

“A budget tells us what we can't afford, but it doesn't keep us from buying it.” William Feather

News To Note

This is the last newsletter of the year. (Can you believe that 2014 is almost over?!) **We would like to wish all of you a joyful Holiday Season and a fantastic New Year.** We try to keep in touch on a periodic basis, but sometimes things get so hectic that we don't get to talk to you as often as we would like. If you require any service or would like a free review, please contact us or return the enclosed card. As always, thank you for your business, referrals and for the special pleasure of assisting you. We appreciate your friendship and goodwill, and assure you of every effort to maintain your continued confidence and satisfaction.

Don't forget to make your maximum tax advantaged, qualified **retirement plan &/or HSA contribution** for 2014. For more information, please contact our office.

Employers don't forget to comply with all of your **Annual Requirements.** If you offer any employee benefits, then there is most likely at least one that will apply. This includes, but is not limited to, Group Health & Retirement plans. Please contact us if you have any questions.

Medicare eligible individuals... The annual open enrollment period for Medicare Advantage & Medicare Prescription Drug Plans (aka Part D & PDP) begins October 15 for a January 1 effective date. Please note that you can only enroll or make changes during your Initial Enrollment Period (IEP), the Annual Enrollment Period (AEP), or if you qualify you for a Special Enrollment Period (SEP). Please let us know if you have any questions on Medicare Advantage, Medicare Prescription Drug &/or Medicare Supplement options (before it's too late).

The **Mandate requiring most Individuals to have minimum health plan coverage or pay a tax penalty** became effective January 1, 2014. Individuals may qualify for subsidies & small business owners may qualify for tax credits to help lower the cost of coverage. Subsidized health plans will only be available in Government sponsored Marketplaces (also referred to as Exchanges). We are certified to quote and submit applications on behalf of our clients for both Marketplace & Non-Marketplace. There has been a lot of confusion and misinformation therefore we highly recommend the benefits of utilizing a licensed agent (no additional cost). In addition to subsidy eligibility, plans that have the same name (ie Bronze) may not have the same benefits, provider network, drug formulary, or managed care features. Please contact us for more information.

The **annual open enrollment period for Individual Health Plan options begins November 15** for a January 1 effective date. Please note that you can only enroll or make changes during the Annual Enrollment Period (AEP) or if you qualify you for a Special Enrollment Period (SEP). Please let us know if you have any questions on Individual Health Plan options, government Subsidies or the Individual Mandate (penalty for not having qualifying health coverage) which became effective 1/1/2014.

Still confused about Health Care Reform (aka the Affordable Care Act & ObamaCare)? We have solutions but time is running out in order to make the best coverage and cost decisions, obtain possible subsidies, and avoid any of the new penalties. Please contact us as soon as possible so that we can review your options.

Do You Have Enough Life Insurance?

Life insurance can do some pretty amazing things for people. It can buy loved ones time to grieve. It can pay off debts and loans, providing surviving family members with the chance to move on with a clean slate. It can keep families in their homes and pre-fund a child's college education. It can keep a family business in the family. It can provide a stream of income for a family to live on for a period of time. First things first, though: you need to own life insurance.

Too many Americans do not have adequate life insurance protection. According to the industry research group LIMRA, 95 million adult Americans have no life insurance whatsoever. Here's the bottom line: A majority of families either have no life insurance or not enough, leaving them one accident or terminal illness away from a financial catastrophe for their loved ones.

What if you were suddenly gone and your family had to manage on their own? When was the last time you did the math to make sure your loved ones would be financially sound? Have you checked with your employer to find out what kind of life insurance benefit you have through work and whether you have the option to increase your coverage? When was the last time you had your life insurance needs reviewed by an insurance professional?

Every day, millions of Americans put their families' financial futures at risk by not owning any or enough life insurance coverage. Many people are simply unaware of how to purchase coverage and don't know where to turn for help. Eight in 10 Americans aren't sure how much and what type to buy and worry about making the wrong decision.

If you're one of the tens of millions of Americans who is underinsured, we urge you to get the protection you need, today. Please contact us if you would like assistance obtaining the right coverage for you and your family.

Now is the time to take action, don't procrastinate. Let's get together and review your situation (if you haven't been for your annual update we are going to find you). Call us up for an annual review, RIGHT NOW, while this is fresh on your mind. We'll take care of the rest!

Quiz Questions

(True/False, Answers On Last Page)

1. If you don't owe taxes, you won't be penalized for filing your federal income tax return after April 15.
2. If you didn't have health insurance in 2014, the penalty will be the greater of \$95 per adult (half that per child under 18), or 2% of total household income.

Thanks

We would like to thank those of you who have referred new clients to our office! As you may know, marketing for new clients costs a great deal of money, time and energy. We, like any business, need to get new clients, to stay in business. And, we have found over the years that marketing takes away time we would rather be spending with you! So, as we have learned, encouraging you to refer your friends and relatives to us, works for all of us. We help you, and you help us.

"Open your eyes, look within. Are you satisfied with the life you're living?" Bob Marley

Free Information

Our individual online health plan quote engine allows us (or you) to create and compare detailed, multi-health plan options in seconds! Regardless of your situation, we are recommending that everyone review their health plan options prior to 12/15/2013. Please contact us if you have any questions.

The **Individual Mandate** is the Health Care Reform provision that requires most individuals living in the United States to have health plan coverage or pay a penalty effective January 1, 2014. For more information, please request a free copy of our one page, easy to understand Individual Mandate Flowchart.

The **Employer Mandate** is the Health Care Reform provision that requires most employers with 50 or more full time equivalent employees to offer a certain level of health insurance coverage at an affordable rate to full time employees or face a penalty. For more information, please request a free copy of our free guide "Navigating the Employer Mandate".

The need for long-term care is one of the biggest financial threats you could potentially face in life and the time to prepare is now. Request a copy of *"A 3-Step Guide to Smarter Long-Term Care Planning"*. This free guide provides information and tips regarding long-term care planning and insurance protection, including understanding risks, avoiding mistakes, and reducing costs.

Do you know your Individual Retirement Account (IRA) options? Request a copy of our **FREE REPORT**, *"Know Your IRA Options"*.

If you're like most people, you may feel **your money should be working harder to help you meet your financial goals**. Over the years, mutual funds have proven to be a successful way to help investors plan for a comfortable retirement, save for children's college education, lighten tax burdens & increase monthly income. For answers to a lot of the questions that you may have about mutual funds, request a copy of our **FREE REPORT** *"Understanding Mutual Funds The Whole Story Made Simple"*.

Want to know five steps to a successful college savings program? Then request a copy of our **FREE REPORT**, *"Invest in Your Child's Future"*.

Want to know how much it will cost to send your child to college? Then request a **FREE** copy of our *"College Savings Projector"*.

Want to know if you should consider financial aid when designing a college savings plan? Then request a **FREE** copy of our *"Financial Aid Evaluator"*.

A generation ago, a savings account may have been all the future security anyone needed. Today, things are different. Saving isn't enough. Now it's vital that you invest wisely to get the most from every dollar set aside. **"Timeless Investment Techniques – Four simple strategies designed to help reduce risk"**, is our **FREE BROCHURE** designed to help manage the risk your portfolio will experience. Simple in nature, these strategies may help you feel more comfortable with the natural ups and downs of the financial markets.

Would you like to reduce your taxes, build vital retirement savings, or provide an attractive benefit to recruit, reward, and retain valuable employees? **"Retirement Solutions For Your Business"** is our **FREE**, easy to understand brochure that compares various retirement plan options available to businesses and self-employed individuals.

When it comes to making basic decisions about the medical and healthcare services you receive, make your wishes known. Request a copy of our **FREE REPORT**, "*Living Wills & Health Care Surrogate Designation*". It provides information for patients and their families about advance directives for medical care.

How about a **FREE REPORT** from our "*Insurance and Investment Comparison Service*"? Stop confusion once and for all. We track rates, coverages and financial stability ratings for over 400 leading insurers in a huge, continually updated database. We also track over 4,000 investments.

If something happened to you today, would your family know where to begin looking for important information? Call us for a **FREE** copy of our "*Financial Inventory Review Sheet*". It lists names, locations, phone numbers, account number, etc. of important documents.

Do your parents have an adequate retirement income? Will that income continue to be paid if one of them dies? Do they have a living will? Would they be able to pay for medical expenses related to a long-term illness? Do they have a will? Have they done any estate planning? Call us for a copy of our **FREE REPORT**, "*Some Questions Are Too Important Not To Ask*".

If you're going on a trip you plan ahead, but do you know how much you need to save for a comfortable retirement? Request a **FREE** copy of our "*Retirement Plan Estimator*".

If you would like to order any of our **FREE INFORMATION**, or would like some of your friends, coworkers, relatives, business acquaintances, etc. to receive a **FREE SUBSCRIPTION** to this newsletter, please fill out the info on the reply card, and we'll add them to the mailing list. We'll also send them a note with their first issue telling them that you had suggested they receive the newsletter, and to contact us if they would like to stop at any time. If you enjoy this newsletter, why not share it for free with people you know, with no hassle for you!

Quiz Answers

(Call Us For More Complete Answers)

1. True. The penalty for missing the filing deadline is a percentage of the tax owed with the return. If the IRS owes you, there is no penalty. Taxpayers who have refunds coming really don't have to worry about the deadline. Of course, the sooner in the year you file, the sooner you'll get your tax return in your pocket.
2. False. The penalty for not having qualifying health coverage in 2014, will be the greater of \$95 per adult (half that per child under 18), or 1% of total household income. The IRS will assess the penalty when you file your 2014 taxes next spring.

This information is solely advisory, and should not be substituted for professional advice. Any and all decisions and actions must be done through the advice and counsel of a qualified professional. We cannot be held responsible for actions you may take without proper financial, legal, or tax advice!

For questions or a free report, please contact us or return the enclosed card!

Providing Service, Knowledge & Solutions Since 1990

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