

The Senior Focus Newsletter



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FAMOUS QUOTES

"If you would be wealthy, think of saving as well as getting."

Benjamin Franklin

"Money is only loaned to a man. He comes into the world with nothing & he leaves with nothing."

William Crapo Durant

Founder of GM & Chevrolet

"A bone to the dog is not charity. Charity is the bone shared with the dog, when you are just as hungry as the dog."

Jack London

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"There's been a change in my recurring nightmare. I'm no longer falling . . . my credit rating is."



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Legacy Consultants All Stars
William Thurman – Lead Consultant
Scott Blair, Raymond Huff, Alex George,
& Jim Mundell.
836 Distribution Drive
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The Financial Storm

(From safemoneyplaces.com)

The main question is "are my accounts FDIC insured." Consumers seem to be confused about what is covered by FDIC. People ask whether credit notes, money market mutual funds, and 401(k) plans are FDIC insured. The answer is no, it must be a deposit of a bank to be eligible. Scarier to me are questions from consumers telling me they have X dollars in checking and Y dollars in savings and saying their bank told them they were fully FDIC insured. In the last situation I looked at \$140,000 of the consumer's money appeared not to be FDIC insured because of sloppy account titling. I am not getting many questions about fixed annuity safety, but I believe this is because consumers have not yet reached the annuity line on their worry checklist. However, we need to remember that although banks and fixed annuity carriers are a part of the financial mainland they exist on a more protected peninsula and because of this have weathered financial storms before.

I'm reminding people that we survived 2900 banks closing to the Savings & Loan Crisis of 20 years ago – as well as the loss of Executive Life & Mutual Benefit (and none of their annuity customers lost a dime of principal if they didn't bail) – and to take a deep breath.

Annuities are attractive assets because the policy structures allow the carrier to maintain policy liquidity by regulating outflow. If the carrier gets into trouble the whole carrier is usually purchased for these assets, or the policies themselves are purchased, and life goes on for the policyholders like before.

These are tough times, but fixed annuities have survived many tough periods before. We will survive this storm too.

Get Up to Date on the latest Opportunities Available.

Money Guard Accounts

That act like CD's with PERKS!

4% Interest on 100% Liquid Funds

Life Insurance Value 1.5 to 2 % Higher than original deposit

Long Term Care Value 3 to 4 times higher than original deposit

Contact one of our Agents now at 1-866-848-7688



Bill Thurman is the President of Making The Difference foundation, a non-profit 501(3)(c) organization that he founded 18 years ago. The MTD foundation sponsors a number of events and every year has the blessed opportunity to help families throughout the Miami Valley during the Thanksgiving and Christmas holiday seasons.

This year, the MTD Foundation helped families at Thanksgiving by providing a turkey and meal for 175 families.

At Christmas, the MTD foundation provided 85 families and approximately 250 children with toys and a party with Santa held at the Xenia Senior Citizens Center. At the party, each child receives several gifts and gets to take a picture with Santa after a meal.

7 Reverse Mortgage Myths!

- 1. The bank takes the house or the borrower can lose the house.** With a reverse mortgage, the borrower retains title to the home throughout the life of the reverse mortgage
- 2. The home must be paid off or be debt-free to qualify for a reverse mortgage.** Reverse mortgages convert home equity into cash. As long as there is sufficient equity in the property, the homeowner may be eligible for a reverse mortgage. In fact, many seniors use a reverse mortgage to pay off an existing mortgage in order to eliminate a required monthly mortgage payment.
- 3. When a reverse mortgage becomes due, the bank sells the home.** The borrower is in control of the home and retains title, not the bank or lender
- 4. The borrower could end up owing more than the home is worth.** Two of the great safeguards for reverse mortgages are that they are structured so that the borrower or his estate can never owe more than the value of the home upon repayment.
- 5. Reverse mortgage proceeds will impact Social Security and Medicare benefits.** A reverse mortgage will generally not affect regular Social Security payments or Medicare benefits.
- 6. Once the proceeds are received, taxes will need to be paid.** The cash proceeds from a reverse mortgage are tax free.
- 7. Reverse mortgages are only for seniors in need, or for the 'house rich, cash poor.'**

The reverse mortgage is an excellent financial planning tool that has been used by homeowners from all walks of life to enhance their retirement years.

Worried About Identity Theft?

LifeLock® is a leader in proactive identity theft protection. And we back our clients with a \$1 million total service guarantee. All for just \$10 a month or \$110 annually. **(Save 10% & 20% OFF THE RETAIL COST** by using the promo codes **Senior** (single) and **Married** (married).

How LifeLock Works:

When you enroll in LifeLock, we place fraud alerts, in your name, with the three major credit bureaus and we update them every 90 days. If anyone attempts to change your address, apply for a new line of credit or otherwise do anything requiring a credit check, the merchant is requested to contact you by phone and verify your identity. We also remove your name from junk mail lists and pre-approved credit card lists, which further protects you from ID thieves.

What LifeLock provides:

- Requests credit fraud alerts on your behalf
- Requests free annual credit reports on your behalf
- Reduced junk mail and reduced pre-approved credit card offers
- Proactive identity theft protection
- \$1 million total service guarantee

How to Enroll:

1. Simply visit **LIFELOCK.COM** and click "Enroll Now" or call **800-LIFELOCK (543-3562)**

2. Use promotional codes **Senior** (single) and **Married** (married) included in your packet in order to save 10% to 20% off the retail cost.



Upcoming Seminars in January

Golden Corral
2490 1740 Bechtle Ave.
Springfield, OH 45504

January 13th, 14th, & 15th
10:00 A.M.

Golden Corral
2490 Commons Blvd.
Beavercreek, OH 45431

January 20th, 21st, & 22nd
10:00 A.M.

Guarantee your reservations by calling
1-800-358-7152