



# The Senior Focus Newsletter



**Bill Thurman was born and raised in Ohio and has 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. He will be beginning a new practice with Dr. Dzugan on restorative medicine.**

**Bill enjoys a number of activities and hobbies such as golf, spending time with his family, coached youth football, and running the non profit foundation he started 19 years ago, The Making a Difference Foundation. He currently runs a sole proprietorship called the American Network which helps direct seniors with retirement strategies.**

\*\*\*Mr. Thurman neither sells nor solicits any product.

## 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.**

- Planning tool the reverse mortgage is an excellent financial 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% 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.



## ~Upcoming Seminars in March~

### Firehouse Grill

4785 Lake Forest Drive  
Cincinnati, OH 45242

March 20<sup>th</sup>  
11:00AM

March 22<sup>nd</sup>  
11:00 AM

### Asian Buffet & Grill

6999 Miller Lane  
Dayton, OH 45414

March 27<sup>th</sup>  
6 PM

March 29<sup>th</sup>  
6PM

**Guarantee your reservations by calling  
1-800-823-8291**