



I've invested my whole life into teaching...

**not a penny**  
**into my retirement.**

THIS NOTE IS LEGAL TENDER  
ALL DEBTS PUBLIC AND PRIVATE

Treasurer of the United States.



ValuTeachers™

SERIES  
**GCSA**

Georgia Charter Schools Association

Plant a charter. Grow a kid.



ValuTeachers™



**Paula Smith**  
President/CEO  
& former educator

## Our Company Mission

The Core Mission of ValuTeachers is to help educators and school employees retire with financial dignity! ValuTeachers supports and values educators and, as Retirement Specialists, believes that working, teaching and inspiring builds tomorrow's leaders. Consequently, after completing a difficult and dedicated career, a sound retirement should be a reward. ValuTeachers helps thousands of clients yearly and not one has ever lost a penny. Our Company protects our clients' money and puts safety first every time.

## Our Company Philosophy

ValuTeachers is an educational team of Teacher Retirement Specialists founded on one principle: "Education is not preparation for life: Education is life itself" (John Dewey). Our Retirement Specialists service school systems with 403(b)/IRA/457 plans Nationally.

Paula Smith, former educator and founder of ValuTeachers, is building a different kind of Retirement Company. ValuTeachers has built a team of Retired Teachers and Professionals who have had previous connections to the educational system to provide Retirement Education. These professionals are trained Teacher Retirement Specialists and offer Retirement Education and quality supplementary savings plans to their former colleagues and all school employees.

The ValuTeachers System is a proven success story for Making a Difference in the school market. Therefore, the company now attracts and trains top professionals from a wide range of industries, including experienced financial service representatives, for a leadership career and advancement opportunities.

As specialists in Teacher Retirement Systems, the Retirement Specialists in ValuTeachers understand that product is not the key issue for teachers when planning their retirement income and building a nest egg through a qualified plan, such as a 403(b)/IRA/457 account. Knowledge is Power both in educating students for life and when saving money for retirement . . . thus Retirement Education is the

CORE Value of ValuTeachers. The education provided to school employees is the most important benefit in retirement planning.

First and foremost, the retirement foundation for educators is their State Teacher Retirement System. However, research indicates that a majority of employees in school systems today do not understand the specific benefits, formulas and options of their Teacher Retirement System. Second, the 403(b) retirement supplement opportunity approved by Congress in 1958 to provide an additional retirement benefit is only used by 25% of the eligible employees in America's school systems. In the Southeast and rural areas the percentage reduces below 15%.

What have financial services companies and their representatives been doing for over 51 years in our school systems? The answer is likely: selling life insurance and other products, which make the industry huge profits and pay agents large commissions. In fact, the sale of these products has sabotaged teachers' and employees' retirement savings, such as a 403(b) plan and others with tax benefits. This deficit, of course, compounds the ethical issues that insurance companies and school systems in America need to address.

A photograph of a Black female teacher in a blue cardigan pointing at a chalkboard. A young Black female student with braids and glasses is looking at the board. The chalkboard has a math problem written on it:  $3 \overline{)364}$  with a '3' written below the '36' and a '4' written below the '4'.

# National Disaster

Overworked,  
Underpaid, Unappreciated

Average Retirement Take Home Income  
**After 30 Years of Service**

<b>Years of Service</b>	<b>30</b>
<b>Average Income</b>	<b>\$52,751</b>
<b>Percentage Factor<sup>†</sup></b>	<b>60%</b>
<b>Maximum Benefit</b>	<b>\$31,650</b>

<b>Taxes (25%)**</b>	<b>\$7,913</b>
<b>Health Insurance</b>	<b>\$3,600</b>
(Joint Survivor Benefit Option)	—

<b>After Tax Income</b>	<b>\$20,137</b>
(Monthly Take Home) <b>Income</b>	<b>\$1,678</b>

\* Based on average income as reported by the American Federation of Teachers 2009.

\*\* Assumes 25% taxation for illustrative purposes. † Assumes 2% TRS factor calculated with 30 years of service.



## Why Aren't More Teachers Saving?

The fundamental issues:

- Why are employees in America's school systems not saving money for retirement?
- Why are employees in America's school systems not participating in their 403(b)/IRA/457 supplementary retirement savings plan?

There are three answers to these issues:

- 1) Lack of Retirement Education!
- 2) Lack of Retirement Education!
- 3) Lack of Retirement Education!

## The Crusade of ValuTeachers

Today, the average retired teacher has less than \$1,500 per month take home from their teacher retirement system after taxes, health insurance premiums, and other necessary options are deducted. This is an American travesty! According to a recent USA Today opinion poll: 78% of retirees polled "wished they had planned better for retirement," 42% "wished they had saved more money," and 37% "wished they had opened an IRA or contributed to a 403(b)." And no one can live with dignity on a take home retirement income of \$1,500 per month! ValuTeachers is committed to the crusade of helping teachers improve their bottom line at retirement.

## 100% Commitment to Education

ValuTeachers is 100% committed exclusively to retirement education and retirement plans, and trains its representatives in the field of retirement education and services. ValuTeachers' Retirement Specialists are knowledgeable about teacher retirement issues such as:

- State Teacher Retirement Systems (TRS)
- 403(b), 457, IRAs, 401(k) and other qualified plan options

- Social Security benefits
- Tax legislation, past and current

ValuTeachers Retirement Specialists provide tools to assess the financial needs of employees within school systems and address personal issues like:

- "What will your TRS net income provide?"
- "How much income supplement will be necessary to maintain your current standard of living?"
- "Do you have an adequate contingency fund for emergency purposes?"
- "What will be the cost of your health insurance at retirement?"

ValuTeachers, through its Teacher Retirement Specialists, provides a system that gives Value to educational employees in all areas of the system from non-instructional to instructional. ValuTeachers Specialists provide an opportunity to:

1. Attend a Retire 101 Workshop - Retirement Education
2. Meet individually with a qualified Teacher Retirement Specialist
3. Review individual retirement plans and tax law changes quarterly
4. Review school system and Plan Administrators' rules and regulations.
5. Prepare teachers and employees to Retire with Financial Dignity



# Retirement Should Be Your Reward

Average Retirement Take Home Income  
**After 30 Years of Service =**  
**\$1600/month**

## 4 Ways to Prepare for Retirement

1. TRS    2. 403(b)/457    3. IRA    4. SiS

### 403(b)\*

- 1958
- \_\_\_ Years
- Non-Profit
- 25%
- 75%

### IRA\*\*

- 1974
- \_\_\_ Years
- Universal
- 38%
- 62%

### 401k

- 1980
- \_\_\_ Years
- Profit
- 74%
- 26%


\* 457 plans established in 2001 for school employees. \*\* IRS plans includes SIMPLE, SEP, and ROTH IRA.

ValuTeachers is committed to the Crusade of providing Retirement Education to the employees of America's school systems and the Mission of Helping Teachers Retire with Financial Dignity through optimizing the value of all eligible qualified plans such as 403(b)/IRA/457/ROTH/DROP..which provide a retirement benefit and security.


# The 403b/457 Concept

*Understanding how and why the concept works will save you thousands of dollars.*


Saving **After Tax** - Assumed \$36,000 income

	Gross Salary	Withholdings	Subtotal	Savings	Net Pay
	\$3,000	\$750	\$2,250	\$250	\$2,000

Saving **Before Tax**

	Gross Salary	TSA Savings	Adj. Gross	Withholdings	Net Pay
	\$3,000	\$250	\$2,750	\$688	\$2,062

Tax Savings + **Your Savings**

	Gross Salary	TSA Savings	Adj. Gross	Withholdings	Net Pay
	\$3,000	\$333	\$2,667	\$667	\$2,000

Assumed 25% tax rate. All figures have been rounded up.

# Super Charge Your Savings

- **Immediate Tax Advantage With Pre-Tax 403(b)/457 Contributions**

Consider the top example. A single taxpayer with gross income of \$36,000 in a 25% tax bracket\* makes a contribution of \$250 per month. By contributing pre-tax dollars this taxpayer pays less in taxes today! The advantage is a benefit that can work for you, too... Now and at retirement.

- **Access Retirement Savings for Emergencies Without Taxes or Penalties**

- **Adding Tax Savings Lets You Set Aside Even More for Retirement**

By adding income tax savings to regular 403(b) contributions, there would be even more money in the 403(b), and this would reduce taxable income more. In a 25% tax bracket, this could increase savings to \$333 a month—with the same disposable income as saving \$250 a month with a taxable account.

## The Reciprocal

$$\$1.00 - .25 = .75$$

(.25 & .75 are accommodating numbers)

$$\$100 \div .75 = \$134$$

$$\begin{array}{r} \$134 \\ \times .25 \\ \hline \$34 \end{array}$$

$$\begin{array}{r} \$134 \text{ Gross} \\ - 34 \text{ Tax} \\ \hline \$100 \text{ Net} \end{array}$$

## Meet Your Financial Objectives and Accomplish Your Dreams with a 403(b)/IRA/457

- 100% Safety of principal
- Make pre-tax contributions
- Enjoy tax-deferred growth
- Portability if you change employers, your qualified retirement plan follows you
- Partial withdrawal provisions
- Tax-free loan feature (if applicable)
- No administrative fees or deductions\*\*
- Quarterly statements on active accounts
- Taxed at distribution

\* Assumes 25% taxation for illustrative purposes. \*\* A few states require the payment of premium taxes on annuities either at the time a company receives the money, at the time of annuitization or at the time of withdrawal. If we are required to pay such taxes, they will be deducted from the accumulation value at that time.

*Retirement  
Education & Planning  
for*  
**School Employees**



**ValuTeachers™**

**[www.valuteachers.com](http://www.valuteachers.com)**

National Marketing Office  
Atlanta Metropolitan Area

P: 877.603.403b • P: 770.683.403b • F: 770.683.401k

Form No. 05.10.TP030