

The Senior Focus Newsletter



Covered in this issue::

Negative Reporting

Upcoming Seminars

Famous Quotes

I never attempt to make money on the stock market. I buy on the assumption that they could close the market the next day and not reopen it for five years.

Warren Buffett

Only buy something that you'd be perfectly happy to hold if the market shut down for 10 years.

Warren Buffett



May 2008

Legacy Consultants, LLC
William Thurman
Lead Consultant
866-848-7688

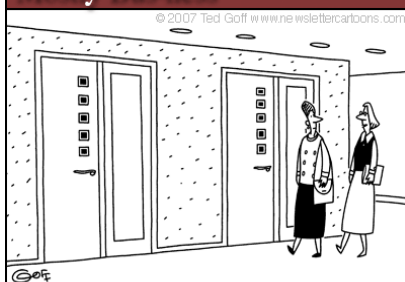
Savings Bonds Are A Terrible Investment Now (Spring 2008)

Although I have purchased Savings Bonds in the past because they have offered safety, tax deferral, minimum guarantees and usually rates that were at least competitive with banks, I would not buy one now. The new long-term rate on **Series EE bonds is 1.4%**. That's it, and the 1.4% is locked in and will not change. Series EE bonds still promise to return double your money in 20 years - an effective return of 3.5% - but if you take out your money early you would only earn 1.4%. In actual dollars this means if you put \$5000 into a Series EE Bond today you would get back \$10,000 in 20 years, BUT if you cashed in the annuity in 19 years and 364 days you would get back \$6,602; this is equivalent to a **68% surrender charge!**

Existing bonds have also taken a hit. Any Series EE bond purchased in the last 11 years is currently earning 2.74%.

I used to like I Bonds because they gave you a fixed rate of at least 1% plus extra interest that was index-linked to the rate of inflation. But any I bonds purchased today do not have an interest rate floor. If inflation stays low **I Bond returns could be much worse than other safe money places because the fixed rate is zero.** Today, it does make sense to buy U.S. Savings Bonds.

Mostly Business by Ted Goff



"This isn't the kind of decision I can reach immediately. Check back with me the day before it becomes a crisis."

[Click to see previous cartoons](#)

(from safemoneyplaces.com)

New Trustees Report Says Medicare Going Broke Slightly Faster than Expected

'We need to act quickly and effectively to address Medicare's

Medicare is under a great deal more financial stress than the Social Security program, and this was confirmed yesterday by the annual report of the Medicare Trustees that says Medicare's Hospital Insurance (HI) Trust Fund will become

insolvent slightly earlier in 2019 than reported last year.

Both the HI Trust Fund and the Supplementary Medical Insurance Trust Fund expenditures are growing faster than the rest of the economy.

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The Trustees report expenditures were \$432 billion in 2007 and are projected to increase to nearly 11 percent of GDP in 75 or 3.2 percent of gross domestic product (GDP), years, according to a report from , Health and Human Services.

In all the negative articles, these reporters never mention two very important reasons that clients should own fixed annuities;

1. The client's money is guaranteed.
2. The client does not ever lose money because the stock markets are going down.

There is no such thing as one vehicle fits all, nor do we feel a client should never have 'all their eggs in one basket'. But we believe that there is a time and place for fixed annuities in most retirees' portfolios and we will never have to apologize to a client for losing money in a fixed annuity when the markets go down, because they CAN'T.



Bill Thurman was born and raised in Ohio. He and his wife, Cheryl, have five children. Bill built his wealth preservation practice over the last 20 years. Early in his career, Bill made the decision to specialize in working with seniors. He is a national speaker, conducting workshops and seminars for seniors. His workshops address the special areas of concern faced by those in their "golden years" such as Medicaid planning, reverse mortgages, and not outliving your money. Bill is currently the Lead Consultant for Legacy Consultants, LLC.

Bill enjoys a number of activities and hobbies such as golf, spending time with his family, coaching youth football, and running the non profit foundation he started 15 years ago, The Making a Difference Foundation. He and his wife of 17 years live in Xenia, Ohio.

*Contrary to all of the negative press and the fact the market has been down, we still are receiving many thank you letters and testimonials from you, our clients, over this past year. Just as Suze Orman says, "It's Sleep Insurance!" The Reverse Mortgage has been a lifeline for many of you also. Please call us if you need any more info on reverse mortgages. **1-866-848-7688***

Bill is being requested to speak all over the nation and his seminar continues to evolve and get better. We encourage all of you to come see it for the first time or attend as a refresher course and see what has been added. It's always a great time as well as very informative.

Upcoming Seminars in April

MCL
Cafeteria
4485 Far Hills Ave.
Kettering, OH 45429
Guarantee your reservations by calling
1-800-358-7152

Monday, May 5th
3:00 P.M

Thursday, May 8th
3:00 P.M