

ANNUITIES GET OBAMA “FIST PUMP”

On January 30, 2010, *The New York Times* published an article called “Annuities Get Obama Fist Pump.” The article cited a report from the administration’s Middle Class Task Force that came out that same week. The report listed annuities “among the tools the administration is promoting as it tries to give Americans a better shot at a more secure retirement.”

The article stated that the biggest risk in retirement is running out of money and that the use of an annuity can prevent this. The discussion of annuities was somewhat antiquated. For example, it did not mention how you can have a lifetime income option and still retain your principal. It did not discuss the indecision of long-term care provisions in some annuities. Overall, it was a positive article on how the administration is promoting the use of guaranteed income annuities to solve the “retirement income crisis.”

We have developed an extensive knowledge of all annuities and their various pros and cons. We have also written a small piece on the different methods of turning retirement savings into lifetime income.

Call our office to request our publication “Failure is Not an Option: Turning Your Retirement Savings into Lifetime Income.”

NO-BRAINER MOVES TO PROTECT ASSETS

When individuals and couples come in to see us, we ask them the following question, “What are you concerned about?” Almost always, the answer is “protecting my assets.” Our next question is “protecting them from what?” For the most part, the conversation is about health, children, taxes, probate, not running out of money, in-laws, outlaws, etc. These are some no-brainer moves to help protect assets:

1. Protect real estate from attachment if nursing home is needed. Solution: Use a Life Estate Trust.
2. Eliminate or reduce estate taxes. Solution: Revocable A/B Trust.
3. Not running out of money. Solution: Use guaranteed income accounts for core expenses.
4. Protecting liquid assets for spouse/children/grandchildren. Solution: Income Only Trusts.

As you can see, the use of trusts and certain types of financial vehicles are often No Brainers.

Find out the upside and downside of all strategies and how they can enhance and protect your hard-earned assets. Make an appointment today for a free consultation.

CASE STUDY - HUSBAND AND WIFE IN ROWBOAT TOGETHER

Joe is a 72 year old who receives a monthly retirement income from his former employer plus social security benefits. His wife, Nancy, is 71 and has no pension income but does receive social security. Their concern is if Joe passes away first, Nancy would lose half his retirement check and would only be eligible for one social security check - the larger of the two. It was apparent that she could not maintain her standard of living if Joe predeceased her. Men usually die first, so this is of great concern. Thorough fact-finding disclosed a \$150,000 CD that was not immediately needed as income by the clients and earning a low rate of return. The solution we found was to transfer the \$150,000 low-yielding CD to a fixed annuity with a guaranteed growth and income rider. The rider costs less than half of 1%. For that small fee the guaranteed growth and income account will grow at 7.2%. If Joe lives to age 82 (a young age for today), the value of the account will double. The Rule of 72 shows that money doubles every 10 years. The result: \$150,000 increases to \$300,000 in 10 years. Nancy then has many withdrawal options available to her, including creating a lifetime inflation protected income stream. This is some of what we do - identifying potential problems and finding appropriate solutions. Call our office for your free consultation.

Rubino & Liang is a referral-based company.

Refer a prospect to us and put yourself in our drawing for a restaurant gift certificate!

Best Wishes!

Richard Rubino and Sam Liang

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WHAT'S HAPPENING

RICH

A couple of important things happened in February. First, it was Winnie’s birthday. The family gathers for a meal of her choice. I’m the cook and the children pitch-in. This year, Winnie’s mother, Vinnie, joined us. She now lives in Brookline and within walking distance of our house. The next important thing is our upcoming two-week vacation. This year we are going to Florida and our daughter, Jamie, grandson, Wes, and son-in-law, Jesse, will be with us for one week. I can’t wait to build those sandcastles with Wes. The rest of our family is doing well. I speak to my mother, Connie, every day and at 94 years of age, she’s still as sharp as a tack!



Great-Grandmother Vinnie and Great-Grandson Wesley

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SAM

February was a mix of emotions. I had attended three wakes. A close friend’s mother, a client’s mother and a neighbor’s mother all passed away within days of each other. The somber affairs seem to complement the equally bleak weather. On a lighter note, my son, Harrison, turned 9 and we had a birthday party at Nashoba Valley so he and his friends could go tubing. We had busy family weekends going skiing and trying to stay active. I don’t know about you but I can’t wait for the sun and warm weather to arrive! I’ve included a picture of my kids from last summer as part of my summer “wishful” thinking.



APRIL 2010 SEMINARS

Tuesday, April 6th - Cafe Escadrille, Burlington

Thursday, April 8th - Lombardo’s, Randolph

Seminars begin at 10:00 AM

Please call 1-877-630-8787 to make your reservation!

CREATE YOUR OWN PRIVATE DEFINED BENEFIT PLAN

In the old economy companies like General Motors, DuPont and Raytheon, offered their workers a Defined Benefit Plan. Simply put, it is a promise of a lifetime pension based on your age, years of service and salary. Such arrangements are becoming a thing of the past, like roll-up windows in your car. Remember those? Many studies show that those who retire with a pension live a more worry-free life than those who don't. Articles have been written about the importance of a personal pension. Well, it's not too late. You can create your own defined benefit plan by simply rolling over a portion of your 401K to a self-directed IRA (many companies allow this tax-free transfer). Once a portion of your retirement funds are in your own IRA, your investment choices are unlimited. On many occasions we have taken part of the retirement funds and created a defined benefit plan. These accounts have guaranteed growth and guaranteed lifetime income options. But, unlike traditional pension plans, you don't have to give up your principal with our "private defined benefit plans." Call our office for more information.

WE WILL ALL BE SINGLE ONE DAY

Recently, a long-time client passed away. He was not that old, just in his mid-70s, and had a heart attack after shoveling snow. His wife called to inform us and we attended his funeral (standing room only). Because of our efforts prior to his death, his wife had someone to come to and talk about "what to do now." The talk revolved around money and questions such as, "Am I able to maintain my income," and "I think I might sell my house and downsize. Can you help?"

For those of you who are married, most of you will be single one day, and not by choice. As a single individual, there are different asset protection concerns and strategies that should be explored. It's not that you have to understand them now, but you should have the talk, whether it is with us or someone else. When we implement a retirement income plan, we make sure we go over all of the "what ifs" so that all the bases are covered. Come in and discuss a comprehensive legal and financial strategy to cover all contingencies. This is what we do. Call us at 1-877-630-8787.

RETIREMENT GREEN ZONE

I recently saw a television commercial about the "retirement red zone." It got me thinking - why not a retirement "green" zone? Wherever you choose to put your money, there are different attributes you must consider, such as the following:

Do I want to risk my principal? When do I need to use it? Do I need it for income? How much access do I need? Do I want unlimited growth? Can I sustain a loss? Do I want to follow those two rules?

The retirement green zone is where money should be so that you are guaranteed a steady income for the rest of your life to cover at least your core expenses. You have choices. Explore all of them before you make a decision. We encourage everyone to use our retirement green zone strategies for both IRAs and non-qualified money. Call and let us take a look at your assets. We can help you get into the retirement green zone!

FIVE GREATEST CONCERNS AND SOLUTIONS

Over the years we have seen many people from different walks of life. Some have a lot of money and some have not so much. Some have health problems and some worry about health problems. Some have close families and some don't. Despite these differences, most people share the same concerns. The Top Five are:

1. Not running out of money.
2. Protecting assets if a nursing home is needed.
3. Avoiding taxes.
4. Making sure assets stay in the family, and
5. Not losing what they have.

A combination of legal work such as trusts, both revocable and irrevocable, can be a solution for part of these concerns. Recently developed financial products can provide financial security for you, your spouse, children and grandchildren. If you are concerned with all, or some, of the five listed above, call and set up a free consultation. We will provide you with specifics and fees without obligation. Call us at 1-877-630-8787 today.

NO BLOOD, NO MONEY TRUSTS

Just what is a No Blood, No Money trust? Is it a revocable trust? Is it an irrevocable trust? Is it a real estate trust? Is it a living trust? Is it a special needs trust? Is it a spendthrift trust? Is it a Medicaid pre-plan trust? The answer is: all of the above. The term "no blood, no money" is never used in a trust, but the provisions inside the trusts we use make sure that your assets go where you want them to go. Whether that ultimate beneficiary is a child, grandchild, adopted child, niece, nephew or your favorite charity, we include trust provisions that make sure the direction is very, very clear and binding.

We all know where we don't want our estate to go - to unnecessary estate taxes. For Massachusetts residents, there is an estate tax on all assets over \$1,000,000. This includes real estate, money and personal property. If you want to avoid and/or reduce this tax, you can use a No Blood, No Money trust. The trust would be appropriate for both single and married individuals. Please send back the enclosed reply card to inquire about our book *No Blood, No Money*.

Trivia, Anyone?

Who was the female lead in the movie
"Viva Las Vegas" starring Elvis Presley?

- A. Patty Page
- B. Patsy Cline
- C. Ann-Margret

Those who call with the correct answer are placed in a drawing for a prize of two movie passes to AMC Theatres. Take your best guess and give us a call at **1-877-630-8787**

WILL ANOTHER SHOE DROP?

2008 and 2009 were very scary years. All markets dropped substantially: the stock market, the bond market and the safe places market (bank CDs). In 2009, the market came back a bit. Is it going to continue to go up? Well, the beginning of 2010 doesn't look that good. We will admit, we don't have the answers. If you don't have the time to wait it out, what should you do?

There are alternatives that have proven safe and steady over the years and are geared for retirement income.

I don't know if another shoe will drop or not, but if you want to follow these two rules, Rule #1 - Just don't lose the money and Rule #2 - Don't forget Rule #1, visit us and discuss what options are available.

NEW SEMINAR DATES

Tuesday, April 6th
Cafe' Escadrille, Burlington, MA

Thursday, April 8th
Lombardos, Randolph, MA

Seminars begin at 10AM
Call 1-877-630-8787 to make a reservation

**DON'T FORGET TO LISTEN TO
PROTECTING YOUR WEALTH
WRKO 680AM Sunday 9am-10am
WBZ 1030AM Sunday 8pm - 9pm
WBOQ 104.9FM Sunday 7:30am - 8:30am
WCRN 830AM Saturday 11am - 12pm, Sunday 2pm - 3pm**