



MAKE

Best Restaurants;
First-Run Films at
Home; Companies
Solving Water Crises

GROW

Investing in Water;
Tales from a Wealth
Advisor; Robert Shiller
on Wall Street

LIVE

Questions for Your
Yacht Builder; Water-
Related Philanthropy;
10 Extraordinary Boats

Worth[®]

THE EVOLUTION OF FINANCIAL INTELLIGENCE



CHARTING TROUBLED WATERS
THE BLUE ISSUE

WORTH.COM
17

VOLUME 21 | EDITION 02



New York, NY | **Leading Wealth Advisor**

Bleakley, Schwartz, Cooney & Finney at Northwestern Mutual

John Cooney, CPA, CLU®, Managing Director; J. Reed Finney, CFP®, CLU®, Wealth Management Advisor; Andy Schwartz, CFP®, Wealth Management Advisor; Scott Schwartz, CFP®, Wealth Management Advisor

“How do I take the right steps to a **secure retirement**?”

By Andy Schwartz

People often ask me, “When can I retire? How much money will I need?” To save enough for a financially secure retirement, it is important to start early and stay disciplined. Today’s generations are living longer, so we need to plan for our finances to take us through our golden years. Whatever you avoid spending counts just as much as what you save. But you must also be able to visualize the retirement you want. Only then can you create a plan that incorporates three essential components: protecting your assets from risk, creating income that lasts your lifetime, and planning your legacy.

A ROADMAP TO YOUR RETIREMENT

Wealth accumulation typically begins with your first paycheck and continues throughout your career. How much savings will it take? It depends on the retirement lifestyle you envision. Where would you like to live? How much travel, what activities are in your plan? Will you volunteer? Work part time? Take the time to think about your future plans and you will have an easier time quantifying your needs. If you are married,

consider your spouse’s input and views. They may vary from your own.

PROTECT YOUR ASSETS FROM RISK

As you contemplate your retirement goals, you need to understand and manage six key risks: (1) longevity—outliving your retirement income; (2) market downturns; (3) inflation and taxes; (4) healthcare risks and rising medical costs; (5) long-term care and the prospect of unexpected extended-care needs; and (6) your desire to provide for your heirs or charities.

CREATE INCOME THAT LASTS A LIFETIME

Next, you will want to optimize your income in retirement, turning all or part of your accumulated assets into a steady, adequate, predictable income stream throughout your entire lifetime.


A sensible distribution plan will anticipate possible changes in the economy, the markets, and even in your own needs. It factors in all sources of retirement income and provides a strategy to help you prioritize and manage your retirement distribution and rollover options. Finally, it considers

various planning solutions, such as income annuities, to provide a stream of guaranteed income for life.

LEAVE A LEGACY FOR FUTURE GENERATIONS

Few accomplishments are more satisfying than knowing your hard-earned assets will make a difference in the lives of others. Many people wish to create a legacy for loved ones or a favorite charity. Some retirees try to plan charitable giving with the same assets used to fund their retirement. That approach may fail them. A thoughtful plan helps maintain your lifestyle in retirement while ensuring that your legacy desires are fulfilled. Permanent life insurance can be an important estate planning tool.

SEEK GUIDANCE

A strong retirement plan has lots of moving parts. It combines a clear vision with tailored solutions to address risks and optimize income. That is why professional guidance can make a difference. A qualified financial advisor can assess your circumstances and develop a customized plan to guide you not only to—but through—retirement. 

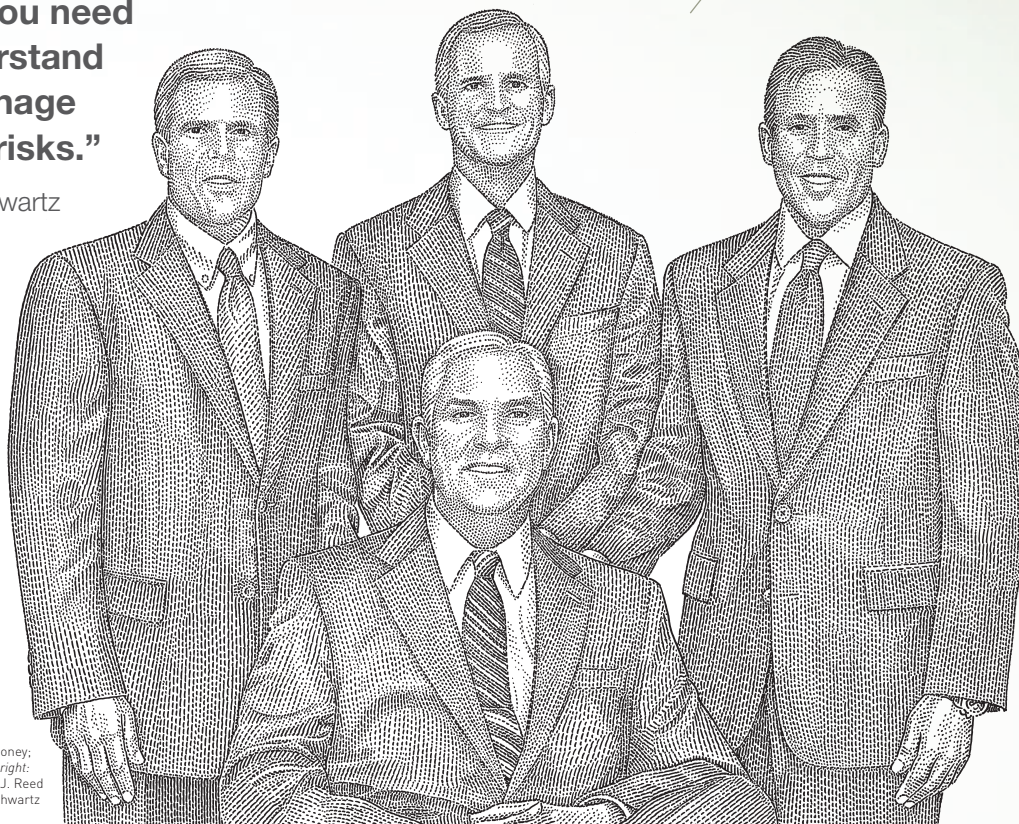
Andy Schwartz offers advisory services as a representative of Northwestern Mutual Wealth Management Company (WMC), a limited purpose federal savings bank, and a wholly owned subsidiary of The Northwestern Mutual Life Insurance Company, Milwaukee WI (NM). Northwestern Mutual is the fleet name for NM, its subsidiaries and affiliates. Investments held with or managed by WMC are not insured by the FDIC, are not deposits or other obligations of, or guaranteed by WMC or its affiliates and are subject to investment risks, including loss of the principal. Andy Schwartz is an insurance agent of NM (life insurance, annuities and disability income insurance), and Northwestern Long Term Care Insurance Company, a subsidiary of NM, and a registered representative of Northwestern Mutual Investment Services, LLC (NMIS), an NM subsidiary, broker-dealer, investment advisor, member FINRA, SIPC. Bleakley, Schwartz, Cooney & Finney is a marketing name used by a group of Northwestern Mutual representatives (not all of whom are affiliated with WMC) including Schwartz (referred to as the “firm”), and is not a legal entity, partnership, investment advisor, broker-dealer or affiliate of NM. The information contained in this article is not a solicitation to purchase or sell investments or securities. The views expressed herein are those of the author and may not necessarily reflect the views of Northwestern Mutual.

**“As you
contemplate
your retirement
goals, you need
to understand
and manage
six key risks.”**

– Andy Schwartz

How to reach Bleakley, Schwartz, Cooney & Finney

Andy Schwartz and any member of our team
can be reached at 973.575.4180. We look
forward to hearing from you.



Seated: John Cooney;
standing, left to right:
Andy Schwartz, J. Reed
Finney, Scott Schwartz

About Bleakley, Schwartz, Cooney & Finney

Bleakley, Schwartz, Cooney & Finney at Northwestern Mutual has been providing financial services to the metropolitan New York area for more than 30 years. The firm's team of 30 associates and 70 staff serve high net worth individuals from offices in Fairfield, N.J. Andy Schwartz, CFP, wealth management advisor, assists clients with retirement funding, estate preservation and distribution, asset allocation, advanced financial planning and small business planning.

Assets Under Management
**\$2.3 billion (firm—brokerage and
advisory assets)**

Minimum Fee for Initial Meeting
None required

Minimum Net Worth Requirement
\$1 million in assets (investment services)

Largest Client Net Worth
Confidential

Financial Services Experience
**A. Schwartz, 28 years; Cooney, 25 years;
Finney, 27 years; S. Schwartz, 28 years**

Compensation Method
Asset-based fees and commissions (investment and insurance products)

Primary Custodian for Investor Assets
**Accounts held at Northwestern Mutual Investment Services LLC,
an introducing broker-dealer, member FINRA, SIPC. Accounts carried,
and all transactions executed, cleared and settled through Pershing,
A BNY Mellon Company, member FINRA, NYSE and SIPC.**

Professional Services Provided
Planning, investment advisory and money management services

Website www.bscf-nm.com

Email j.cooney@nmfn.com
reed.finney@nmfn.com

andy.schwartz@nmfn.com
scott.schwartz@nmfn.com



John Cooney, CPA, CLU®
Managing Director

J. Reed Finney, CFP®, CLU®
Wealth Management Advisor

Andy Schwartz, CFP®
Wealth Management Advisor

Scott Schwartz, CFP®
Wealth Management Advisor

Bleakley, Schwartz, Cooney & Finney
at Northwestern Mutual
100 Passaic Avenue
Suite 300
Fairfield, NJ 07004
Tel. 973.575.4180

j.cooney@nmfn.com
reed.finney@nmfn.com
andy.schwartz@nmfn.com
scott.schwartz@nmfn.com
www.bscf-nm.com

REPRINTED FROM
Worth
THE EVOLUTION OF FINANCIAL INTELLIGENCE

About the Worth Leading Advisors

The Worth Leading Advisors admittance process is based on, but not limited to, the Advisor's experience, education, fiduciary status, compliance record, wealth management services, methods of compensation and scope of current business. In order to be considered for the Worth Leading Advisors Program, financial professionals must be willing to provide complete and full disclosure to investors so that independent analysts from InvestorWatchdog.com can thoroughly screen and evaluate their credentials, ethics and business practices. Once admitted, Advisors pay a fee to be included. Investors and potential investors are solely responsible for the decision to select particular Advisors.