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"Statements without documentation are only opinions."

FBG
First Benefits Group, Inc.
Pioneers in Financial and Healthcare Strategies

Dear Terry,

Money - It's All About the Benefits.



November 2017

Giving Thanks

Our office will be closed on Thanksgiving Day as we give thanks for all of the blessings in our lives. We count you among those blessings.

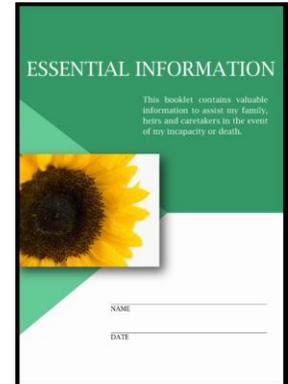
We thank you and wish you and your family a Happy and safe Thanksgiving.

The Staff of First Benefits Group, Inc.

Innovative Thinking on a Very Popular Subject - Money

1. Is all of your Essential Information located in one place? If not you should take the time to gather the information and store it in a safe place. Let someone know where it is. Here is a list of essential information you should have on-hand:

- In case of emergency - primary contacts
- Full name, addresses, social security numbers, phone contacts of spouses and children
- Relatives to notify with addresses and phone numbers
- Others to notify with addresses and phone numbers
- Advisors and Healthcare Professionals with phone numbers
- Locations and notes of Legal & Financial Documents
- Location of safety deposit box and keys
- Logins for Social Media



2. Permanent Whole Life Insurance is not an investment! You will receive reasonable rates of return if the contract is constructed correctly, but it will not match the upside potential of investment vehicles. It is an excellent place to store cash for opportunities as they arise. It provides an emergency fund for unexpected events. Many states have unlimited credit protection of the cash. And, it helps fulfill family obligations in the event the main breadwinner cannot fulfill his or her obligation of providing for the family. Investments should be a part of everyone's portfolio, but only after the permanent life insurance is in place.

3. Is always a good thing when it comes to your money?

- Always have enough predictable income at retirement so you can insure your monies last as long as you do.
- Always start with avoiding threats and fulfilling obligations before you seek opportunities.
- Always look for ways to reduce your taxes because taxes are the biggest drain on your cash flow.
- Always remember, our lives are governed by cash flow not accumulation of assets.
- Always develop a retirement plan that works in all market conditions.

4. When is the best time to take Social Security? It is impossible to know if claiming early or claiming late will maximize how much you receive from Social Security. The decision for a single person that has never been married for at least ten years to one person is simple. You tell me how long you are going to live, and we call tell you the best time to start taking your benefits. However, for married couples it can be more difficult. You have two life expectancies to consider, and possible spousal benefits. It is important to work with an advisor that has the financial tools that will help you make an informed decision.

5. Social Security announced the changes for 2018.

- Next year's Cost of Living Adjustment (COLA) for people receiving benefits is 2%.
- Also released at the same time, is the new amount of maximum taxable earnings. For 2018 that figure is \$128,700 up from \$127,200. The new maximum taxable earnings

means that the maximum a high wage earner can pay in the Social Security portion of FICA is \$7,979.40, and double that for self-employed people.

- The earnings test exempt amounts have also increased to \$17,040 per year for those under full retirement age and to \$45,360 for the calendar year a beneficiary attains full retirement age.

6. Do you have a mortgage if you are facing retirement and your house is free and clear? If you said no you might want to take a look at all of your assets. For many Americans their biggest asset, in addition to their house, is their IRA or 401K. Uncle Sam holds a mortgage on all of those funds. You won't know how much you owe on that debt until you withdraw the funds, because that is when the tax is calculated. Also, as your asset continues to grow so does the mortgage. It is important to plan early developing solutions to minimize this liability. There is a real possibility you could be in a higher tax bracket in retirement than your present tax bracket.

7. Having a mortgage on your house might not be right for you, but listed are a couple of counter intuitive thoughts about this topic.

- If you won the lottery today would you put your money into an account that earns zero interest? When you pay off the mortgage payments, even though you reduce the interest you pay on your house loan, you no longer earn interest on the cash, nor have the cash available for emergency use.
- Remember you have to qualify to get cash out of your house. The time to get the cash is when you don't need or want it. They probably will not give it to you when you need it.
- If you have a \$250,000 mortgage and \$250,000 in a side fund that is easily accessible - is your house paid for?
- If you have enough money in a side fund to satisfy the mortgage then is it a debt or financial obligation?

8. What is the role of a trusted advisor? Trusted Advisors learn their client's or prospect's answers to these questions before making any recommendations:

- Is there a problem that can be identified?
- Is the client aware of the problem?
- Does the client want to fix the problem?
- Is the problem fixable?

9. A few thoughts from Warren Buffet on money.

- Rule Number 1 - Never Lose Money. Rule Number 2 - Never forget rule Number 1.
- It is impossible to un-sign a contract, so do all of your thinking before you sign.
- It is easier to stay out of trouble than it is to get out of trouble.
- Wall Street is the only place that people ride in a Rolls-Royce to get advice from those who take the subway.
- It is not necessary to do extraordinary things to get extraordinary results



- My idea of a group decision is to look in the mirror.
- You should invest in a business that even a fool can run, because someday a fool will.
- Anything that can't go on forever will end.

Source: "The Tao of Warren Buffet" Mary Buffett

10. It is important to discuss with your Advisor how they get paid. You should consider doing it early in the conversation. All Advisors have biases. Some work on a fee arrangement while others receive compensation directly from the financial institution. Advisors must get paid or they will not continue in business. The most important thing to determine is: will their recommendation enhance your position, and do you have a high level of trust that they are working in your best interest regardless of their compensation method.

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First Benefits Group, Inc.

We are financial and insurance educators.

Our approach is unique and uncommon. We teach our clients how to be more efficient with their money. We can verify that being more efficient with your money is the safest method for building a solid foundation of protection and wealth.

There is more to be gained by avoiding losses than picking apparent winners.

We are experts in identifying threats to current and future lifestyles, and developing strategies to minimize or eliminate these threats.

To schedule a complimentary, no obligation appointment to discuss your personal circumstances, please call our office at 941.361.3057 x4.

Sincerely,
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