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A University English Professor told the class he had found one of the most elegant lines of poetry in the English language: "Walk with the Light, Walk with the Light" He said isn't that a wonderful thing to say to someone? Class agreed and asked: "who was the poet?" The Professor replied: "Anonymous. It was written on a sign at 9th and Main"

-----Ronald Reagan

What Tires Can Teach Us.

(about financial planning)

One day a few weeks ago, I noticed a slight throb coming from the front end of my car. Since I have regular maintenance done on it, I didn't think too much about it. I hadn't noticed it before. I looked at one of the front tires and it was wearing on one side more than the other. The next day I was driving past the garage that normally works on my car, and I thought I'd stop in. Gary, the owner came out, took one look at my tires and said 'Yup. That's your problem. You need new tires. I'll get you a quote.'" Now these tires were just three years old. I was surprised. Then he added "you also need a front end alignment". "NUTS" I thought. One more repair on an 11 year old car with 220,000 miles.

A few days later Gary called and said my tires were in and to bring the car over. No problem. Tires, alignment, how bad could it be? A few hours later, the phone rang. It was Gary. "Well, you are not going to like this", he began. "huh" I replied. "You need not only new tires and a front end alignment but you need new brakes all around, and two tie rods."

This wasn't going to be cheap. I had already invested a chunk of money in to other repairs. True, the car was getting old, but the thought of going out and buying another vehicle like it made my financial stomach turn.

Why hadn't I noticed the tires wearing before the other day? Why hadn't Gary's mechanics who work on the car all of the time notice? How could tires AND brakes wear out in 36 months?

The truth is, I'm not an automobile professional. They guys working on my car were 'repair' specialists, not trained to look at anything other than what they were assigned to fix. This misapplication of combined skills was going to cost a ton of money.

"WHERE'S THE TENT?"
by Sheila Murray Bethel, Ph.D.

Four friends of mine went fishing in a wild and beautiful national park. Finding a perfect campsite in a pine grove next to a river that positively shimmered with fishing promise, they quickly set up their big four-person tent, stowed their belongings, and set off eagerly down the riverbank with their rods and reels. When they returned to their campsite a few hours later, tired but happy, they stood open-mouthed in disbelief. There was a big empty space where their tent had stood. It was gone! A quick search showed that everything else was still there -- their stove, tools, food, sleeping bags, and personal belongings. Their first stunned confusion soon changed to anger and a storm of questions: Why did someone take the tent and nothing else? Was a tent all the thief needed? Did they interrupt him so he couldn't finish the job? Or would he soon return for more? And why did he, she (or perhaps "they") steal at all? Fortunately, they still had their Coleman stove, frying pan, and eating utensils -- all the tools they needed to cook their fish and eat it. And they still had their sleeping bags against the chilly night air. Over dinner and late into the night, they sat around the campfire, debating the significance of the missing tent. Finally they all agreed on what it meant. At peace at last, they climbed into their sleeping bags, gazing up at stars instead of canvas. Being city people, they rarely got to see stars up close and personal, "As if you could reach up and grab them," they told me. "And it didn't rain!" That night they slept more deeply than they had since they were babies. And what was the conclusion they all had reached, the discovery that allowed this oneness with the universe? They had once again realized that life is inexplicable. All of us have sudden changes in our life that are the equivalent of having the tent stolen from over our heads. We invest ourselves heavily in a project that fails. We lose a job, become ill or go through a life crisis. But as long as we still have the basics such as courage, faith, friendship, the ability to care and laugh and hope, we still have the tools we need for life. The thieves of life can't steal our enthusiasm and curiosity, our ability to care and love and be loved.

The moral: Someone will steal your tent every single time! Expect it, and be grateful that you still have the basics. Look up and enjoy the stars like the fishermen did. You may find new joys and opportunities that you never noticed before.

THE SEVEN C's OF SUCCESS
by Brian Tracy

After having studied top achievers and peak performers over the past 25 years, I've concluded that these unique men and women have, in most cases, mastered what I call the Seven C's of Success.

Clarity - Eighty percent of success comes from being clear on who you are, what you believe in and what you want.

Competence - You can't climb to the next rung on the ladder until you are excellent at what you do now.

Constraints - Eighty percent of all obstacles to success come from within. Find out what is constraining in you or your company and deal with it.

Concentration - The ability to focus on one thing single-mindedly and see it through until it's done takes more character than anything else.

Creativity - Flood your life with ideas from many sources. Creativity needs to be exercised like a muscle; if you don't use it, you'll lose it.

Courage - Most in demand and least in supply, courage is the willingness to do the things you know are right

Continuous learning - Read, at the very least, one book a week on business to keep you miles ahead of the competition. And just as you eat and bathe, organize your time so you spend 30 minutes a day exploring e-mail, sending messages, going through web sites, because like exercise, it's the only way you can keep on top of technology. If you get away from it, you'll lose your edge.

What Adjustments to 2015 Gross Income Are Available?

Once total or gross income from all sources has been determined, certain adjustments to income are available. These adjustments amount to a reduction in gross income and generally are granted to achieve tax fairness or in recognition of a desirable social objective. Adjustments to income are available **regardless** of whether a taxpayer itemizes deductions or takes the standard deduction.

The available adjustments to income include:

IRA Contributions Eligible individuals can contribute and deduct up to \$5,500 to an IRA; \$11,000 for an eligible married couple, even if one spouse has no earned income. For workers age 50 and older, the IRA contribution limit is \$6,500 for 2015.

Education Savings Account Contributions

Subject to income limitations, up to \$2,000 per beneficiary (generally a child under age 18) per year may be contributed to an Education Savings Account and deducted; subject to income limitations.

Student Loan Interest Deduction

Up to \$2,500 of the interest paid in 2015 on a loan for qualified higher education expenses may be deducted, subject to income limitations.

Health Savings Account Deduction

Contributions to a Health Savings Account, up to specified maximums, may be deducted.

One-Half of Self-Employment Tax

Self-employed taxpayers generally deduct one-half of their self-employment tax, as determined on Schedule SE.

Self-Employed Health Insurance Deduction

Self-employed taxpayers can deduct 100 percent of the health insurance premiums (including long-term care insurance premiums) they pay for themselves, their spouses and dependents.

HUMAN RELATIONS *by Zig Ziglar*

Abraham Lincoln, truly one of our greatest presidents, had a rather unique approach in trying a case when he was a practicing attorney. He went to great lengths to learn everything he could about what the attorney for the "other side" would say. Then, in his arguments, Lincoln would do a superb job of presenting the case from his opponent's side of the table. On occasion, the attorney for the other side would make the observation that Lincoln had presented the opposition's case better than he could have.

Perhaps you wonder why he took such an approach. First, he wanted to be fair. Second, he wanted to win the case if he believed his client was right. Needless to say, Lincoln then presented his own side with more fervor, facts, and reasons why his side was the right side. By using this procedure, Lincoln completely robbed the opposition of anything to say and built his own case in a stronger manner. He also wove in more humor and homespun stories when he presented his case. Most people, including jurors, like and trust those who give them cause to smile and who bring homespun logic to the table. What Lincoln did was simple. He practiced great human relations and used his abundant common sense. He wanted right to prevail and when he presented his case, as a general rule, the right side did win. Think about it.

UPCOMING EVENTS:

1. September 29th, Country Inn and Suites, Mankato, Free CE Classes for CPAs. 8am-12pm
2. Bonfire, Mankato, October 6 and 8, Retirement Planning Seminar 5pm.
3. October 28,29, Retirement Dinner Seminar, Dangerfields, Shakopee, 5pm.
4. December 1 and 3, Retirement Planning Seminar, Buce Di Peppo, Eden Prairie, 5pm.

Contact us through our website at www.srins.com to

Do I Need a Will??

The most basic estate planning tool, a will is the legal document that states the actions you wish to be taken after your death in regard to:

- the disposition of your property;
- the guardianship of your minor children; and/or
- the administration of your estate

Do You Need a Will?

If you have a spouse, children and/or property, the answer is most definitely

YES!

The alternative is to allow the state in which you reside to determine:

- how your property will be distributed among your heirs, including who those heirs are;
- the guardianship of your minor children, including who will serve as guardian; and/or
- how your estate will be administered.

Who Can Make a Will?

State statute determines who can make a will. Generally, you must be "of age," as defined by state law, and of sound mind. In addition, state law generally requires that your will be written, signed and witnessed by a required number of witnesses. While you can draw your own will, the preparation and execution of this important legal document is generally best left to an attorney.

For more information, please contact us at (952) 649 0504, or at srins.com!

What Tires Can Teach Us (cont'd) (about financial planning)

This begs the question: were my tires' wearing a signal something was wrong? Should I have expected a man trained to 'fix things' to go out of his training and notice something he was not assigned to repair?

In this case, my tires were a metaphor for many people trying to plan for retirement. They might have 'good tires' as in their investments, but they have a person with the wrong skill set doing the maintenance on their accounts. The investor doesn't see the wear and tear on their accounts, the risk they are taking by leaving the accounts in the hands of someone who isn't trained to what might happen if changes are not made in a prudent fashion.

The key is this; as we get closer to retirement, we need a plan and a planner with a different skill set. I have seen retirement plans go up in smoke because of advisors who are not equipped to see beyond the horizon.. Driving on uneven tires is one thing. Driving on a no tread retirement plan can be catastrophic.

***For more information, please contact our office!
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