

LEGACY WORKSHOP OUTLINE

What we're going to talk about today is Legacies. Some about your legacies. And some about your children and grandchildren's legacies. Which, of course, is an extension of your own legacy - your heritage.

First, let's introduce ourselves. My name is Tom Franklin. I have had the blessing of serving people in a number of industries over my career, and those experiences led me to this place, where I truly cherish the opportunities I have to meet wonderful folks, who have lived great lives and have made fantastic memories. My partner here is Ray Encomienda, he has been serving folks in real estate and financial services for many years. He is an expert in the field and I am honored to have him on the team.

It is amazing to me how much change takes place over the course of a single generation - great advances in medicine, transportation, communication and other technologies seem to occur more rapidly all the time. I know many of you have seen tremendous change in your lifetime... golly, I am amazed to go back to the neighborhoods where I grew up and see the changes myself.

Let me get an idea of who is here this morning - just by quick raise of your hand, do we have anyone in the room above 100 years old? In your nineties? eighties? how about seventies? sixties? younger than sixty?

Perfect, you all look much younger in person...

How many of you folks have Grandchildren? Awesome, keep your hands up - how many grands? Boys and girls? Do you have any great grands? Fantastic!

Fantastic.

So, let's talk about legacies - what Ray and I do is assist people in CREATING, GROWING, ENJOYING and TRANSFERRING their FINANCIAL LEGACY. In many cases, particularly for our friends of the generations represented in this room today, we are mainly helping with preserving and transfer of that legacy. Most everyone we work with wants to pass something on to their heirs, if they possibly can, and at the very least, avoid leaving any financial burden for their families.

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1.

The first area where we are often able to help is in what we refer to as **RETIREMENT ASSET PROTECTION - WITH GROWTH**

If you are one of the fortunate who actually have gotten this far and have some money, there is one simple rule - **DON'T LOSE YOUR MONEY!**

There are 3 ways we lose money when we are retired - without considering all the new Casinos we have in Maryland...

A. Don't Lose Money In The Markets - typically this means we are keeping our money in CDs or bank accounts which we consider low risk

B. Don't Lose Money To Inflation - unfortunately, when we protect our money in low risk accounts, we do lose money - we lose buying power as inflation exceeds the return on our money

C. Don't Lose Money To Taxes - when our money is passed to our heirs, the taxman may take a little - or a lot - off the top

In some cases - again this may not apply to everyone here - there are ways to actually protect your money from all three of these potential drains, and we can certainly talk to you individually about this.

2.

The second area, in fact the one we talk to more folks about than any other, is **FINAL EXPENSE PLANNING**.

Final Expenses are the financial responsibilities which will have to be taken care of upon our passing - certainly that includes funeral and burial or cremation costs, and all the ancillary items that can accompany those — and we find, on average in this area, the average is running about \$12500 for ground burial - then there often are medical bills and perhaps debts that have to be retired - those two really vary based on personal circumstances.

In our consultations, we often discover that folks who believe they have all of these things covered, don't actually have what they thought they had - sometimes their insurance policies have clauses that raise their rates, reduce their coverage or even cancel their policy if certain things happen - like they reach a certain age or become sick.

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We look for the following promises in in-force policies - and, we require these things be guaranteed in policies we place:

Affordable premiums that cannot be raised.

Benefit values that remain level for your lifetime.

Benefits pay directly to the heirs tax-free.

Policy cannot be cancelled as long as premiums are paid.

We will conduct a NO-COST FINAL EXPENSE REVIEW with each of you - if you have plans in place, we hope to provide satisfaction that everything is in order. If you don't have anything in place, or you think you should have a bit more, or you want to leave an extra gift to a charity or your loved ones, we can help you find out if you might be able to qualify for something - even if you have had some health issues.

3.

Our third realm we call TEACHING OUR CHILDREN.

Many "Baby Boomers" did not get as far as they would have liked financially, mostly at no fault of their own. Most want to help their children & especially their grandchildren avoid that result. Here's the real kick - SOCIAL SECURITY - probably everyone here today worked all your life to end up with a BARELY COMFORTABLE LIFESTYLE - and I know that's not what you want for your grandkids, right?

The core of the curriculum is overcoming what is sometimes referred to as THE BIG LIE. Most of you probably remember being told that when you retire your TAXES WILL BE LOWER. What they didn't tell us was that our SOCIAL SECURITY WOULD BE TAXED. And I have yet to have a retiree tell me that taxes are less of a burden than they were when they were working. Do you all agree?

BTW, I have 2 children - 3 counting my son-in-law - in their twenties. I'm thinking they are not going to see any Social Security checks when they retire - I'm glad they're paying in so I might get some though.

So we're educating our kids to save for their own retirement, and to consider a vehicle which allows them to 1) pay tax on the seed money they

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save rather than the big harvest they will accumulate for retirement; 2) Benefit from the upside of the financial markets without downside risks; 3) Have access to their money anytime, even before age 59-1/2, without tax or penalties; 4) Protect their money from creditors; 5) Exclude from calculations for student loans and grants; 6) Access their money tax-free when they retire; and 7) Pass a true legacy to their heirs, also usually tax-free.

4.

Lastly, we have programs for Parents or Grandparents to provide a FINANCIAL FAST START for their kids or grands...

By leveraging the power of compounding interest (the rule of 72) in a program that offers the same advantages I just mentioned - market growth potential without risk of principal loss, tax-free growth and access, etc. - we can create a fund for the children which can provide monies after high school for college, or perhaps a wedding; then a few years later a down payment on their first home, several years after that a nice vacation home, and then at retirement a significant comfortable income (they're not going to have Social Security).

That is a lasting legacy. And it is tailored to the individual family's situation, with a surprisingly affordable and flexible commitment.

So, that's about it - oh, there is one other thing - when we meet with you one-to-one, there is a free benefit for your children or grandchildren which we will help you access, it's pretty cool...

Now, on your survey cards just go ahead check the boxes next to all the items you want to review with us - RETIREMENT ASSET PROTECTION, FINAL EXPENSE PLANNING, TEACHING YOUR CHILDREN and/or THE FINANCIAL FAST START. BTW, we will simply share the information with you and if there is something that you might want to take advantage of we can HELP YOU APPLY to FIND OUT IF YOU CAN QUALIFY.

If you have any questions, jot them on the back of your survey card so we can answer them for you when we meet. We will collect those from you as you head out - thanks so much for having us.