



# NEW OFFICE MANAGER

After almost six years, we had to wish Savannah a fond farewell. She decided to take early retirement and pursue her painting and FOSL activities.

We will all miss her dearly, but have been blessed in finding a replacement for her that I'm sure you will agree is a great addition to our FRA family.

If you haven't already met Maggie, please come by and get to know her. I'm sure you'll agree, she's well suited for her position!

After many years as an office manager, for businesses large and small, we persuaded Maggie to join our team in August. She approaches each day with an artist's eye for detail and a sense of humor.

A native of Chattanooga, Tennessee, Maggie started a love affair with Santa Cruz back in the '80's. A believer in "we are all in this together" she regularly volunteers locally and helps out friends and family.

In her off hours, she loves gardening, reading

a good book, chatting with girlfriends, working jigsaw puzzles, and spoiling her two cats.

## WELCOME



*Maggie Camp*  
Officer Manger

## INSURANCE CAN SAVE YOU MONEY

We've most likely all heard the old adage that the more money we are able to save, the more we've made!

Having the proper insurance coverage can save us a lot of money should some unforeseen occurrence

happen. If one of your trees falls on your neighbor's house, do you think you're covered? Actually only if you have "umbrella" coverage would you be covered!

If you buy a new car and a week later total it, how much will you

receive through your insurance coverage? Since cars depreciate immediately upon driving it off the lot, the only way you would have full coverage is if you purchase additional coverage called GAP insurance. Ask your auto agent about it!

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One word frees us of all the weight and pain of life: that word is...love.

And...If we can't love ourselves, how can we love others?  
*Author Unknown*

## PREPARING FOR RETIREMENT

A very frequent comment I hear is the phrase “I’d like to retire but I’m not sure if I can afford it”.

Being able to retire financially is only part of the challenge facing our baby boomers of today.

Money is only one part of a successful retirement. If you don’t have your health and you aren’t able to enjoy life, then what kind of retirement do you think you’ll have? Make sure you are thinking about all three components of a successful retirement before you take the big plunge!

When planning for a successful retirement, be sure to add in potential additional expense for health care. Health care today is one of

the retiree’s biggest challenges.

According to AARP, in 1987, the number of uninsured Americans under age 65 was 29.5%. Today it is exceeding 46%.



*Elaine Kiernan, CFP®, CDFA, CSA  
Co-President of the Monterey Bay FPA '07-'08*

Don’t end up without health insurance at your retirement!

If you are age 65 at retirement, you are most likely eligible for Medicare coverage. The Medicare sup-

plement coverage as well as the drug coverages available can be both confusing and expensive. If you would like to review your choices, contact our VP of Insurance, Todd Corgill and he can help you in sorting our your options.

Make sure you become active in some outside activities or volunteer work. Form a new identity and learn how satisfying helping others can be.

Before you retire, while you have your full insurance benefits be sure to take care of all your medical and dental needs so they’ll be covered while you’re still under your company’s plan.

## DO NOT CALL

If you’re like me, when we had the chance to sign up for the “Do Not Call Registry”, we all jumped at it.

What many of us didn’t realize was that it’s only good for five (5) years. So, if you were like me and signed up for it when it came out in

2003, you will need to re-register by next June or you’ll be put back on everyone’s marketing list!

Still getting annoy some calls? Be sure to firmly tell the caller that you want them to put you on their Do Not Call List. If they continue to call you or solicit your business,

you can report them at the same website you use to sign up or re-register. [www.donotcall.gov](http://www.donotcall.gov)

**1-888-382-1222.**



## “I DON’T NEED LONG-TERM CARE INSURANCE...MY KIDS WILL TAKE CARE OF ME!”

Really? Have you checked with your kids about that? Do you really want to burden them with that responsibility? Sure, they love you enough to do it, but why should they have to? They have their own families to take care of.

The time to consider LTCi is when you’re healthy enough to

qualify for it. Elaine, herself, has the tragic story of the years preceding her husband Walt’s passing. The emotional burden was overwhelming enough. The financial burden could have been minimized with LTCi.

Let’s take a close look at



*Todd Corgill  
VP Insurance*

the Return on Investment of LTCi for you. It only takes a few minutes on the phone and I can email the results to you. At least you would have some idea of your options...what do you have to lose? ANSWER: The burden of worrying about dignified care later in life.

## MARKET NEWS & VIEWS

Hope you all had a wonderfully fun summer. I want to address the current concerns we are hearing from our clients and others in our community regarding the crisis in the sub-prime loan industry. It's amazing how the media grabs onto things and attempts to spin such cataclysmic events out of such a thing. Our feeling is that while the financial markets may, at times, shrug their shoulders at a degree of greediness in the markets, it will not long tolerate the type of blatant, usury greed exhibited by the now exposed seedy sub-par lenders. It's kind of like a forest fire; a naturally occurring cleansing of diseased and dead wood.

Unfortunately, there are often

innocent human and animal victims in such a fire. What's happened in the lending industry is not new; it was a history lesson that has been taught in times before; yet seems to have been forgotten. The lesson; *you cannot lend out vast amounts of money to borrowers who are borderline, and not expect to end up with high percentages of defaults.* There are a lot of factors that have contributed to this crisis. We do believe that it will subside over the next couple of quarters.

Keep in mind that there are several important segments to our economy. *Financing of housing is just a piece of it.* The sub-prime sector is an even smaller section of that. Granted, the fallout has pulled good

lenders, good financial institutions and ultimately the markets, down by association. We believe that the good, solid corporations out there are already bouncing back and will continue to do so. Our ongoing strategy will be to continue following a balanced investment approach; selling from our portfolios if warranted and buying periodically and over time; as is our usual, standard procedure.



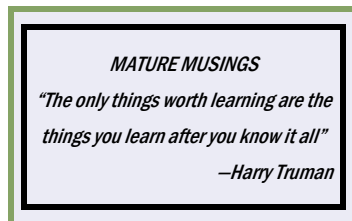
*Lisa Rosenau*  
VP of Asset Management

## ESTATE PLANNING BASICS

How early should you begin with planning your estate? It has been my experience that the longer you wait and/or the worse your health is, the more difficult it will be to objectively plan appropriately.

It's important that we come to terms with our own mortality. Tasks include estate planning, making sure your will or trust is current, and executing advance

directives. We even have our clients complete a Memorial Guide which let's those they love and are left behind what type of funeral and/or service they wanted.



Consider the mementos you want to gift to individuals or legacy bequests you want to have made. By dealing with all these now, you'll be able to relax and enjoy those golden years!

If you would like the name(s) of some estate planning attorneys, please give our office a call.

## YEAR END TAX MOVES...

Remember, we all need to pay our fair share in taxes...but to pay more than that is only funding activities none of us want to see...

- Make sure you've maximized your non-cash donations by taking down as much as possible to your favorite non-profit. Make a list of what you take down and save the receipt.

- If you feel your income will be higher this year than next, pre-pay your property taxes as well as any other subscription or renewal of services.

- Maximize your retirement contribution.

- Make sure your tax professional actually talks to you and provides you with advice on minimizing your tax bill!

- Call us if you want a referral to a tax person!



**MINIMIZING TAX LIABILITIES!!**

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