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## **"Sin Must Be Avoided"**

My son, if you have sinned, do so no more,  
And for your past sins, pray to be forgiven.  
Flee from sin as from a serpent  
That will bite you if you go near it;  
Its teeth are lions' teeth,  
Destroying the souls of men.....

Widely known is the boastful speaker;  
But the wise man knows his own faults.

Sirach, 21, 1,2,7

## **WHO ARE THE HAPPIEST RETIREES'?**

*Last month I went to a conference. I know, "how can you sit through hours and hours of people talking about investments, retirement strategies and insurance?" All I can say is that I did it, and what I learned helped me understand and articulate something I knew in my heart, but didn't have the perspective to effectively communicate.*

*One of the speakers was a nationally renowned retirement planner. His presentation was unusual in that it did not revolve around sophisticated strategies or products.*

*After quoting statistic after statistic about retirement planning failure, he focused on this salient fact:*

*If you are in retirement or nearing retirement, and you think your ASSETS will relieve anxiety, you are wrong. **Guaranteed Lifetime Income relieves anxiety.** Citing several studies of how long money lasts if left in stocks, bonds and mutual funds, he stated that those who did not turn some of their assets into 'paychecks' were the ones having the least 'happiness' in retirement.*

The speaker continued. He asked, how many of us had clients who were 'holding on to their money' in the stock market, afraid to do anything for fear of 'missing the boat' or 'losing control' of their funds. Several attendees raised their hands. He continued making this point.

**"Do your clients control the stock market?"**

The other attendees shook their heads.

**"Then why would they consider leaving the funds to a market that doesn't know them or care about them as 'control over their retirement'?"**

## **WHAT IS YOUR BASIC RESOURCE? by Tom Hopkins**

*What is your most basic resource? It's not money, not brains, not who you know. Your basic resource is time. Unless you use your time well, you'll never even get a glimpse of what your potential is. Using your time well isn't easy -- which is why so few people do it. We all have challenges with organizing our lives, setting priorities, and planning our time.*

*Regardless of what you do in life, time is money. If I gave you a check for \$86,400 and said, "From this moment you have 24 hours to invest it. You can invest in anything you want to with this money. Whatever you don't invest, I get back tomorrow at this exact same moment." What would you do during the next 24 hours? You'd be out there working hard and fast to invest that \$86,400, wouldn't you?*

*That being your attitude, why aren't you busily investing as much as you can of the 86,400 seconds given to you every day? That's right -- at the beginning of every day we're all given 86,400 seconds. As each second ticks by, we've lost the benefit of it forever unless we find a way to invest that moment in the future.*

*The seconds of your life -- and that's the way you live it, one second at a time -- can be invested in countless ways that will bring you a future return. Many of these ways will give you repeated returns stretching over many years. You can invest your seconds in the creation of future income, in gaining new knowledge and acquiring useful skills, in making contacts, in enhancing your personal life. The methods of gaining future benefits from present time are myriad. And so are the ways of wasting time. The seconds you squander vanish forever with no potential return.*

*If you don't invest your daily treasure of 86,400 seconds wisely, in essence you hand them back at the end of each day to the force that gave them to you. So, invest your time wisely.*

### **(Happiest Retirees.)**

He continued: "repositioning at risk stock market retirement funds into a plan designed to generate LIFETIME income is NOT losing control! It is the epitome of control. You decide when your paychecks come in, not some stockbroker, or some world event that steals your savings and earnings!

Studies have shown that the happiest retirees are the ones who have a lifetime guaranteed income stream that pays their bills. They don't sweat when the market goes down. They don't worry about the medical bills, electric bills, buying stuff for their grandkids or going on vacation. Assets don't pay for this, income pays for it.

Too often, financial advisors compliment themselves on growing portfolios. They use graphs and charts and computer illustrations to tout their skill and insight. Yet, when it comes to one question:

"Under all economic conditions, how long will my money last?"

They tend to do the 'humma humma humma'. The truth is, they don't know and can't guarantee it. This is not their skill. For the same reason you would not ask an optometrist to do a knee replacement is the same reason you need an income planner specializing in guaranteed income and guaranteed benefits to provide an income one cannot outlive.

For years I have heard financial advisors tout the market and its performance. For years I have heard them beat down true income plans. Yet not once have I heard an advisor tell their clients to not take social security or refuse their pension payments.

What is social security and a pension if not a lifetime income annuity? If a person would not refuse that, then why think they are not in need of additional income?

Please, contact my office so I can show you how to get 'paychecks' for the rest of your life!

## WHAT IS AN ANNUITY?

In planning for financial security in retirement, an annuity can satisfy three basic objectives:

1. To accumulate retirement assets on a tax-deferred basis: If you're already contributing the maximum to IRAs and any employer-sponsored retirement plans and need to save more for retirement, a deferred annuity may be the answer to your retirement savings need.

2. To convert retirement assets into an income that you cannot outlive: On the other hand, if you're near or at retirement, an immediate income annuity can be used to convert existing retirement assets into a lifetime income. An annuity is a long-term savings plan that can be used to convert retirement assets into a stream of income.

3. An annuity provides financial protection against the risk of living too long and being without income during retirement. If you are already contributing the maximum to an IRA and/or an employer-sponsored retirement plan, an annuity can be an excellent way to save for financial security in retirement.

**Contact my office if you'd to learn how an annuity should play in your retirement income planning.**

## UPCOMING EVENTS:

1. Lakeside Supper Club, August 5 and 6, 5pm, Dinner Seminar
2. Buca Di Peppo, St Paul, Mn, August 18 and 20, 5pm, Dinner Seminar
3. Green Mill, Dinner Seminar, September 15 and 17, Hastings 5PM

Contact us through our website at [www.srins.com](http://www.srins.com) to register.

## Tools for Thought.

In my workshops, I get to a point where I discuss the challenges facing those who are planning to cover the long term care planning aspect of their retirement. Some advisors recommend Long Term Care Insurance. While these tools are appropriate for some people, for others LTC insurance is not a practical course of action.

An acquaintance looked at it this way: “if you don't plan for a protracted illness, then who are you hurting? Not you, because you are ill. You are hurting those who love you and who might be tasked to care for you.”

He continued; “I think most advisors are unable to offer plans that seriously help with this issue, or they are so focused on asset accumulation they forget that assets can be stolen or lost.”

This discussion ratified a central concept of retirement planning: **INCOME IS KING!!!!** Because there are many plans designed to protect INCOME and thereby protect EVERYONE, there is little or no excuse to avoid facing this issue head-on. I can help. Here in my office there are many plans designed to solve this problem. Please contact me today.

## Fixed Income Annuity Checklist

Once you decide that a fixed income annuity is right for you, there are a number of factors you should consider in evaluating the specific annuity you will purchase. These include: The annuity fees and expenses an insurance company charges can include:

v Premium charges deducted when the single premium is paid;

v An annual maintenance fee (e.g., \$30);

v Mortality or insurance charges for a death benefit feature. Carefully evaluate fees and expenses, since they will impact the amount of annuity income you receive.

Make sure you understand the terms and limitations of the annuity contract before you purchase it, including:

v the annuity income amount and frequency guaranteed by the contract;

v the annuity income options available;

v the right to terminate the income annuity within a specific time period and receive the value of the undistributed annuity payments;

v how any death benefit is determined.

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