



The Senior Focus Newsletter

July 2009

Legacy Consultants All Stars
William Thurman – Lead Consultant
Scott Blair, Raymond Huff, Alex George,
& Jim Mundell.
836 Distribution Drive
Beavercreek, OH 45434



Covered in this issue:

-Are Equity Indexed Annuities the Top Performing Asset Class Since 1995?

-Upcoming Seminars

-Lifelock Identity Theft Protection

Famous Quotes

“After a visit to the beach, it's hard to believe that we live in a material world.”
-Pam Shaw

“Two things you can't get back in life: time and people”
-Bill Thurman

“I'd like to live as a poor man with lots of money.”
-Pablo Picasso

“Money often costs too much.”
-Ralph Waldo Emerson

“Budget: a mathematical confirmation of your suspicions.”
-A.A. Latimer

“If you think nobody cares if you're alive, try missing a couple of car payments.”
-Earl Wilson

“The waste of money cures itself, for soon there is no more to waste.”
-M.W. Harrison

Are Equity Indexed Annuities Really the Top Performing Asset Class Since 1995?

Annuity Digest 6/7/2009 by Tom Cochrane

A recent article in Forbes magazine discusses the pros and cons of equity indexed annuities. On the negative side the author makes a high level reference to costs and questions whether equity indexed annuity owners receive fair value for what they pay.

The interesting part of the article, though, is on the positive side. The author mentions that since 1995, “these” annuities have easily outpaced the S&P 500 and bond indexes alike. I assume that by “these” the author is referring specifically to equity indexed annuities.

The author then references a study by Professor David Babbel at The Wharton School. A quote from Professor Babbel references the study:

“There is no asset category that outperformed them. We were extremely surprised, really just amazed,” says David Babbel, professor emeritus of insurance and risk management, who conducted a study of equity-index annuity returns beginning in 1995.

That said, if equity indexed annuities are in fact the top performing asset class since 1995, then the industry should be relentlessly broadcasting this message. Equity indexed annuities are constantly criticized in the press. A top slot in the asset return category over a 15 year period pretty much trumps any criticism that the financial press might be able to drum-up.

There is likely an interesting case to be made for the 10-15 year returns of annuity products such as variable and equity indexed annuities that provide some hedged exposure to equity market returns.

There has been enormous capital market volatility since 1995: the Asian financial crisis and Long Term Capital in 1998; the dot-com implosion in 2000; September 11, and; the recent financial crisis.

The ability to capture any returns that have occurred during that period while limiting the damage of the extreme downside events has likely been optimal investment strategy.

Upcoming Seminars in July!

Logans Roadhouse
2819 Centre Dr.
Fairborn, OH (Fairfield Commons)

Monday
July 13th
6:00 P.M.

Tuesday
July 14th
6:00 P.M.

Wednesday
July 15th
6:00 P.M.

Guarantee your reservations by calling
1-800-452-1239



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.

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% OFF THE RETAIL COST** by using the promo codes **Senior** (single).

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 code **Senior** (single) included in your packet in order to save 10% off the retail cost.



More Seminars in July!

Tumbleweed Southwest Grill
2030 Dorothy Lane
Kettering, OH 45420

Tuesday
July 21st
6:00 P.M.

Thursday
July 23rd
6:00 P.M.

Guarantee your reservations by calling
1-800-452-1239

Asian Buffet & Grill
6999 Miller Lane
Dayton, OH 45414

Monday
July 27th
6:00 P.M.

Tuesday
July 28th
6:00 P.M.

Wednesday
July 29th
6:00 P.M.

Guarantee your reservations by calling
1-800-452-1239