

1000 Points.

There are many people I met with this spring who chose to secure the market gains of the last few years. They were very concerned about losing what they had recovered and gained from the 2007-2009 crash.

When they did this, they locked in not just their current gains, but a 7% automatic guaranteed increase as well. Most of them added an additional 6.5% income increase guarantee to their retirement savings. These funds are now in a safe place where no market correction can touch their savings, income, or the benefits they want to pass to the next generation.

Unfortunately, some of the people I met with continued to believe in their stockbrokers' promises of gains beyond the horizon, and no losses in sight. One such case springs to mind. A couple visited my office, concerned about losing her IRA in the stock market. Her account at that time, when the market was at its zenith was \$194,000.

After repeated questioning, where she responded that she 'wanted to sleep at night' she signed up to transfer her funds from very risky stocks and mutual funds to a secure home. That transaction did the following: Added 7% to the \$194,000, making her account worth \$207,580. It also secured a 7% income increase, which meant she would grow her income account by 7% per year without risk. She was happy to get out of the stock market, and secure these safety and growth provisions for her retirement.

A few weeks later, she called me to cancel the plan. Her stockbroker had talked her out of it, telling her she was 'giving up too much' gain, and that her money was best left in the stock market.

1,000 points. That's how much the market has dropped since that day. Actually it had dropped over 1,500 points, but as of today it was 1,000. She has lost over 11% of her portfolio! Instead of \$207,580, she has \$172,000!

When we take in to consideration the frailty of the Eurozone, our national debt over 18,000,000,000,000, and the retracting Chinese and Asian economies, we instinctively know our retirement funds are at risk of being hit by a significant correction.

I don't think this person's stockbroker is going to write her a check for the \$21,000 she lost in less than a month. I also don't think he is going to guarantee a 7% increase each year and put it in writing.

Get the facts, get it in writing. At Scheiber and Associates, no one has EVER lost a dime. Every one of my clients has made money, and is GUARANTEED their income and their assets.