Make the Most of Social Security



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Did you know?



Average annual Social Security benefit?	\$18,228 (men) \$14,424 (women)
What percent fail to maximize their benefits?	71%
Maximum monthly benefit in 2017?	\$2,788
How much "replacement income" can highest wage earners expect?	15%

Source: Social Security Fact Sheet, 2018. Annual Statistical Supplement to the Social Security Bulletin, 2017 (released March 2018). Income of the Aged Chartbook, 2014, published 2016.



Social Security decisions are inherently complex.



Delayed Retirement Credits Non-covered pension

Survivor Benefits Windfall Elimination Provision FRA

WEP-PIA "2/3[%] per month for up to 48 months" Disability Benefits "5/9[%] for up to 36 months, plus 5/12[%] for the next 12 months"

"People born on January 1 of any year should refer to the previous year to determine their FRA."

Primary Insurance Amount Earnings Record Spousal Benefits

Retirement Benefits

"...benefits will be reduced by \$1 for every \$2 you earn over the annual limit, or \$1 for every \$3 you earn after FRA."

Taxes may be owed on up to 85% of your benefits

Government Pension Offset PIA

Divorced Benefits

Delay Strategy

"...If you remarry before age 60..."
"...If you were married for 10 years..."
"...If you work less than 35 years..."

Let's talk about Social Security



- The basics
- Calculating your benefit
- Your personal situation and claiming options
- Considerations before you claim
- Steps you can take
- Q&A







Isn't it my money?







Will Social Security be there?









Social Security is a critical component of your retirement income plan.



A detailed **plan** that can help you determine how to use your **financial resources** to generate **income to last** the rest of your life



Social Security income is best used to cover essential expenses.

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Hard to beat its combination of:

- Monthly income
- Longevity protection
- Spousal coverage
- Cost-of-living adjustments (COLAs)





Get to know www.SSA.gov.







Determining your Full Retirement Age (FRA)



You are eligible for full Social Security benefits when you reach your FRA

Unless you have a January 1 birthday!

Year you were born	Your full retirement age
1937 or earlier	65
1938	65 and 2 months
1939	65 and 4 months
1940	65 and 6 months
1941	65 and 8 months
1942	65 and 10 months
1943–1954	66
1955	66 and 2 months
1956	66 and 4 months
1957	66 and 6 months
1958	66 and 8 months
1959	66 and 10 months
1960 or later	67





How you qualify for retirement benefits





12 Social Security Fact Sheet, 2018 Social Security Changes.



When to claim? Generally, the later, the better







When you claim Social Security can have a significant impact on your portfolio.



14 Hypothetical example to illustrate how different Social Security claiming dates deliver different income amounts. Assumes FRA is 67. Essential expense need is \$4,000 per month.



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When you claim Social Security can have a significant impact on your portfolio.



15 Hypothetical example to illustrate how different Social Security claiming dates deliver different income amounts. Assumes FRA is 67. Essential expense need is \$4,000 per month.

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Calculating your benefit



Your 35 highest years of earnings: the basis for the calculation



Your Earnings Record

Years You	Your Taxed Social Security	Your Taxed Medicare	
Worked	Earnings	Earnings	
1990	654	654	
1991	1,592	1,592	
1992	2,854	2,854	You and your family may be eligible for valuable benefits:
1993	4,678	4,678	
1994	6,367	6,367	When you die, your family may be eligible to receive
1995	7,923	7,923	survivors benefits.
1996	9,985	9,985	survivors denetits.
1997	13,095	13,095	
1998	16,232	16,232	Social Security may help you if you become disabled-
1999	19,252	19,252	even at a young age.
2000	22,240	22,240	
2001	24,543	24,543	A young person who has worked and paid
2002	26,341	26,341	Social Security taxes in as few as two years can
2002	28,412	28,941	be eligible for disability benefits.
2004	30,970		
2005		30,970	Social Security credits you earn move with you from
	33,253	33,253	job to job throughout your career.
2006	35,799	38,799	
2007	38,342	38,342	
2008	40,065	40,065	
2009	40,191	40,191	
2010	41,790	41,790	
2011	40,768	40,768	
2012	45,718	45,718	
2013	Not yet re	conded	

Total Social Security and Medicare taxes paid over your working career through the last year reported on the chart above. Estimated taxes paid for Social Security: Estimated taxes paid for Medicare.

Zaminato lakes para for social social

Note: Currently, you and your employee each pay a 6.2 percent Social Security tax on up to 5117,000 of your earning; and a 145* percent Medicare tax on all your earnings. If you are saft-employed, you pay the combined employee and employee another which is a 12.4 percent Social Security tax on up to 5127,000 of your net earning; and a 2.9* percent Medicare tax as your entire net earning. "If you have earned income of more than 520,000 (02:90,000 for married couples filing pintly), you must per 0.9 percent more in Medicare taxas.

Help Us Keep Your Earnings Record Accurate

our employer and Social Socurity share responsibility variety of your earnings record. Since you began vecorids your reported earnings under your 'Socurity mimber. We have updated your ve employer (or you, if you're selfvearnings.

> the amount of taxes you the earned, that determine that amount, we base that amount, we base that amount are base that amount of taxes you pay

processing last year's earnings reports when your Moses was prepared. Your complete earnings for last year $\nu^{\nu'}$ shown on next year's Solider most. Note: If you work more than one employer during any year, or if earnings and self-employment income, we earnings for the year.

There's a limit on the amount pay Social Security tares ev yearly. Earnings above the earnings chart as Social

Use your earnings record to make key decisions

- How much longer do you want to work?
- Do you want to "replace" low earnings years?
- Can you replace any \$0 years with future wages?



7 Source: Social Security Administration.

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Map out a plan for your earnings history: continuous career



Year	#	Earnings									
1980	1	\$578	1990	11	\$36,500	2000	21	\$66,000	2010	31	\$78,000
1981	2	\$1,240	1991	12	\$37,450	2001	22	\$66,500	2011	32	\$79,300
1982	3	\$12,400	1992	13	\$39,570	2002	23	\$68,125	2012	33	\$81,500
1983	4	\$13,200	1993	14	\$45,575	2003	24	\$69,750	2013	34	\$82,900
1984	5	\$15,000	1994	15	\$48,900	2004	25	\$70,600	2014	35	\$84,210
1985	6	\$17,500	1995	16	\$51,450	2005	26	\$71,500	2015	36	
1986	7	\$19,500	1996	17	\$54,680	2006	27	\$72,800	2016	37	
1987	8	\$25,000	1997	18	\$57,300	2007	28	\$73,600	2017	38	
1988	9	\$27,610	1998	19	\$62,000	2008	29	\$75,000	2018	39	
1989	10	\$29,430	1999	20	\$65,300	2009	30	\$76,500	2019	40	

18 Hypothetical example. For illustrative purposes only.



Map out a plan for your earnings history: career with breaks



Year	#	Earnings									
1980	1	\$578	1990	11	\$0	2000	21	\$16,000	2010	31	\$45,000
1981	2	\$1,240	1991	12	\$17,450	2001	22	\$16,500	2011	32	\$46,300
1982	3	\$12,400	1992	13	\$23,570	2002	23	\$0	2012	33	\$47,500
1983	4	\$13,200	1993	14	\$25,575	2003	24	\$0	2013	34	\$48,900
1984	5	\$15,000	1994	15	\$28,900	2004	25	\$0	2014	35	\$50,210
1985	6	\$7,500	1995	16	\$31,450	2005	26	\$0	2015	36	
1986	7	\$13,500	1996	17	\$34,680	2006	27	\$0	2016	37	
1987	8	\$16,000	1997	18	\$37,300	2007	28	\$0	2017	38	
1988	9	\$8,600	1998	19	\$22,000	2008	29	\$42,000	2018	39	
1989	10	\$0	1999	20	\$15,300	2009	30	\$43,500	2019	40	

19 Hypothetical example. For illustrative purposes only.



Step 1: Calculating your average indexed monthly earnings





Worker needs 40 "credits" to qualify* The baseline for determining your benefit is called your average indexed monthly earnings (AIME)



Apply an **earnings index** to calculate your AIME



Total the highest 35 years of earnings



*One credit = \$1,320 in FICA wages/earnings (for 2018) Source: Social Security Administration.

Step 2: Calculating your Primary Insurance Amount



Primary Insurance Amount (PIA) is calculated from your AIME. It is your estimated Social Security payment on your statement.

PIA is paid only when you claim benefits at your **Full Retirement Age**



21 Source: Social Security Administration.

The numbers behind the PIA calculation



2017	Bend	Points

90%	\$0-\$895 of AIME
32%	\$895-\$5,397 of AIME
15%	over \$5,397 of AIME

TOTAL RETIREMENT BENEFIT @ FRA

22 Source: Social Security Administration 2018 Bend Points.



The numbers behind the PIA calculation



2017	Bend Points	Example: AIME \$3,500	Example: AIME \$7,500
90%	\$0-\$895 of AIME	\$805	\$805
32%	\$895-\$5,397 of AIME	\$833	\$1,440
15% over \$5,397 of AIME		n/a	\$315
TOTAL RETIREMENT BENEFIT @ FRA		\$1,638 (47% of AIME)	\$2,560 (34% of AIME)



If you claim your benefit early, there is a permanent reduction in income.



24 Calculation based on Social Security reduction factors for claiming before FRA.



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If you wait to claim, you earn delayed retirement credits.



Benefits are **increased permanently** if you wait to claim:

If your FRA is 66	If your FRA is 67
And you claim at age 70	And you claim at age 70
32% increase	24% increase

25 Note: If born on January 1 of any year, refer to the credit percentage for the previous year. Source: Social Security Administration.





Your personal situation and claiming options



Are you entitled to spousal benefits?





Your benefit will be reduced if you claim before your FRA.



Planning with your spouse requires thoughtful coordination and timing.

General Rules:

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- "Worker" must already be claiming Social Security retirement benefit.
- Spouse must be age 62+.*
- Spouse's benefit amount based on his/her own FRA (not the worker's).
- No increase in payment due to delayed retirement credits.

Important strategies to consider:

- Optimizing overall household income
- Maximizing the surviving spouse benefit
- Best timing if there is a large age gap between the spouses
- Who claims first if earnings history is about the same



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Can you claim on an ex-spouse's record?



Yes, if you meet certain conditions:

- Were married 10 consecutive years or longer
- Have been divorced for 2 years or longer, or your ex is already claiming
- You have not remarried
- Both you and your ex are at least age 62

Any additional ex-spousal benefit is added on.

Your benefit is paid first.

Cannot exceed 50% of ex-spouse's PIA

Your benefit will be reduced if you claim before your FRA.



What happens when one spouse dies?



There are different rules for "survivor spouse" benefits:



Your benefit will be reduced if you claim before your FRA.



Planning on your own requires your time and attention to the details...



...and maximizing your guaranteed income.

Important strategies to consider:

- Optimize or maximize your Social Security payments.
- Know your options with an ex-spouse's earnings record.
- Find out about surviving spouse benefits, if applicable.
- Understand the implications of claiming and working.





Considerations before you claim



What's your Social Security "breakeven" age?



It's the age that helps you determine when it would be most financially beneficial to start taking Social Security, assuming you'll live a long time.



Source: ssa.gov and Fidelity calculations. Starting point based on SSA's Quick Calculator for an individual turning 62 in 2018 with earnings of \$100,000.



What if you have both Social Security and a state employee pension plan?

Your Social Security benefits will be reduced or eliminated.

Windfall Elimination Provision (WEP)

- Applies if you've earned 40 credits for Social Security and have a pension from a non– Social Security employer
- A different formula is used to calculate PIA.
- Reductions are not reflected on your statement.

Government Pension Offset (GPO)

- Reduces or eliminates spousal or widow(er) benefits if you have a pension
- Public workers receive their full pension benefits first...
- ... and may receive some Social Security spousal benefits after offset is applied.



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How does working affect benefits?



It depends on how much you make.

		In 2018, you may earn up to:	Make more, and benefits are withheld
1	You are younger than FRA for the entire year	\$17,040/yr \$1,420/mo	\$1 for every \$2 over the limit
2	You will reach FRA in this year	\$45,360 \$3,780/mo prior	\$1 for every \$3 over the limit
3	You reach the month of your FRA	No limit on earnings	Benefits not withheld

35 Source: Social Security Administration for 2018 tax year.



Are benefits taxed?



It depends on your "combined income."





IRS resources





IRS Form W—4V—choose a withholding amount from Social Security benefits



37 For illustrative purposes only.

taxable Social Security benefits

important worksheets to estimate your

Why is Medicare integrated with Social Security?



- Medicare and Social Security are managed centrally.
- You apply for Medicare through Social Security.
- Costs for Medicare premiums are automatically deducted from Social Security payments.



CENTERS for MEDICARE & MEDICAID SERVICES







Steps you can take



Step 1: Find your Social Security statement



- Go to SSA.GOV to download and print your current version.
- You may receive it in the mail, or get an email notification.

	Your Taxed	Your Taxed
Years You	Social Security	Medicare
Werked	Earnings.	Larnings
1990	654	654
1991	1,592	1,592
1992	2,854	2,854
1993	4,678	4,678
1994	6,367	6,367
1995	7,923	7,923
1996	9,985	9,985
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2008	40,065	40,065
2009	40,191	40,191
2010	41,790	41,790
2011	43,768	40,768
2012	45,718	45,718
2013	Not yet re	conded

Your Earnings Record

You and	your famil	y may l	be eligible	for valua	ble benefits
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When you die, your family may be eligible to receive survivors benefits.

Social Security may help you if you become disabledeven at a young age.

A young person who has worked and paid Social Security tases in as few as two years can be eligible for disability benefits.

Social Security credits you earn move with you from job to job throughout your career.

Total Social Security and Medicare tame paid over your working career through the hat year reported on the chart above. Estimated taxes raid for Social Security: Estimated taxes raid for Medicare:

stimated taxes paid for Social Security:		Estimated taxes paid for Medicare:	
You paid:	\$31,322	You paid:	\$7,744
Your employers paid:	\$33,112	Your employers paid:	\$7,744

Note: Currently, you and your employer each pay a 6.2 percent Social Security tax on up to \$117,000 of your earnings and a 1.45* percent Medicare tax on all your earnings. If you are said-employed, you pay the combined employee and employee amount, which is a 12.4 percent Social Security tax on up to \$117,000 of your net earnings and a 2.9* percent Medicare to on your entire set earning. "If you have enced income of more than \$200,000 (\$250,000 for marind couples filing joint), you must pe 0.9 percent more in Medicare taxes.

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Help Us Keep Your Earnings Record Accurate

You, your employer and Social Security share responsibility for the accuracy of your earnings record. Since you began working, us second your reported earnings under your name and Social Security number. We have updated your record each time your employer (or you, if you're salfemployed) reported your earnings.

Remember, it's your earnings, not the amount of taxes you paid or the number of credity you've earned, that determine your benefit mount: When we figure that amount, we base it on your swarge earnings over your lifetime. If our records are wrong, you may not receive all the benefits to which you're earlied.

Review this chart carefully using your own records to make nure our information is correct and that us 'w recorded each year you worked. You're he only person who can look at the earnings chart and know whether it is complete and correct. Some or all of your carnings from last year may not be thown on your *Statement*. It could be that use still wave

processing last year's earnings reports when your Statement was prepared. Your complete earnings for last year will be above on nearly year's Statement. Note: If you worked for more than one annihoyment motions, we combined your earnings and self-employment motions, we combined your earnings for the year.

There's a limit on the amount of earnings on which you pay Social Security itaze: each year. The limit increases yearly. Earnings aboy the limit will not appear on your earnings chart as Social Security earnings. (For Medicarenase, the maximum earnings amount began rising in 1991) Since 1994, all of your earnings are taxed for Medicare.

Call us right sways at 1-800-772-1213 (7 a.m. -7 p.m. your local time) if any sarnings for years before last year are down incorrectly. Beast have your W-2 or tax roturn for those years available. (If you live outnide the U.S., follow the directions at the bottom of page 4.)



Step 2: Organize your financial picture

Use the budget worksheet to:

- Estimate your essential expenses
- Include your Social Security estimate
- Assess the impact on your portfolio to "pay for" retirement

Federal Tax Filing Stat	12#+
Single	Married Filing Jointly Qualified Widow/Widower/Dependent Child
Head of Househo	Id Married Filing Separately
State of residence for tr	come taxes? Local income tax rate, if any:
Work in Retirement (p.	rt-time jobs or other work income before taxes)
You: S	per month From age: To age:
Spouse/Partner: S	per monih From age: To age:
Lifetime Income	
Social Security	
You:	S per month Beginning at age:
To help de	per month Beginning at age:
TIP To help de Administra	
TIP To help de Administra	termine your Social Security benefits, please contact the Social Security
TIP To help de Administra Pension Income®	termine your Social Security benefits, please contact the Social Security tion at 800-772-1213 or www.ssa.gov/retirement.
TIP To help de Administr Pension Income ¹⁸ You: Is there a Cost of Livin	termine your Social Security benefits, please contact the Social Security ation at 900-772-1213 or www.ssa.gov/retirement.
TIP To help de Administr Pension Income ¹⁴ You: Is there a Cost of Livin Spouse/Partner:	termine your Social Security benefits, please contact the Social Security tion at 800-772-1213 or www.ssa.gov/retirement.
Pension Income ¹⁸ You: Is there a Cost of Livin Spouse/Partner: Is there a Cost of Livin	termine your Social Security benefits, please contact the Social Security tion at 800-772-1213 or www.ssa.gov/retirement.
You: Is there a Cost of Livin Spouse/Partner:	termine your Social Security benefits, please contact the Social Security tion at 800-772-1213 or www.ssa.gov/retirement.
TP To help de Administr Pension Income ¹¹ You: Is there a Cost of Livin Spouse/Partner: Is there a Cost of Livin Annuity Income	termine your Social Security benefits, please contact the Social Security tion at 900-772-1213 or www.ssa.gov/retirement.

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Step 3: Schedule a retirement income planning meeting today



Our service is offered at no additional cost as an employee benefit to you.



Make an appointment today to meet in person



Or meet over the phone: 866-715-5959

Build confidence to make decisions for your retirement.



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Thank you



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