



Dillard

Financial Solutions Inc.

"Guiding Your Money To Safety"

Safe Retirement Planning



SECOND QUARTER 2013 NEWSLETTER

WHEN TO MOVE YOUR MONEY TO SAFETY

STEVE DILLARD

So far, 2013 has been a breath of fresh air for a lot of Americans who have seen their IRA's and 401k's move up. Record highs have been reported from both the DOW and S&P500. If you're one of those fortunate enough to see this record growth, then you're probably asking yourself the same question as so many others: *How long will I be able to keep these record increases?*

Now is the time to move your IRA's and 401k's to safety if you can. Most people at the age of 59 1/2 are doing this. Many of them have made the decision to take their record increases and keep them rather than risking a loss when the market turns again. And the market *will* turn again. More and more Americans are aware that what happened in the past can, and will, happen again. Fortunately, there are many options for your retirement income that will give you both *safety and growth*.

Now for the big question: *What will it take to finally convince you to move out of the risky stock market?* We hear time and time again from our clients that they fear losing their future income. As times change due to significant events worldwide, we will see record-breaking market highs, but we will also see record-breaking market lows. Most people we speak with don't have 5, 10 or 15 years to gain back huge losses in their retirement income due to market downturns. Do you?

So what are your options? Most individuals have the option to move their funds to insurance products that are designed for retirement income. *Products that are guaranteed to provide an income for life, or a set amount of time.* These products are guaranteed to insure you that your hard-earned retirement income will be in place

when you need it most. *These products provide both growth and safety at the same time.* We hope you don't wait until we see another huge market downturn like the one we saw a few years ago to make this move. Contact us today toll-free at 1-800-692-7643 or email us at dillardfs@aol.com to set up a time for one of our licensed representatives to come visit with you and show you the options available to you.



Steve and Teresa Dillard

Federal Benefits Educators

2381 Highway 441, Suite C
Sumter, SC 29154
DillardFS@aol.com

Moving money can be scary, especially in these uncertain times, but at Dillard Financial Solutions, Inc., we are here to help you make positive choices that will give you and your loved ones the retirement lifestyle you have earned. Don't wait until the market takes a turn for the worse and takes your money with it. *Call us today!*

IN THIS ISSUE:

<i>When to Move Your Money to Safety</i>	1
<i>Meet Our Team / National Ethics Assoc</i>	2
<i>Steve Dillard: Honorary Command Chief, Shaw AFB</i>	3
<i>Thanks to Our Union Partners</i>	4
<i>TAG Black Diamond Award Presentation</i>	4
<i>NASCOE: Stone Mountain, Georgia</i>	5
<i>An American Success Story</i>	6
<i>American Equity Client Appreciation Event</i>	6
<i>Your First Annuity</i>	7
<i>Missouri League of Postmasters Convention</i>	8
<i>Sudoku Game</i>	8
<i>APWU Tri-State Convention</i>	8
<i>The Power of Social Security Optimization</i>	9
<i>SS Optimization (Cont.)</i>	10
<i>Capitol Atlantic Cabinet Meeting</i>	10
<i>MACOE State Convention (Mississippi)</i>	11
<i>Spring Recipe</i>	12
<i>Contact Information / Employment Opportunities</i>	12

Our Staff of Professionals at the Home Office is Here to Help!



Steve Dillard
Licensed Representative



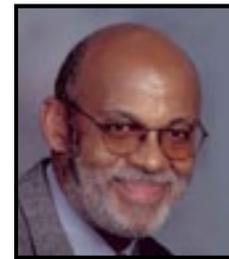
Teresa Dillard
Licensed Representative



Brent Dillard
Licensed Representative



William Taylor
Consultant



Leon Amos
Consultant



John Foran
IT Consultant



Patty Patterson
Law Enforcement
Consultant



Geoff Roberts
Webmaster



Matthew Morse
Marketing Coordinator



Leslie Barch
Administration



Why Choose a National Ethics Association Certified Member?

In Today's Financial World... *TRUST IS A MUST*. Now, more than ever, there is an increased need to know who you can trust in the financial services industry. By choosing an approved member of the National Ethics Association™, you will gain the added assurance of knowing that you are working with an advisor who has successfully passed our Ethics Check System™ and has agreed to maintain our membership standards. Dillard Financial Solutions, Inc. is a Certified Member of the NEA (National Ethics Association). The NEA is a membership organization of financial professionals who have successfully passed a series of background checks and have agreed to uphold the principals and standards of the NEA.

All members are admitted into NEA's online national registry, where consumers can view a member's approval status and professional profile. NEA is not a financial designation, nor does it sell or endorse any financial products. The background check includes: Criminal background check, Professional license check and Civil background check.

To learn more about the NEA, visit www.ethics.net

In the same way, let your light shine before others, that they may see your good deeds and glorify your Father in heaven.

— Matthew 5:16



From left to right: Command Chief James Wilkerson, 20th Fighter Wing; Honorary Command Chief Steve Dillard; , ACC Command Chief Richard Parsons; Command Chief Fred Gordon, Ret.

• CONGRATULATIONS •

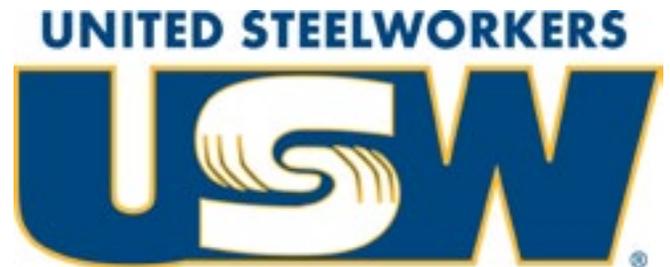
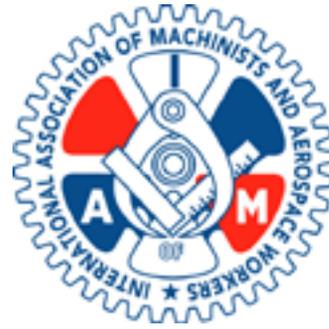
STEVE DILLARD

HONORARY COMMAND CHIEF • SHAW AFB

We would like to congratulate Steve Dillard for receiving the first ever Honorary Command Chief Award at Shaw Air Force Base. This is a great honor for Steve and we are grateful to the command at Shaw for recognizing Steve's efforts and presenting him with this prestigious honor.

THANK YOU!

We would like to thank the union presidents of **USW**, **IAM** and **IBEW** at KapStone for giving us the opportunity to help secure their members' retirement plans, and we would like to extend a very warm welcome to all of our new clients this quarter!



BLACK DIAMOND AWARD WINNERS!

FEBRUARY 2013 // SAN DIEGO, CA

For the second year in a row, we are proud to say that we received the Black Diamond Award from Tucker Advisory Group for our outstanding performance. Steve was the No. 3 Agent overall and Dillard Financial Solutions, Inc. was the No. 3 Agency.

We would like to take this opportunity to thank everyone at TAG for recognizing our efforts and we would like to extend a very special thanks to our clients, who made this award possible. Thank you for your continued support and for making our business what it is. We couldn't do any of this without you.

Blessings,
Steve, Teresa and Staff

We are now partnered with



- Accident
- Disability
- Hospital Indemnity
- Cancer
- Dental
- Vision

HAPPY BIRTHDAY!!!

We would like to wish all of our clients a very happy birthday! May your day be filled with happiness and all of God's blessings!

NOW PROVIDING GROUP POLICIES



NASCOE GEORGIA STATE CONVENTION STONE MOUNTAIN, GEORGIA



We would like to congratulate Wendell Batten for winning our grand prize!

An American Success Story

“Success occurs when your performance exceeds your plans.”



D.J. Noble, Chairman

AMERICAN EQUITY is a maverick in the insurance business, coming to life over 15 years ago at a time when most companies were selling, merging, consolidating and divesting. No one had considered starting a new insurance company in years. But then David Noble is no ordinary Chairman.

Focused on growth, American Equity started from scratch with a business plan written on a legal pad and a proven management team that was groomed for this challenge. They hit the ground running with a strategy based on service, people and a vision for the future.

The results speak for themselves.

Today American Equity is **No. 3 All-Time*** producer of Index Annuities in the US. We've grown from zero to more than **\$16B in assets** with **330 employees** and over **45,000 agents** — in just over 15 years.

Our vision remains crystal clear. We're **No. 1 in service** among agents and we're working to be No. 1 in growth and production. We value long-term relationships and deliver innovative products that help our customers preserve their assets and achieve their financial goals.

We invite you to join us and be a part of our American Success Story. Call us and see how easy and rewarding it is to do business with American Equity.

— American Equity

AMERICAN EQUITY Client Appreciation Event



YOUR FIRST ANNUITY

KIETH DENNIS // ABOUT.COM

PURCHASING YOUR FIRST ANNUITY can be a little nerve wracking because annuities have more options and details than any other investment. It is overwhelming at first because your other investing endeavors have probably been much simpler. To purchase a stock, all you need is a price and how many shares you want. To purchase a mutual fund, all you need is how much money you want to invest. For an annuity, there are so many decisions to make, the insurance companies created a contract to combine them all. The contract happens to be one of the major benefits of annuity investing versus other types of investing.

FIRST STEP, SUITABILITY

Suitability is the main concern when looking at an annuity purchase.

While annuities are great products, they are not right for everyone. To make sure the annuity is suitable you need to answer yes to a few questions. Is the money you are investing long term money? Will you be 59 and a half or older when you start withdrawing income? Can you leave the principal and only take income or the free withdrawal amount for the entire surrender charge schedule? Do you have other investments that will not be in the annuity that you can use for emergencies?

TYPES OF ANNUITIES

The type of annuity you choose is dependent upon your intent for the money invested and your individual financial situation. Each annuity is designed for a specific purpose and should be used as tools to better your financial status. Whether you are looking for higher growth, higher interest, or increased safety, annuities have many options. Your agent will show you the details on each annuity you are looking at and what each annuity is designed to do over the long term.

A variable annuity has potential for market growth, but also market loss as well. A fixed indexed annuity is for long term growth. It has market-linked earnings potential but does not lose value when the market is down. Both of these annuities can also be used to plan for income during retirement. The fixed interest annuity is for safe money or income only investors. It is not linked to the market, but provides a stable fixed interest for income or savings. The immediate annuity is for people who need immediate income.

THE APPLICATION

Once you can answer the suitability questions affirmatively, your agent will help you fill out the annuity application. It might just seem like new

account paperwork but it really is an application. The insurance company will take the answers to your questions and make sure from their standpoint if an annuity is appropriate for you. Be sure to answer the questions on the application as truthfully and as specifically as possible.

The application contains the insurance company's suitability form as well as places to indicate whether or not you want the optional riders that are available. This is where you have the big decisions. The main riders are the guaranteed income benefit rider, the death benefit rider, the long term care benefit rider, and the principal protection rider. All these riders have their uses. Be sure to ask if your particular rider will cost you in fees, but keep in mind the benefits usually far outweigh the fees if you end up using them.

THE CONTRACT

Once you have filled out the application, made your rider choices, written a check or filled out transfer paperwork, and given the application to your agent, it takes about a week for checks and three weeks or so for transfers to get the annuity started. Once the annuity is in place at the insurance company they print and bind your contract which is then delivered to you. The contract is the best part because now you have all of the details of your investment in writing, and it is a legal-binding contract. When you have a question, you can find the answer in the contract or call your agent.

OVERWHELMING BUT REWARDING

Your first annuity can be a little overwhelming but stick with the process and ask as many questions as needed to understand the details. Never invest until you are completely comfortable. Also, remember that every annuity has a free-look provision that allows you to cancel your purchase within a certain time frame. Each state is a little different so be sure to research the time limits in your state before purchasing. Always consult with a qualified insurance agent before making any changes to your current investments. If safety, growth and guarantees are what you are seeking, then a fixed index annuity is the product for you!

If you have questions, we have the answers. Call us toll-free at 800.692.7643 or email us at dillardfs@aol.com today to set up a complimentary benefits analysis with one of our licensed representatives. Annuities can be scary.

Let us take the fear out of moving your money to safety.

MISSOURI LEAGUE OF POSTMASTERS CONVENTION

JOPLIN, MISSOURI



S U D O K U

2		5			7			6
4			9	6			2	
				8			4	5
9	8			7	4			
5	7		8		2		6	9
			6	3			5	7
7	5			2				
	6			5	1			2
3			4			5		8

SOLUTION ON BACK PAGE

© 2012 KrazyDad.com

Fill in the blank squares so that each row, each column and each 3-by-3 block contain all of the digits 1 thru 9.

APWU

TRI-STATE
CONVENTION
MYRTLE BEACH, SC



THE POWER OF SOCIAL SECURITY OPTIMIZATION

DR. LAURENCE KOTLIKOFF // NAFA ANNUITY OUTLOOK // MARCH + APRIL 2013

Right now you may be asking yourself, “When do I withdraw my Social Security Benefits? Or, “How much can I expect to receive monthly?” Maybe it’s “Should I take early or delay?” Answering these questions about Social Security benefits and how they fit into retirement is becoming one of the hottest retirement planning topics today, necessitating more familiarity with Social Security Optimization.

Social Security benefit provisions are highly complex, especially when looking at the 2,728-rule Handbook. This is why getting things right from the beginning can make a huge difference to your lifetime benefits and future retirement.

THREE RULES FOR MAXIMIZING LIFETIME BENEFITS:

You should know the basics about Social Security, and you should also know these three general rules for achieving higher lifetime benefits:

- A. Wait to collect much higher Social Security benefits over somewhat fewer years.
- B. Take spousal, survivor, mother/father, and child benefits, which may be available based on your current or former spouse’s earnings history.
- C. Make sure that doing A doesn’t undermine doing B and that doing B doesn’t undermine doing A.

DON’T COUNT ON DYING ON TIME

Here’s why A — taking much higher benefits over somewhat fewer years — makes sense. Social security actuarially reduces benefits if taken early and actuarially increases benefits if taken late. Retirement benefits starting at 70 are 76% higher than starting at 62. Spousal benefits are 43% higher at full retirement age than at 62, and survivor benefits are 40% higher at full retirement age than 60.

“But does waiting to collect make sense? What if I wait and die before I collect? I’ll lose the benefits I would otherwise have collected.”

True. But you’ll be dead. Furthermore, you’ll be in heaven and have no need for money.

The real danger is not in dying, which is heavenly. The real danger is in living. Indeed, the very worst thing that can happen to you, financially speaking, is living as long as possible because you’ll need to keep paying for all the necessities and pleasures of life.

This unpleasant prospect — living to your maximum age of life — means your planning horizon must run from now to then. When you properly value future Social Security benefits until your maximum age of life, not your expected age of death, waiting to collect is a no brainer. (“Properly value” means forming a simple, not an actuarial present value.)

The obvious caveat here is if you are dead, say before age 80, which then taking benefits early may make sense. However, even in this case, delaying retirement benefit receipt through age 70 has a payoff, namely potentially providing your current and former spouses with much higher survivor benefits.

DON’T LEAVE MONEY ON THE TABLE

Rule B — availing yourself of other available benefits — is a no brainer. More is more. If you can get extra benefits for yourself or your family members at no cost in terms of your own retirement benefit, go for it.

But it’s remarkable how many people have no idea they may qualify for auxiliary benefit on a spouse, ex-spouse or deceased earnings record.

PBS NEWSHOUR’s economic correspondent Paul Solman, hosts a personal finance section on the NEWSHOUR’s website. I made Paul close to \$50,000 while taking a break playing tennis by explaining how he could receive spousal benefits without giv-

ing up any retirement benefits. Zvi Bodie, my Boston University colleague and a top financier as well as personal financial economist, was equally unaware of spousal benefits. He and his wife are now about \$60,000 richer and, like Paul, have helped expand my waistline.

In addition of survivor and spousal benefits, there are also benefits available to children of retired or deceased workers. There is also mother and father benefits available to the parents of children receiving child benefits.

AVOIDING SOCIAL SECURITY’S GOTCHAS

Rule C — making sure that following Rule A doesn’t violate Rule B and vice versa — is where the “fun” begins in figuring out which benefits to take when.

If you take your retirement benefit at the same time you take a spousal benefit, one of the two benefits will zap the other, either in full or in part. The same is true when someone simultaneously takes a retirement and survivor benefit. The key to double-dipping is to take the two benefits at different times and not lose anything because the benefit you take last rises, thanks to its actuarial increase.

If you’re a widow or a widower (including the widow or widower of an ex to whom you were married for 10 years or more), this means being careful for what you ask for.

Depending on the relative size of your own and your deceased spouse’s full retirement benefit, you either want to start your survivor benefit first and then switch to your retirement benefit or vice versa.

If you are or were married and qualify for a spousal benefit as a current or divorced spouse, your options, prior to reaching full retirement age, for taking your spousal benefit without simultaneously taking your retirement benefit, and vice versa, are severely limited by Social Security’s deeming provisions. This is where most of complexity enters into the benefit formula.

Once you hit full retirement age you have more flexibility. If you haven't already taken your own retirement benefit, you can take your spousal benefit and put off taking your retirement benefit until age 70, when it will start at its highest possible value. Even if you have already started your own retirement benefit, you have the option to suspend it and start it up again at 70 at a 32% higher value.

What's best to do will depend on your individual circumstances. If you are married, what you can do will also depend on what your spouse does, because your eligibility to collect a spousal benefit depends on your spouse either collecting his/her retirement benefit or having suspended its collection. If you are divorced after 10 years of marriage, your ex has to be above 62 for you to collect a spousal benefit on his/her record assuming he's/she's collecting a retirement benefit or has suspended its collection. If he/she is over 62, but has done neither of these things, you can still go for your spousal benefit, provided you've been divorced for two years.

The bottom line here is this: There is a lot of money to be made in making the right lifetime benefit decisions. So, before you head to the local Social Security office, and there are some 10,000 baby boomers doing this every-

day these days, let me tell you in advance what benefits you do and don't want to apply for. If you don't, the good folks at Social Security may do their best for you in terms of raising immediate benefits, but the worst for you in terms of maximizing your lifetime benefits.

EVEN CURRENT RECIPIENTS MAY BE ABLE TO RAISE THEIR LIFETIME BENEFITS

You need to reach full retirement age before you can stop (suspend) a retirement benefit and it makes no sense to suspend it beyond age 70. However, while it's being suspended, the retirement benefit will rise thanks to the Delayed Retirement Credit.

This means that a client who is 64 and began collecting at 62, still has an option to follow rule A and increase their lifetime benefits. The method is simply to suspend benefits upon reaching full retirement age and then start them up again at age 70, when there's a 32% higher inflation-adjusted value.

"Start Stop Start" may also make sense for married couples, one of whom is, say, 66 and the other is 62. Having the younger spouse, assumes the husband that starts his retirement benefit at 62, and then lets the wife collect a "free" spousal benefit between 66 and 70.

When she's 70, she collects her own retirement benefit, when it's as large as possible. When the husband reaches 66, he suspends his benefit and starts it up again at 70, at which point it will be 32% higher than it was when he suspended it.

One note of caution: If you suspend your retirement benefits, you need to pay your Medicare Part B premiums out of pocket or Social Security will revoke the suspension in order to garner the benefit to pay for the premium. But, and this is truly nasty, you won't know this has happened, will forfeit benefits for four years and get no bump in benefits at age 70. ■



Laurence Kotlikoff is a William Fairfield Warren Professor as well as a Professor of Economics at Boston University, a member of the American Academy of Arts and Sciences, and a Research Associate of National Bureau of Economic Research.

Call us toll-free at 800.692.7643 or email us at dillardfs@aol.com today to set up a complimentary Social Security analysis.

CAPITOL ATLANTIC CABINET MEETING

CAROLINA BEACH, NORTH CAROLINA





MACOE

STATE CONVENTION // APRIL 2013

MISSISSIPPI ASSOCIATION OF COUNTY OFFICE EMPLOYEES





Are you on Facebook? If so, we want to invite you to join us, just go to link below and click the “like” button. When you do, you will get updates on how to save for retirement learn what is in the news today that might affect your future income, meet other clients and get answers to questions about your retirement plans.

To join, please visit
dillardfinancialsolutionsinc.com/signup



Spring Chicken KaBobs

- 1lb. Boneless Skinless Chicken Breasts, cubed
- 1 cup Italian salad dressing, divided
- 1/2 teaspoon dried rosemary, crushed
- 1 medium zucchini, cut into 1/2-inch slices
- 1 yellow summer squash, cut into 1/2-inch slices
- 1 medium sweet red pepper, cut into 1-inch pieces

- 1/4 cup olive oil
- 1 teaspoon garlic salt
- 2 medium onions, quartered
- 2 cups cherry tomatoes

DIRECTIONS

In a small resealable plastic bag, combine chicken and 1/2 cup salad dressing. Seal bag and turn to coat; refrigerate for 15 minutes. Meanwhile, in a large resealable plastic bag, combine the oil, garlic salt and rosemary; add vegetables. Seal bag toss to coat. Drain and discard marinades. On eight metal or soaked wooden skewers, alternately thread chicken and vegetables.

Grill kabobs, uncovered, over medium-hot heat for 12-15 minutes or until juices run clear, turning and basting occasionally with remaining salad dressing. Yield: 8 kabobs.

2	3	5	1	4	7	9	8	6
4	1	8	9	6	5	7	2	3
6	9	7	2	8	3	1	4	5
9	8	6	5	7	4	2	3	1
5	7	3	8	1	2	4	6	9
1	4	2	6	3	9	8	5	7
7	5	9	3	2	8	6	1	4
8	6	4	7	5	1	3	9	2
3	2	1	4	9	6	5	7	8

Our Federal Market is Expanding!

For representative opportunities at Dillard Financial Solutions, Inc., contact us toll-free at **(800) 692-7643**.

We have representatives around the country that are ready to help you today!



Toll free: (800) 692-7643 • Home Office: (803) 499-6623 • Fax: (803) 499-3174 • Email: dillardfs@aol.com

Published By: Dillard Financial Solutions Inc. All Rights Reserved.