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financial



S U C C E S S

SUMMER 2017

## Start Longevity Planning Now

**J**ust because we are living longer doesn't mean we're going to remain healthy throughout our longer lives. While some credit goes to more active, health-conscious, smoke-free lifestyles, it's safe to say that today's seniors owe more to prescription drugs and medical advances for lengthening their lifespan.

And health care costs money — lots of it. In fact, Fidelity Investments found in its 2016 *Retiree Health Care Costs Estimate* study that a 65-year-old couple retiring last year with Medicare coverage will still need \$260,000 to pay for medical expenses throughout retirement, excluding nursing-home care.

And with a longer life comes

the greater likelihood of needing assisted-living or long-term care. According to the Genworth 2016 *Cost of Care Survey*, assisted living averages \$44,000 a year and nursing homes average more than \$82,000 a year — per person.

Some of the things you can do to plan for a long life come down to repositioning your assets — as well as your approach toward life.

For example, lifestyle factors can contribute significantly to both how long you live and the quality of life you lead. Areas where most of us could easily pay more attention include lower caloric intake, higher vegetable and fruit consumption, a higher fiber diet, lower body fat, and regular exercise.

Furthermore, research has revealed that as you age, learning new skills can help protect the brain against age-related memory decline and dementia. This is particularly important during retirement when you no longer have the day-to-day cognitive challenges that kept your mind active. Effective brain-stimulating activities include doing crossword puzzles, playing video games, learning a new skill such as cooking or ballroom dancing, or learning a foreign language.

Studies have also found that people who feel the most socially connected are four times less likely to develop serious illnesses.

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## Calendar of Events

### 2017 State of the Markets

Mon, August 21, 6:00 – 8:00 p.m. | Clifty Falls Restaurant, Madison | Dinner Provided  
Tues, August 22, 6:00 – 8:00 p.m. | Two Rivers Restaurant, General Butler State Park | Dinner Provided  
Thurs, August 24, 6:00 – 7:30 p.m. | Drury Inn & Suites, Louisville | Refreshments Provided  
Sat, August 26, 10:30 – 12:00 p.m. | Drury Inn & Suites, Louisville | Refreshments Provided  
Mon, August 28, 6:00 – 7:30 p.m. | Drury Inn & Suites, Louisville | Refreshments Provided

### Optimizing Your Social Security Benefits

Mon, September 25, 6:00 – 8:00 p.m. | Clifty Falls Restaurant, Madison | Dinner Provided  
Thurs, September 28, 6:00 – 8:00 p.m. | Two Rivers Restaurant, General Butler State Park | Dinner Provided

\*Louisville dates will be announced soon!

## Start Longevity

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### Finances

This is a good time to think about your priorities and align your assets to support your personal goals (not just your financial aspirations). In fact, you may need to reposition your assets to accommodate a longer life with fewer assets than you previously thought.

When we talk about reevaluating and establishing financial goals, it shouldn't just be about seeking a 10% average annual return on your investments over the next five years. You should consider what you actually want to do with your money. What is the purpose of it — to live out your life comfortably and secure, or to live in luxury, entertain, and travel extensively? The latter lifestyle may no longer be your priority, so before you determine what changes to make in your finances, it's important to establish what you want from your life.

Even in retirement, your portfolio may need to be positioned for both growth and security. Growth to meet the challenges of a long life and the impact of long-term inflation and health care, but also sources of secure income to ensure that your daily essential-living expenses will be met.

### Insurance

During this continuing era of slow economic growth, remember that one of the key components to managing wealth is managing risk. In addition to the traditional sources of retirement and estate planning, consider today's popular insurance options, such as annuities, long-term care, and life insurance policies.

## Calculating Life Insurance Needs

**W**hile life insurance can serve a variety of purposes, one of the most common is to maintain your family's standard of living in case you die. Thus, you need to purchase an appropriate amount of insurance to ensure your family is adequately covered. To determine how much insurance you need, consider these questions:

**How much life insurance do you need?** First, consider what other income sources your spouse and/or dependents will have. This could include your spouse's earnings, retirement plans, Social Security benefits, savings, and investments. Life insurance proceeds will likely be needed to provide the difference.

Your life insurance needs will change over time, so you should periodically go through this analysis.

**What lifestyle do you want to provide for your spouse and dependents after your death?** Review your needs in detail, taking a look at things like:

✔ Do you want to provide the same standard of living, including things like vacations and club memberships? Will your spouse and children live in the same house?

- ✔ Will the family have to make different child care arrangements?
- ✔ Do you want to provide for college educations for your children?
- ✔ If your spouse doesn't work, do you want that to continue or do you expect him/her to work after your death?
- ✔ Do you need to consider the support of elderly parents or other relatives?
- ✔ How long must your family live off the insurance proceeds?
- ✔ Do you want to pay off a mortgage or other debt with insurance proceeds?
- ✔ Do you have estate tax considerations you want to address with life insurance?

**How much will that lifestyle cost?** Come up with an estimate of how much this lifestyle will cost. Include all of your current expenses that would remain the same as well as any new expenses you have identified, such as for child care.

Please call if you'd like to review your existing circumstances against your life insurance coverage. ○○○

### A Lifelong Plan

Life is long, and it's getting longer with each generation. They say that life gets in the way of even the best-laid plans, and it's true. Every plan — even a financial plan — requires tweaking and adjusting periodically to account for current events. However, your personal goals may well remain the same for the rest of your life. So if you

establish the purpose of your money — what it is that you want out of life — then you can reposition your assets to help you reach those goals.

Please call if you'd like to discuss longevity planning in more detail. ○○○

# Guarding Your Financial Information

**A**n estimated 17.6 million Americans were victims of identity theft in 2014, with 86% experiencing the misuse of an existing credit card or bank account. Approximately 4% of victims had their personal information activity stolen to open a new account or other fraudulent activity (Source: Bureau of Justice Statistics, September 2015).

Protecting your financial accounts and information is extremely important. Here are some steps to help you guard against becoming a victim:

## Passwords and PINs

Create strong passwords that contain numbers, letters, and symbols, and don't share them or store them on your computer. If you need to write down your passwords and PINs, put them in a secure place. While it can be a hassle, you should change your passwords and PINs on a regular basis.

## Keep Your Computer Secure

It is best to always use your own computer or device to access your financial accounts. Make sure your computer has up-to-date security software, including antivirus, antispyware, and spyware detection

that is configured for automatic updates.

## Completely Log Out

After completing financial transactions, always click the log out button to terminate your session. Access to your account may not be terminated by closing your browser or entering a new web address.

## Use Secure Wireless Connections

Only use secure wireless connections when accessing your financial accounts, as they provide much more security than unsecured Wi-Fi connections. Be cautious of using hotspots in public areas, like airports, hotels, and restaurants, because they often reduce their security settings to make it easier to access their wireless networks.

## Protect Your Apps

If you access your financial accounts through an app on your mobile device, make sure you use the highest security setting that is available and your device is password protected.

## Check for Secure Websites

Most financial institution sites are very secure; but when shopping

online with your credit card, make sure the login page indicates that it is a secure site. The address of a secure website connection starts with https instead of just http and has a key or closed padlock in the status bar.

## Never Respond to E-mails Requesting Personal Information

If you receive e-mails requesting personal information, such as your Social Security number, passwords, or PINs, do not respond to them. A legitimate company or financial institution would not ask you to provide or verify sensitive information through e-mail.

## Review Your Statements

Make sure to review all of your monthly financial account statements to ensure all transactions are accurate.

## Secure Your Documents

Find a safe location to maintain your financial documents. When disposing of any financial information, make sure you shred the documents before throwing them away.

## Protect Your Social Security Number

You should keep your Social Security card in a secure place and not carry it with you. You should also never use your Social Security number as a username or password.

## Check Your Credit Reports

By reviewing your credit report on a regular basis, you may be able to identify inaccuracies or unauthorized activity. You can obtain a free credit report every 12 months from the three different credit bureaus by visiting [AnnualCreditReport.com](http://AnnualCreditReport.com).  
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## Tater Tot Nachos (aka Totchos Supreme)

### INGREDIENTS:

32-ounce Bag Frozen Tater Tots

3 – 4 Slices Bacon, cooked & chopped

½ onion, finely chopped

3 cloves garlic, minced

1 lb Lean Ground Meat (Beef, Bison, Chicken, Turkey)

1 Tablespoon Chili Powder

¾ teaspoon Ground Cumin

½ teaspoon Paprika

½ teaspoon Cayenne Pepper

¼ teaspoon Oregano

½ teaspoon Salt

½ teaspoon Black Pepper

3 – 4 Green Onions, washed & finely chopped

~15-ounce jar Salsa Con Queso (cheese sauce), heated in the microwave

Add to Taste: Salsa, Guacamole, Sour Cream

Prepare the tater tots using the oven method instructions on the package. Err on the side of overbaking — you want the tots to remain as crunchy as possible.

Cook the onion and garlic over medium heat until softened. Add the meat and stir to mix. Once the meat is no longer pink, mix in the chili powder, cumin, paprika, cayenne pepper, oregano, salt and pepper. Stir. Cook until the meat is browned.

Once the tater tots have finished baking, plate them and top with the meat, salsa con queso, salsa, guacamole, sour cream, and green onions. Crumble the bacon over the top and serve immediately.

## Investment Answers News

As summer wraps up, we begin to wind down a full year of celebrating our 10th year of being independent financial advocates. It has been our greatest honor spending time with so many of you at a variety of events, during retirement parties, annual reviews, family meetings, and as you say goodbye to your loved ones.

Our Legacy Planning events are important to share with you so that you can include your family in discussions about wealth and fiscal responsibility across the generations. Keep an eye out for the invitations. Space is limited, so don't delay — RSVP!

September is Life Insurance Awareness month, and we cannot stress enough how important it is to use life insurance to transfer risk off of you and your loved ones and onto an insurance company. A "Life Value" is a person's ability to make income over a period of time. Do you have enough coverage to replace your Life Value if and when the unexpected happens?

Furthermore, we cannot stress enough how important it is that you have a Power of Attorney (POA) in place for Assets & Health, a Living Will, and an updated, accurate Last Will & Testament. Please get these Essential Life Documents in order and let your family know where they are located. We are here to help.

## When Adult Children Return Home

Adult children return home for a variety of reasons. Use their situation to help reinforce basic financial concepts:

✓ **Set a time frame.** Avoid an open-ended time period. Setting financial goals is an important step to working toward financial independence. Encourage them to stay committed to those goals, even during difficult circumstances.

✓ **Charge rent.** There are increased costs when your child returns home — additional food, phone bills, utilities, etc. Although you don't have to charge a market rental rate, you should charge something. If you're uncomfortable taking money from your child, put the rent money aside in a separate account and use it to help your child when he/she moves out.

Also decide which chores your child is expected to perform.

✓ **Put your agreement in writing.** While putting everything in writing may seem too businesslike, it gives you an opportunity to clearly spell out your expectations and the rules of the house. This can prevent future misunderstandings.

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