



## Quick Links

[www.firstbenefits.net](http://www.firstbenefits.net)

Join Our Mailing List!

## What Keeps You Up at Night?

- Retirement
- Estate Planning
- Education Planning
- Life Events/Family Security
- Eldercare
- Financial Basics



Terrance J. O'Brien

**"Statements without documentation are only opinions:"**

Dear Terry,



## Money - It's All About the Benefits.

### May 2013

Do you think you will live to age 75, 85, 95?

Below is a link to an interesting life expectancy calculator (excluding any accidental tragedy). It was developed by Northwestern Mutual Life. There are only 13 questions, but, according to their research on life expectancy, your honest answers are an excellent prediction of how long you are likely to live.

Whatever age the calculator estimates, your money will have to last at least as long as you do. Is it time to evaluate your financial situation to be certain you have long-term solvency?

<http://media.nmfn.com/tnetwork/lifespan>

**Out of the Box Thinking on a Very Popular Subject - Money**

**1. Do you know the real rate of return on your IRA?** We receive periodic statements from the financial institutions showing our account balances. The balances do not show the amount we get to keep. Uncle Sam determines the final number, and it doesn't happen until the money is withdrawn from the account.

**2. Will the decade of loss occur again?** The stock market was not very kind to investors during the decade of 2000. The S & P had an actual rate of return over that ten-year period of a negative .94%. Do you think it is possible we could have another collapse like that again? Are you prepared for it, and are you in a position to take advantage of this potential opportunity?



**3. Do you consider yourself wealthy?** The IRS reported in 2010 that 10% of wage earners in America had an adjusted gross income of at least \$116,623. This portion of the population also paid about 70% of the federal income taxes collected. Many people do not consider this to be a lot of income, but according to government standards, it is uncommonly high. Are you taking an uncommon approach to your money if you are in this bracket?

**4. What are the three most important things to consider when deciding to take Social Security?**

- It is a big decision and involves a lot of money. It could be as much as \$1 million in your lifetime.
- There are many options.
- The income needs to be integrated with your other income and assets.

**5. Research shows the need for long-term care during one's lifetime is about**

**72%.** In comparison, the probability of losing a home to fire is 3% and totaling your car is 18%. Medicare does not cover long-term care needs. It is health insurance for people over 65 years old. Most chronic conditions are not covered under Medicare. Long-Term Care Insurance kicks-in where Medicare stops.

**6. Life is a series of both expected and unexpected events.** Lifetime planning with our money requires we have successful financial outcomes regardless of the storms or events that occur during our lifetime. It is important we identify and plan for both the expected and unexpected.

**7. Are you screaming about paying too much in income taxes?** You may want to go back to 1975 and take a look at those tax brackets. According to the Tax Foundation, a couple filing jointly with an adjusted gross income of \$100,000, adjusted for inflation, were in the 50% marginal tax bracket. That same couple today is in the 25% marginal bracket.

**8. Are you using a professional guide?** People who climb Mt. Everest are true adventurers. They test life to its limit. The smart climbers use a professional guide. The guides greatly increase their chances of a successful journey, and they know the true danger locations on the mountain. Consider using a professional guide with your money. Someone who has the skill to deliver strategies that protect and grow your wealth in a safe and secure method.



**9. The knowledge you acquired might have an expiration date!** We are in an information explosion era. New technology allows us to verify everything. The information you thought to be true may not be true. An expression such as "buy term and invest the difference", "all debt is bad debt", and "you should never have a mortgage at retirement", should be re-examined to see if, in fact, it is the undeniable truth.

**10. What is the role of a corporate Chief Financial Officer (CFO)?**

Their role is to first protect and avoid threats to company assets, fulfill obligations, and help the Chief Executive Officer seize opportunity. Our role with our own money is exactly the same. We must first protect our income and assets and fulfill our obligations.

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 and 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,

Terry O'Brien

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

Terry O'Brien  
First Benefits Group, Inc.  
306 N. Rhodes Avenue, Suite 111  
Sarasota, FL 34237  
941.361.3057  
[www.firstbenefits.net](http://www.firstbenefits.net)  
[tobrien@firstbenefits.net](mailto:tobrien@firstbenefits.net)

© Copyright Terrance J. O'Brien 2013

[Forward email](#)



Try it FREE today.

This email was sent to tobrien@firstbenefits.net by [tobrien@firstbenefits.net](mailto:tobrien@firstbenefits.net) | [Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).  
First Benefits Group, Inc. | 306 N. Rhodes Avenue #111 | Sarasota | FL | 34237