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AN EMBARRASSMENT OF RICHES.

It is easy to become frustrated. We have goals, objectives, hopes and dreams. When we put make a plan, put our heads down and drive on with the plan, we expect those goals and dreams to become a reality. That's what we are taught. Work hard, play by the rules, make a plan and keep your nose to the grindstone and all will work out. In general, this is good advice. In reality God does throw us curves. A friend of mine once said "we make plans, God laughs."

I know this to be true.

However, often we feel we have failed. "I didn't finish college," or "I'm not wealthy"

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The Divine Promise

Be firm and steadfast that you may give the people possession of the land which I swore to their fathers I would give them. Above all be firm and steadfast, taking care to observe the entire law which my servant Moses enjoined on you. Do not swerve from it to the right or to the left, that you may succeed wherever you go. Keep this book of Law on your lips. Recite it by day and by night that you may observe all that is written in it; then you will successfully attain your goal.

Joshua 1, 6-8

are common inner monologues. Yet in many cases, this type of thinking causes us to miss what is really going on. It keeps us from being flexible and emotionally strong.

When Thomas Edison was asked about inventing the incandescent light after 20,000 experiments, he replied 'I know 19,999 ways not to make a light bulb'.

The same is true for our lives; especially our financial lives. Too many people who visit with me think "I should have done this," or "I should have done that". It takes real discipline to stand back, survey the field, and make necessary changes.

The biggest mistake I see people make is their belief that financial plans made in the past are going to be good for the future. The element we take on is this: as we get older, our risk tolerance should moderate. I don't mean risk in the sense that we move some mutual funds around like rearranging the deck chairs on the Titanic.

What I mean is that our sense of 'riches' changes from 'Assets' to 'Income.' Those of us who are thinking about retirement planning need to assess this fact: we need income we can't outlive. Life expectancy is drilling out the old idea of 'taking a little off the top' and expecting the rest to regrow, ad infinitum.

The real Embarrassment of Riches is the ability to access multiple income streams, if needed. This allows us to do all sorts of things without the feeling that 'we missed something' along the way.

THREE RULES FOR CHANGING STRESS INTO SUCCESS

by Denis Waitley

1. Accept the Unchangeable - Everything that has happened in your life to this minute is unchangeable. It's history. The greatest waste of energy is in looking back at missed opportunities, lamenting past events, grudge collecting, getting even, harboring ill will, and any vengeful thinking. Success is the only acceptable form of revenge. By forgiving your trespassers, you become free to concentrate on going forward with your life and succeeding in spite of your detractors. You will live a rewarding and fulfilling life. Your enemies, on the other hand, will forever wonder how you went on to become so successful without them and in the shadow of their doubts.

2. Change the Changeable - What you can change is your reaction to what others say and do. And you can control your own thoughts and actions by dwelling on desired results instead of the penalties of failure. The only real control you have in life is that of your immediate thought and action. Since most of what we do is a reflex, subconscious habit, it is wise not to act on emotional impulse. In personal relations, it is better to wait a moment until reason has the opportunity to compete with your emotions.

3. Avoid the Unacceptable - Go out of your way to get out of the way of potentially dangerous environments. When people tailgate you, change lanes. If they follow you at night, drive to a well-lighted public place. When there are loud, obnoxious people next to you at a restaurant or club, change tables, or locations. Also, be cautious of personal relationships developed via the Internet. With the massive number of individuals surfing the net, the number of predators increases in like proportion. Always be on the alert for potentially dangerous situations involving your health, personal safety, financial speculation and emotional relationships.

LIFE INSURANCE GIFTS

Regardless of your reasons for giving, a gift of life insurance can represent a substantial future gift to a favorite charity at relatively little cost to you.

You can: Make a Charity the Beneficiary of an Existing Policy: If you have a life insurance policy you no longer need, you can name the charity as the beneficiary of the policy, meaning that the charity will receive the policy's death benefit after you die. While there are no current tax benefits to this approach, the value of the policy will be removed from your estate for federal estate tax purposes.

Make a Charity the Owner and Beneficiary of an Existing Policy: Instead of simply naming the charity as beneficiary of an existing life insurance policy, you transfer full ownership of the policy to the charity. The charity will then receive the policy's death benefit after you die. In addition to removing the value of the policy from your estate for federal estate tax purposes, this approach also provides you with current federal income tax deductions.

Help a Charity Purchase a New Insurance Policy on Your Life: If you wish to make a substantial future gift to a charity at a relatively low cost to you, another alternative is to consider purchasing a new life insurance policy and name the charity as the policy owner and beneficiary. You then arrange to pay the premiums through gifts to the charity. This approach provides federal income tax deductions and the policy proceeds are not included in your estate for federal estate tax purposes. Important

Note: Most states through their "insurable interest" laws allow a charity to be the owner and/or beneficiary of an insurance policy on a donor's life.

Since state laws do vary, however, it is important to consult with a professional advisor before making a gift of life insurance to a charity. Please contact my office if we can be of assistance.



"If we had no winter, the spring would not be so pleasant: if we did not sometimes taste of adversity, prosperity would not be so welcome."

-- Anne Bradstreet

TYPES OF LONG TERM CARE

The U.S. Department of Health and Human Services estimates that the older population in the United States (age 65+) will more than double by the year 2030, to over 71 million Americans. When coupled with increasing life expectancies, this has led to a rapidly growing variety of options available to citizens who require medical and personal care services. By planning ahead, you can help assure that you receive the quality of care you desire should you need long-term care services in the future.

Nursing Homes

Residents in nursing homes are in need of more intensive medical and physical services. The goal of a nursing home (also known as a skilled nursing facility, extended care service, or health care center) is to help residents meet their daily needs and to return them home whenever possible.

Assisted Living Facilities

The goal of an assisted living facility is to provide assistance and personal care services as needed, while maintaining maximum resident independence in a more home-like setting than that provided by a nursing home.

Continuing Care Communities

The goal of a continuing care or life care retirement community is to provide a range of services, from independent living through full-time skilled nursing care, modified to respond to a resident's changing needs.

Home Health Care Services

By providing a variety of medical and personal services through nurses, therapists and home care aides, the goal of home health care is to make it possible for senior citizens to retain a measure of independence while receiving care in the environment they most prefer their own homes.

UPCOMING EVENTS:

1. April 26th & 28th, Retirement Planning Workshop, 5pm, Pier 500 Hudson WI
2. May 4th. CE Classes for CPAs. 0730 AM, Country Inn & Suites, Chanhassen.
3. May 10th & 12th, Retirement Planning Workshop, Bonfire Restaurant, Mankato, 5PM
4. May 24th & 26th, Retirement Planning Seminar, Spassos Restaurant, 5pm, Excelsior MN.
5. June 14th & 16th Retirement Planning Workshop, Weiderholz, 5pm, Miesville MN

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

TOOLS FOR THOUGHT

Statistics tell us there are 10,000 people a day turning 65. This has a variety of implications. The first is that many of these people will be on Medicare, or Social Security. These programs, designed in 1935 and 1965 were structured to be supported by the demographics and life expectancies of their times. This, of course has changed, dramatically. We are living longer, and there are fewer people in the workforce supporting the underpinnings of these programs.

Studies have shown the #1 concern of retirees and soon to be retirees is: 'outliving their money'. Because of changes in life expectancy, and the economy of the last 8 years, unique challenges have presented themselves. The Social Security Disability fund is insolvent. The projected date of Social Security Insolvency moves closer and closer to the current calendar date. Medicare's insolvency is also on the radar.

Stepping aside politics and macroeconomics, the most common concern is this: 'OK, got it. How do I plan to protect my retirement and my family?'

*As Ronald Reagan said 'there are simple answers to most problems, but not easy ones'. My answer is this: '**Income is King**'. Plan for **robust guaranteed income, and you'll sleep better at night**. The good news is this: That's what we specialize in at Scheiber & Associates. Call us and find out how we can help you!*

REAPING A MULTIPLE REWARD by Jim Rohn

For every disciplined effort, there are multiple rewards. That's one of life's great arrangements. In fact, it's an extension of the Biblical law that says that if you sow well, you will reap well. Here's a unique part of the Law of Sowing and reaping. Not only does it suggest that we'll all reap what we've sown, but it also suggests that we'll reap much more.

Life is full of laws that both govern and explain behaviors, but this may well be the major law we need to understand: for every disciplined effort, there are multiple rewards. What a concept!

If you render unique service, your reward will be multiplied. If you're fair and honest and patient with others, your reward will be multiplied. If you give more than you expect to receive, your reward is more than you expect. . . Everything of value requires care, attention, and discipline. Our thoughts require discipline. If our thoughts are confused, we will become hopelessly lost in the maze of life.

Confused thoughts produce confused results. For each discipline, multiple rewards. Life is like that. Even the bad experiences of life provide their own special contribution. Everything affects everything else. Neglect discipline, and there will be a price to pay. All things of value can be taken for granted with the passing of time. That's what we call the Law of Familiarity. Without the discipline of paying constant, daily attention, we take things for granted. Be serious. Life's not a practice session. Think about your life at this moment. What areas need attention right now?

The most valuable form of discipline is the one that you impose upon yourself. Don't wait for things to deteriorate so drastically that someone else must impose discipline in your life. Your life, my life, the life of each one of us is going to serve as either a warning or an example. A warning of the consequences of neglect, self-pity, lack of direction and ambition...or an example of talent put to use, of discipline self-imposed, and of objectives clearly perceived and

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