estate 1.6%	Energy -7.8%	Energy -21.1%	Health Care -2.7%	Comm Services -1.3%	Energy -18.1%	Energy 11.8%	Energy -33.7%	Utilities 17.7%	Comm Services -39.9%	Utilities -7.1%	Real Estate -1.1%

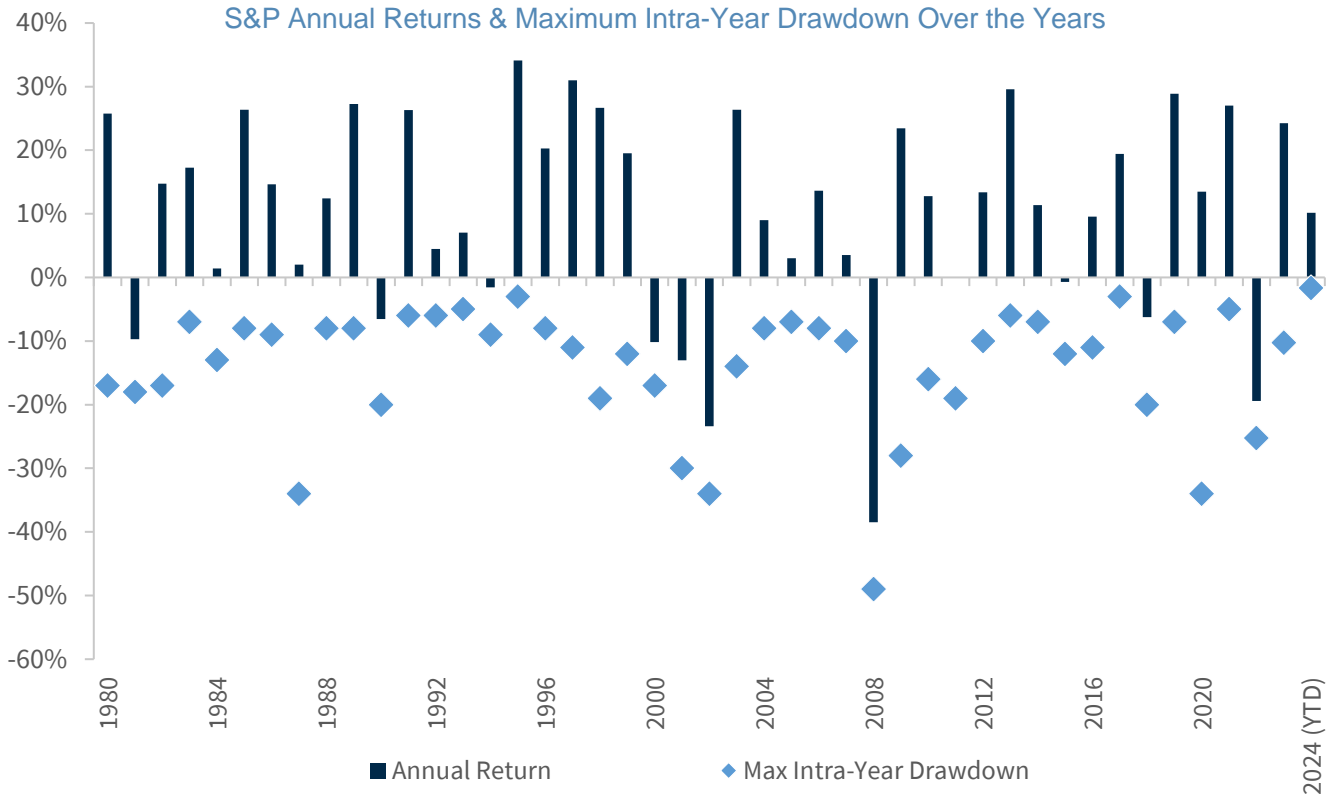
Source: RJ Investment Strategy, FactSet, Data as of 3/31/2024.

ASSET ALLOCATION | MISSING BEST AND WORST DAYS



Source: RJ Investment Strategy, FactSet, Data as of 3/31/2024.

ASSET ALLOCATION | S&P 500 MAXIMUM INTRA-YEAR DRAWDOWNS & RETURNS



Source: RJ Investment Strategy, FactSet, Data as of 3/31/2024.



Happy Reunion 2024!