

# FOCUS ON FIXED INCOME

*Focus on Fixed Income* is a 45-minute educational program geared to people who are interested in creating a reliable stream of income. *Focus on Fixed Income* covers bond characteristics and features and key strategies to get the most out of your fixed-income investments.

## Outline

Welcome/Introduction	
Setting the Fixed-income Foundation	A. Basics of money and investing B. Introduce fixed income C. Define bonds
Common Bond Characteristics	D. Issuer E. Maturity date F. Call feature G. Interest rate H. Price I. Rating J. Taxation
Investing in Bonds	K. Importance of fixed income L. Diversification M. Laddering
Summary/Close	N. Key Points
Q&A/Thank You	