



**AAFMAA Wealth Management & Trust LLC**

# Transitioning From The Military

**Presented by Matt Hicks**



AAFMAA Wealth Management & Trust LLC



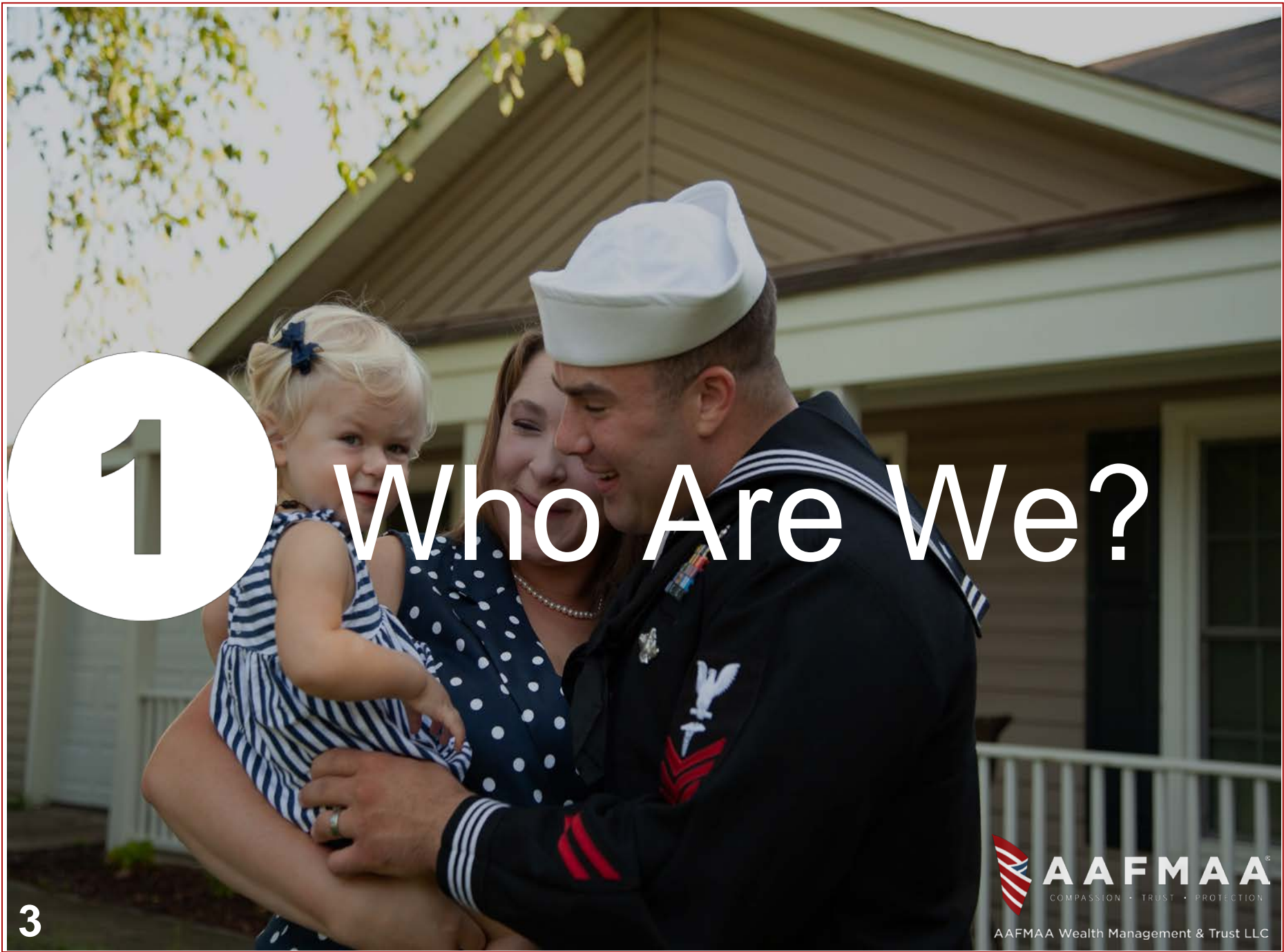
# Agenda

1 Who are we?

2 Transition

3 Retirement

4 Separation



1

# Who Are We?



# Our Mission

To be the premier provider of:

1

Financial Planning

2

Investment Management

3

Trust Services

4



AAFMAA Wealth Management & Trust LLC

# Our Mission

Exclusive to the American Armed Forces Community, including:

1

Active Duty

2

Retired

3

Honorably Discharged



# Why Work With Us?

1

Dedicated Relationship Manager

2

Focus Exclusively on Veterans

3

Fiduciary duty- akin to doctors / lawyers

4

Experienced Team

5

Competitive, Simple Fee Structure





# 2

# Transition

# Transition Means

a: Passage from one state to another

b: An evolution from one form, stage, or style to another

# C. CHANGE



# Serving and Separating

- What kind of transition are you planning?
  - Retirement
  - Separation
- Both have two elements:
  - Medical planning
  - Financial planning

# When Should I Begin My Medical Transition?

**Between 4 and 6 months out:**

- **Attend an ACAP or TAP workshop**
- **Develop a transition plan**
- **Schedule physical and dental appointments**
- **Consult a VA counselor if you should file a disability claim \***

\*You may find that some of your medical issues, like hearing loss, will limit what jobs you can get in the civilian community like law enforcement.



# When Should I Begin My Medical Transition?

**Between 2 and 4 months out:**

- **Submit your Leave/Permissive TDY request**
- **Obtain your retirement/separation orders**
- **Scan or make copies of all personnel and medical records**

# When Should I Begin My Financial Transition?

## Retirement more than 6 months out:

- Determine eligibility for retirement and benefits
- Estimate your retirement pay
- Assess your finances, begin paying down debt
- Schedule a portfolio review with AAFMAA Wealth Management & Trust



# When Should I Begin My Financial Transition?

## Separation more than 6 months out:

- **Assess your finances, begin paying down debt**
  - Ensure you have enough savings to cover all expenses until you begin your new career
  - Overestimate the money you'll need for this period
- **Schedule a portfolio review with AAFMAA Wealth Management & Trust**



3

# Retirement





The most important question:

Do you want to retire?

# Retirement: Financial Considerations

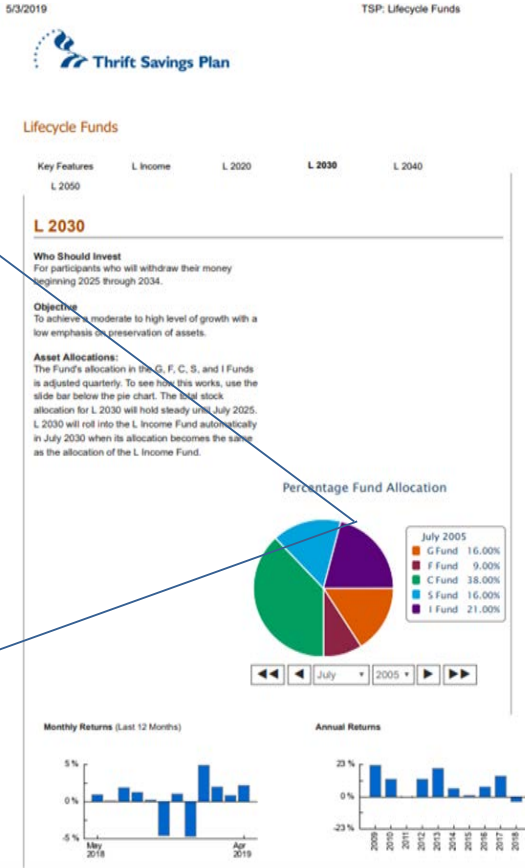
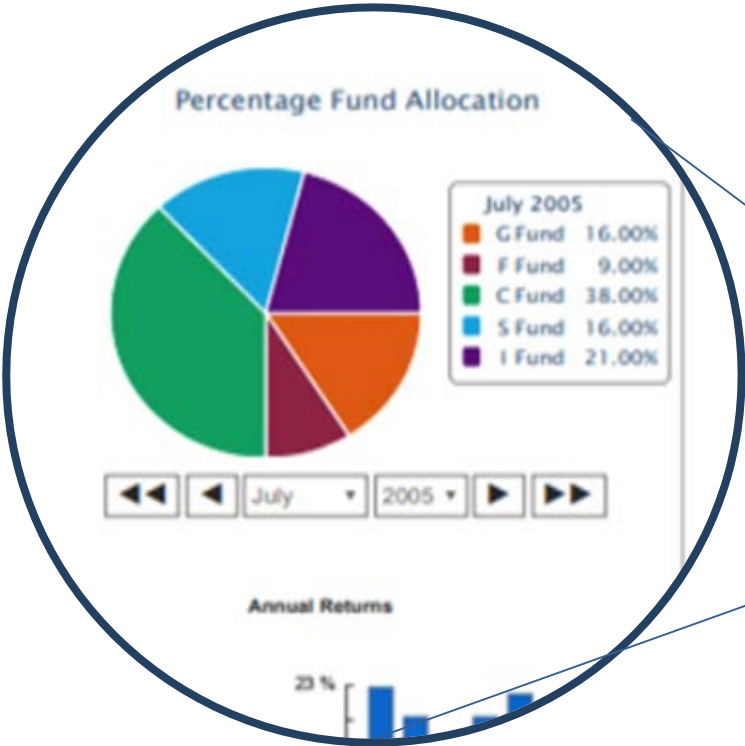
## Consider the following:

- **Retirement pay**
- **Disability pay (if applicable)**
- **Age**
  - Assuming you began your military career in your early twenties and served for 30 years, you are likely retiring in your early fifties
  - The average lifespan in the United States for Men is 76.8 years
- **Retirement Savings**



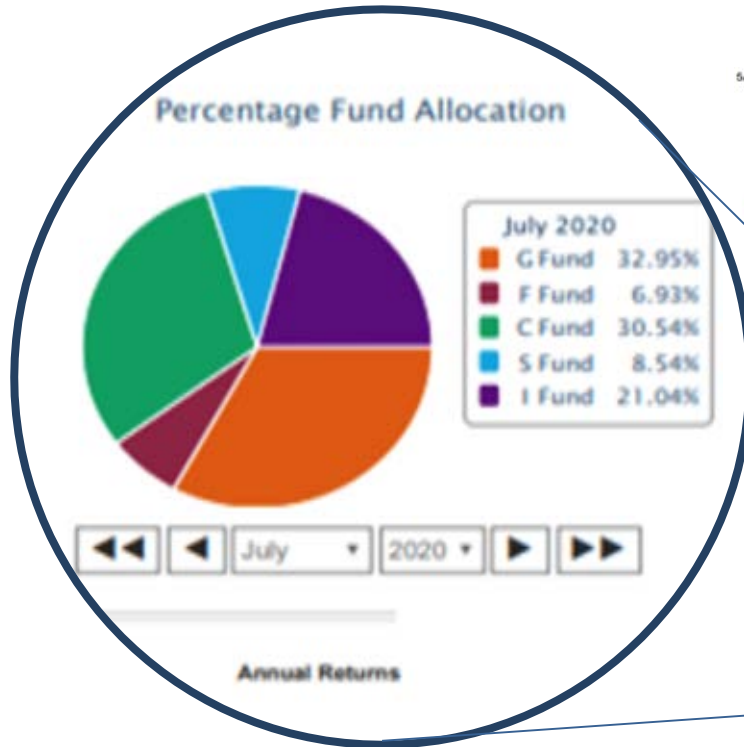
# Let's Take a Look at Your TSP

At the start, you are heavily weighted to equities: 75% (growth)



# Let's Take a Look at Your TSP

At the halfway point of the fund, your equity has declined to less than 50%



5/3/2019

TSP: Lifecycle Funds



## Lifecycle Funds

Key Features L Income L 2020 L 2030 L 2040

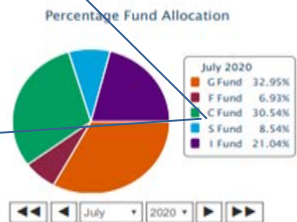
L 2050

### L 2030

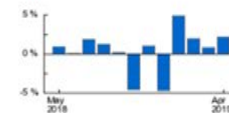
**Who Should Invest**  
For participants who will withdraw their money beginning 2025 through 2034.

**Objective**  
To achieve a moderate to high level of growth with a low emphasis on preservation of assets.

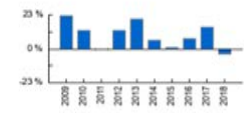
**Asset Allocations:**  
The Fund's allocation in the G, F, C, S, and I Funds is adjusted quarterly. To see how this works, use the side bar below the pie chart. The total stock allocation for L 2030 will hold steady until July 2025. L 2030 will roll into the L Income Fund automatically in July 2030 when its allocation becomes the same as the allocation of the L Income Fund.



Monthly Returns (Last 12 Months)



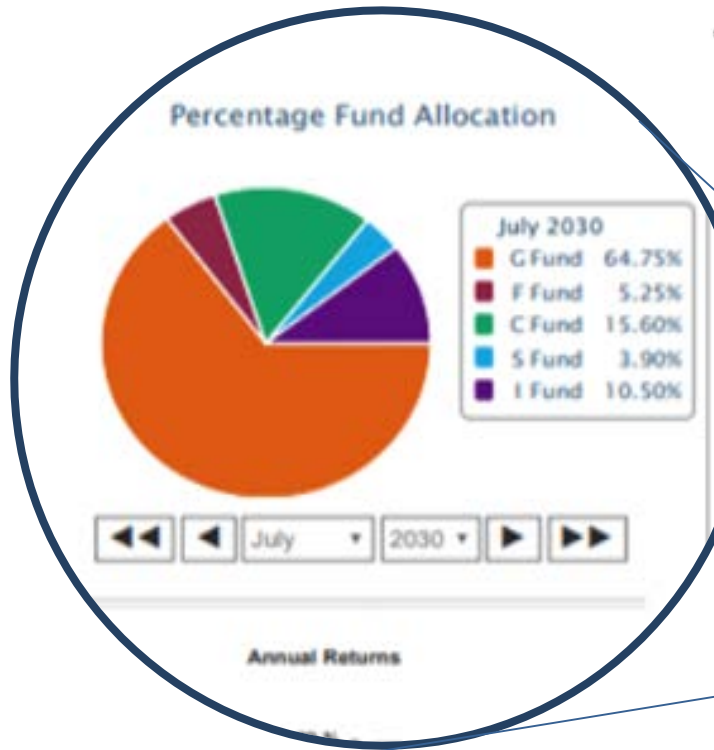
Annual Returns





# Let's Take a Look at Your TSP

At the end of the life of the L2030 fund, 70% is weighted towards fixed income (preservation)



5/3/2019 TSP: Lifecycle Funds

**Thrift Savings Plan**

**Lifecycle Funds**

Key Features: L Income, L 2020, L 2030, L 2040

**L 2030**

**Who Should Invest:** For participants who will withdraw their money beginning 2025 through 2034.

**Objective:** To achieve a moderate to high level of growth with a low emphasis on preservation of assets.

**Asset Allocations:** The Fund's allocation in the G, F, C, S, and I Funds is adjusted quarterly. To see how this works, use the slider bar below the pie chart. The total stock allocation for L 2030 will hold steady until July 2025. L 2030 will roll into the L Income Fund automatically in July 2030 when its allocation becomes the same as the allocation of the L Income Fund.

July 2030	
G Fund	64.75%
F Fund	5.25%
C Fund	15.60%
S Fund	3.90%
I Fund	10.50%

Monthly Returns (Last 12 Months)

Annual Returns



4

# Separation





The transition from military  
service to the civilian world is

**Unlike Any Other**



Three smiling veterans are shown from the chest up, standing outdoors. The man on the left is wearing a white short-sleeved uniform shirt and a dark blue garrison cap with "502 PEN" on it. The man in the middle is wearing a dark blue military dress uniform with a beret and a name tag that says "LAY". The man on the right is wearing a dark jacket over a green t-shirt with "SM" on it and a dark cap with a Marine Corps emblem. The background is a blurred outdoor setting with green foliage and a white car.

Your most important resource:

The People You Know

# Transitioning to a Civilian Career

## What makes this transition different?

- **Less likely to encounter people who have:**
  - Done the same things you have
  - Had similar experiences to yourself or your family
- **Transitioning to this unfamiliar world must be planned**



# Transitioning to a Civilian Career

## Who do you know and how can they help?

- **Many of us have friends who left the military at the end of their initial service obligations**
  - Ask for introductions to employers
  - Connect on social media (LinkedIn)
  - **Network**
- **Ask members of your unit for networking suggestions**

# Transitioning to a Civilian Career

## Separation more than 6 months out:

- **Start researching the job market**
- **Network with people and organizations**
- **Attend job fairs**



# Transitioning to a Civilian Career

## Separation between 2 and 4 months out:

- Take advantage of career evaluation services
- Begin researching career choices and job options
- Prepare your resume
- Continue to expand your network

# A Note of Caution

- The Civilian job market is focused on the here and now
- If your separation or retirement is more than six months out:
  - Corporate recruiters and networking contacts may forget about you
    - They may not know what their company's requirements will be when you transition
  - Stay in contact with everyone you meet

# Your Resume is the gateway to a new adventure!

---

**FIRST NAME LAST NAME**

---

Street Address, City, State Zip Code | H: Home Phone Number | C: Cell Phone Number | Email Address

---

**Professional Summary**

---

Your summary is an introduction that sets the tone for the rest of your resume. It is intended to provide a broad overview of your professional background. It should emphasize the skills, experience and knowledge that you can offer a potential employer. Try to focus on a single main idea that shows why you're the perfect fit for the job.

---

**Highlights**

---

- Enter 6-8 skills
- Capitalize first word only
- Use short phrases
- Write in present tense
- Don't use punctuation
- Don't go into too much detail
- Choose skills most relevant to employers
- Use the same number of skills in each column

---

**Experience**

---

<b>Project Manager</b>	<b>01/2010 to 09/2013</b>
Alpha Enterprises	Chicago, IL
<ul style="list-style-type: none"> <li>• Describe your responsibilities and the accomplishments you achieved while working at this job, focusing on the tasks and results most relevant to the position you're applying for.</li> <li>• Use bullet points rather than complete sentences, and don't end with a period.</li> <li>• Be as specific as possible, and use numbers to showcase and highlight your attributes and achievements.</li> <li>• List your jobs in reverse chronological order, beginning with the most recent.</li> </ul>	
<b>Intern</b>	<b>06/2009 to 12/2009</b>
Omega Systems	Springfield, IL
<ul style="list-style-type: none"> <li>• Include all jobs relevant to the opportunity you're applying for, including volunteer positions and internships.</li> </ul>	

---

**Education**

---

Bachelor of Science: Marketing	<b>2009</b>
University of Illinois	Springfield, IL

---

**Additional Information**

---

- Use active verbs like "created", "led", "improved", "managed", etc. to emphasize your accomplishments and initiative Our TextTuner can suggest industry-specific examples that you can use or modify to suit your needs if you have experience that is unrelated to the position you're applying for, move it to a separate section or consider leaving it out completely



# Important Skills You Possess

**Many of the skills you learned in the military can and do translate into the civilian world:**

- 1) **TEAMWORK**- There is no greater team than the military
- 2) **COMMITMENT**- You can't job hop in the military
- 3) **COMMUNICATION**- You learned how to successfully interact at all levels
- 4) **DEDICATION**- You learned that the day you signed up!
- 5) **FOLLOWING ORDERS**- No one starts out as the boss, you learned to follow orders and rules
- 6) **PROBLEM SOLVING**- you're bound to have some excellent problem solving experience under your belt after your time in the military
- 7) **ADAPTABILITY**- The only constant is change, and this holds true in both military and civilian jobs.
- 8) **RESPECT**- one of the most important skills your time in the military instilled in you.



# Career Transition Programs

**There are a number of programs that you can use to find a second career:**

- **Department of Defense Skillbridge**
  - An OSD mandated program that requires your chain of command
- **Job Training, Employment Skills Training, Apprenticeships, and Internships (JTEST-AI)**
- **Military OneSource**
- **SHIFT Military Fellowship**
- **Hiring our Heroes**
- **American Corporate Partners**

# Additional Transition Resources

- **Building your transition story:**
  - [Military.com: From Military to Civilian: Resume Translation](#)
  - [Hire our Heroes: How Should a Veteran Prepare their Resume?](#)
  - [Military OneSource](#)
- **Preparing to transition to a civilian career:**
  - [Hallmarks of a Smooth Transition from the Military](#), by Carlos Perez (Learning Hub Article)
  - [AAFMAA: The Survivor Benefit Plan](#) (Learning Hub Blog Post)
  - [AWM&T: Social Security Analyser](#) (Paid Professional Analysis)
  - [Militarypay.defense.gov: Retirement Calculators](#)
  - [Benefits.va.gov: Compensation and Benefit Rates](#)



# Questions?



**AAFMAA<sup>®</sup>**

COMPASSION • TRUST • PROTECTION

**AAFMAA Wealth Management & Trust LLC**



# AAFMAA<sup>®</sup>

COMPASSION • TRUST • PROTECTION

## AAFMAA Wealth Management & Trust LLC

### **Matthew J. Hicks, III**

RELATIONSHIP MANAGER

AAFMAA Wealth Management & Trust, LLC  
Ridgefield, CT 06877

OFFICE: (910) 307-3707

EMAIL: [wealthmanagement@aafmaa.com](mailto:wealthmanagement@aafmaa.com)

[www.aafmaa.com/wealth](http://www.aafmaa.com/wealth)





# Disclosures

- This presentation is educational. It is for general information only and is not specific investment, legal, or tax advice for any of you Individually. Do not rely on this presentation alone to guide your financial planning decisions. Since each individual situation is unique, your needs for financial services will differ. For individual advice, please contact us directly. We produce this webinar series in house with our own professional staff as a service to our members and to help them better understand the resources that are available to them. We have highlighted here two distinct characteristics that separate AAFMAA Wealth Management & Trust from other service providers. Our fiduciary standard to what is in the best interest of the client and exclusively serving the US Armed Forces Community.
- The information presented herein was compiled from sources believed to be reliable. It is intended for illustrative purposes only and is furnished without responsibility for completeness or accuracy.
- Market views are as of the presentation date and are subject to change at any time or reason. Nothing in this presentation should be construed as a recommendation for any specific security or sector. Illustrative charts were obtained from multiple subscription based sources and are subject to provider terms and conditions.
- Information provided by AAFMAA Wealth Management & Trust LLC is not intended to be tax or legal advice. Nothing contained in this communication should be interpreted as such. We encourage you to seek guidance from your tax or legal advisor. Past performance does not guarantee future results.