

FREE REPORT

LOOKING FOR SOCIAL SECURITY ADVICE?

AVOID THESE BLUNDERS!



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The experts are here. And more are on the way. Waves of financial advisors and insurance agents. Armed with slick software and annuity applications.

Their expertise? Social Security.

You should hide your parents...or yourself if you're the target.

My bet is that it's just getting started. Over the next 17 years there will be 10,000 people per day who turn 65. Most of these people will all ask the same question, "When should I file for Social Security?"

Recognizing this tsunami of retirees, financial services firms want their agents and advisors to help answer this question. They've invested millions of dollars into software development so their representatives can position themselves as experts.

Why? It's pretty simple. These big firms understand that applying for Social Security is usually one of the first of many big retirement decisions. **They understand that if you seek them out for Social Security advice, they're in a good position to hit you with an investment pitch.**

Bait and switch? Not exactly, but here's the problem. Most advisors and insurance salesman do not understand how Social Security works. There's a reason that SSA.Gov is a 93,000 page website and that there are almost 3,000 filing rules. It's complex!

The good news is, there are good financial planners out there that "get" Social Security. You just have to know how to sort through the unqualified planners to find them.



How to Find Qualified Help

When you're looking for a good advisor, it's not as simple as inquiring as to their degree or designation. To my knowledge there are no legitimate classes or schools that can teach a financial planner everything they need to know to help clients with Social Security. For the most part, financial planners have to learn the Social Security rules on their own.

Since there are no real Social Security schools, the burden is on YOU to perform due diligence and sleuth your way to determining the planner's expertise.

Narrow the Field with This One Question

How are you supposed to do that? You need to ask lots of questions! **But before you get to the heavy questions, here is the one question that will help you narrow the field.**

“How much does it cost?”

If they offer this planning for no charge, don't get close!

It's tempting I know. But if they offer Social Security consulting for “free” there will most likely be an investment pitch tied to it.

The right answer is one that involves an hourly or flat fee for financial planning services.

If the financial planner is able to pass the first test successfully, it's time to find out how competent they are.

You should ask them a starter question like, “What's the best age to file?” **If they give you some rule of thumb answer (e.g. 66 years old), they DON'T know Social Security beyond a surface level.** Their answer to that question should be something like, “Every situation is different; your best age to file is based on a combination of personal factors.”



If they do OK with that question, here are a few more questions you can ask:

- How much will my benefit increase between age 62 and my full retirement age?
- What is a restricted application?
- What are the length of marriage rules?
- What is the earnings limitation?
- Can you explain provisional income?

These are VERY basic questions that any financial planner who dispenses Social Security advice will be comfortable and confident in answering immediately. **There should be NO bumbling around or “let me check and call you back” answers on these simple questions.**

If they do, keep looking!

If you need more help, you can find me online at www.socialsecurityintelligence.com.

