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# Preservation and Distribution: Advisor Helps Protect Assets for Retirement, Beyond

## *American Retirement Advisors*

People getting ready to retire often come to Joe Vitale in a state of apprehension. “They are just realizing their money is going to have to last 30+ years,” says Vitale, Investment Advisor Representative and President/Owner of American Retirement Advisors and its sister insurance company, American Retirement Solutions.

Vitale provides strategies to help protect clients’ savings and reduce their taxes. “We talk about where to put money so it won’t all get spent on the nursing home,” he says. “Working with a network of elder law attorneys, I create customized plans that include insurance or annuity/long-term care hybrids to help protect clients from the spend-down requirements of Medicaid. With this approach, the goal is to still have money left for the family when the client passes.”

### **Diversification: A Cautionary Tale**

One of Vitale’s strategies is diversification.

“Before the last major economic downturn, in 2008,” he says, “we were able to guide our clients to help them properly diversify, allocate and have the income needed to live without worry.

“If you are properly allocated, you will be okay through downturns,” he adds.



*Joe Vitale*

### **A History of Service, Retirement Financial Freedom**

Vitale obtained his first financial licenses in 1988 while in college. He worked for different companies over the years, until opening his own firm in 2006. American Retirement Advisors serves clients all over mid-Michigan.

“In the beginning, I was mostly helping older veterans get VA benefits while they transitioned into retirement. I was able to help them win the final battle – financial freedom in retirement.”

As a fiduciary, Vitale is required to make decisions in clients’ best interests. “If you are close to retirement, it can be important to deal with an investment advisor who has retirement planning experience,” Vitale says. “How much is coming in is as important as how much is going out. It’s all about preservation and distribution.

“It is necessary to know how to protect money from market volatility and ensure the remainder is distributed according to client wishes instead of to the state. I strive to maximize income while clients are alive and make sure it goes to their beneficiaries when they pass.”

### **A Personal Approach**

Vitale credits his Italian heritage for his ability to build close relationships with clients. “We want every new client to become part of the American Retirement Advisors family for the long term,” he says. “At all times, I work to make sure they understand the strategy and feel comfortable with any changes we recommend.”

American Retirement Advisors is currently accepting new clients in the Metamora, Flint, Saginaw and Sterling Heights areas. To learn more about Vitale’s retirement planning approach, see “Retirement Tactics,” a book he wrote in 2017.



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