MILESTONE MARKETING®

Client Letter: Age 66*
Full Social Security Benefits

mfs.com

Uncovering new opportunities with existing clients

Clients and prospects turning 66 in 2024 are eligible for 100% of their Social Security benefits at age 66 years and eight months.*

Opportunities to target include adjusting draw-down strategies to account for taxation of benefits, potential Roth IRA conversions and the pros and cons of withdrawing from a portfolio or letting Social Security benefits accrue in value until they max out at age 70.** Please keep in mind your clients' financial needs, goals and risk tolerance.

*Full Retirement Age (FRA) is 66 years and 6 months for anyone born in 1957. It gradually increases by two months for every year from 1958 to 1959. FRA is age 67 for anyone born in 1960 or later.

**Source: ssa.gov.

1. Go to mfs.com
> Click Practice Management
> Click Serve Your Clients
> Click Milestone Marketing
> Client Prospecting Letter: Age 66

2. Copy and paste the letter onto your computer and then print it on your letterhead.

3. You also can paste the letter into an email, using a subject line such as "Let's start timing your Social Security benefits.

[**Date**]

Dear [**Insert name**]:

Congratulations! You [**are now/will soon be**] eligible for full Social Security retirement benefits.

However, you may opt to let your Social Security retirement benefits increase until you reach age 70.

I would like to schedule a meeting with you and your accountant to review your retirement income strategy.

[**I will call you to discuss/Call me today to learn more about**] your eligibility and how we can continue to shape your retirement plan.

I look forward to speaking with you soon.

Sincerely,

[**Your name**]

[**firm**]

[**phone number**]

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Changes cannot be made to the text other than to insert the date, salutation, contact information and closing. This piece may need to be reviewed by your compliance department.

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