

# *Dillard*

## Financial Solutions Inc.

**"Guiding Your Money To Safety"**

*Safe Retirement Planning*



### THIRD QUARTER 2013 NEWSLETTER

## THE MONEY WE DEPEND ON DURING RETIREMENT

STEVE DILLARD

There are lots of different ideas when it comes to retirement income. *Saving* is for short-term planning while *investing* is for long-term planning. At Dillard Financial Solutions, Inc., we provide our clients with *income*-planning for retirement. Our products are guaranteed to provide income for life for you and your spouse. The principle each month grows safely and securely, giving your money the opportunity to keep up with inflation.

In addition to our products, having a good savings will help offset the challenges you face during retirement. Most individuals that have already retired, don't have new money to put into products. However, for those that do have the ability to put money away, it is advisable to never put money into risk products without going through the suitability process because these products can be unpredictable. Why would you ever want to put your hard-earned dollars at risk? Ask yourself this key question: **What is your risk tolerance?** There are many options for you to invest during retirement that have no risk at all. Has anyone ever shown you a Safe Retirement Strategy?

We are proud to say that none of our clients have never lost a dime due to market risk. We would like to share with you and your friends and loved ones how we are different in providing safe retirement strategies. To receive a free informational packet tailored to your specific financial needs, please call us toll-free at **1-800-692-7643** or email us at **DillardFS@aol.com**.



**Steve and Teresa Dillard**

*Chartered Federal Employee Benefit Consultants*

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We are a **Verified Vendor**  
on the United States  
Federal Contractor Registry



Retirement is **your** time.  
Our Safe Retirement  
Strategies will not only get  
you **to** retirement, they will  
get you **through** retirement!

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### 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](http://www.ethics.net)*

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



**Steve Dillard**  
*Licensed Representative*



**Teresa Dillard**  
*Licensed Representative*



**Brent Dillard**  
*Licensed Representative*



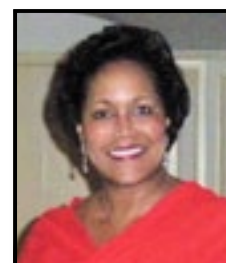
**William Taylor**  
*Consultant*



**Leon Amos**  
*Consultant*



**John Foran**  
*IT Consultant*



**Patty Patterson**  
*Law Enforcement  
Consultant*



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**Matthew Morse**  
*Marketing Coordinator*



**Leslie Barch**  
*Administration*

**We have licensed agents  
around the country that are  
ready to help you today!**

# Why You Should Purchase an Equity Indexed Annuity

BY CARTER GRAY // FOX BUSINESS



Sometimes, people can be so afraid of being sold something that they strangle their own deductive reasoning. I had a meeting with a handful of our affiliated agents last week. One of the agents said, “Carter, if people actually understood the mechanics of an Equity Indexed Annuity, everyone would purchase one!” I told him he was absolutely correct. If people really took the time with an open mind to think for themselves and analyze the facts, there is no question more people would be preaching the news of Equity Indexed Annuities. Right then, another agent spoke up and said, “The problem is that as insurance agents, people look at us like used car salesmen trying to sell them a car with sawdust in the engine.” The purpose of this article is to breakdown some of the misconceptions of annuities, throw a few facts on the chalkboard, and motivate you to think for yourself.

First, let's begin with your current plan for financial independence and kick the tires of your current nest egg. At this time, I would like you to grab a pen and on a separate piece of paper, answer these questions:

1. What are the current fees you are paying to have your money managed? (And I mean everything, not just the “management fee,” but also the administration fees, fund fees, transaction fees and other expense fees.)
2. What is the average rate of return and the actual rate of return since the inception of your account? (If you do not know the difference, please stop and read page 41 of “The Retirement Miracle” by Patrick Kelly. The book is available at various retailers online.)
3. What will your projected Social Security benefit be and what percentage of your nest egg do you plan on spending per year when you retire? (For example, 3–5%?)
4. How much of your nest egg are you willing to lose? What guarantees does your current retirement plan have to protect you from market losses when the next crisis hits?

Now, after you look at your answers, if I show you a product that does not charge you a management fee out of your pocket and will have the same average return and actual return; a product with which you can take up to 10% per year with no surrender penalty and gives you upside potential to the market with no downside exposure, would that be something that might interest you?

I feel there are 4 major benefits when it comes to Equity Indexed Annuities. Protection against principal loss. Meaning: if the index goes down, you don't lose a penny.

1. The power of the annual reset feature. This allows you to lock in gains every year the index is positive!
2. Low or NO management fees.
3. Guaranteed income for life (with the guarantee income rider).

At this point you may be thinking, “Well, if this is such an amazing place for me to put my money, why haven't I heard about it?” This is probably my favorite question people ask, because I get to respond back with, “Where would you hear about such a product?” Wall Street? Nope! Your financial advisor who happens to be under the influence of Wall Street? No! Your CPA? I don't think so! It is too risky for them to step out on this branch from a liability side because they are not insurance or securities licensed. The point I am trying to make is to look at the facts on the chalkboard! It is not about me, Wall Street, the financial advisor, CPA, or anyone else. It is about what is best for you! What product do you feel suits you best? Sometimes, it's a variety of strategies depending on people's risk tolerance.

The biggest fear of retirees is outliving their money. In the past, people could live on social security and interest on their savings because the rates of return were in the double digits. With the current 1% or 2% rates of return, there is a strong possibility that you will have to invade the principal of your savings. This could prove to be catastrophic if you live to long. How much of your savings must you deplete each year to maintain a standard of living that is acceptable to you? Yes, there are surrender charges with annuities, but this typically applies if you take more than 10% per year. How many people are going to spend more than 10% per year of their qualified retirement plan?

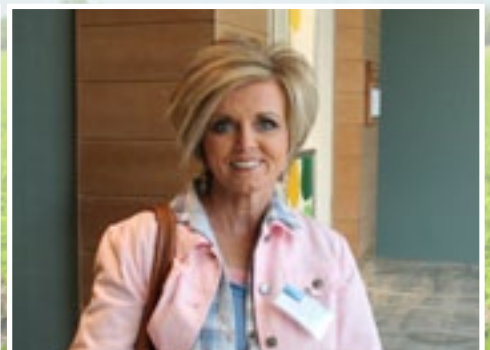
In conclusion, where can you get the potential for an inflation-beating return and have 100% protection against market risk of not only your principal, but also of all your previous years of gains? For the past 12 years, our clients have enjoyed the guarantees annuities provide, along with the upside potential of market indexes. Call or email me to set up a free consultation, have a cup of coffee and discuss your personal situation. I look forward to it!

For more information on Indexed Annuities, call our licensed representatives at **1.800.692.7643** or visit us online at **DillardFSInc.com** and we can arrange to conduct a personalized benefits review to find the best possible scenario for your retirement dollars.



# NASCOE ALL-WEST RALLY

## SAN FRANCISCO, CA



THE HORSE IS  
MADE READY  
FOR THE DAY  
OF BATTLE,  
BUT VICTORY  
RESTS WITH  
THE LORD.

— Proverbs 21:31

# 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!*



**FORMULA 2**

[WWW.DILLARDRACING.COM](http://WWW.DILLARDRACING.COM)



Dillard Financial Solutions, Inc. is a proud sponsor of the 2013 Dillard Powerboat Racing Team. Brent is off to a great start with his first win of the year at the Powerboat APR Superleague "Racing on the Tennessee River" in Knoxville, TN. We're looking forward to a great season with Brent and the rest of the Dillard Racing Team!



# SOUTH CAROLINA CORRECTIONAL ASSOCIATION

## 28TH ANNUAL APPRECIATION LUNCHEON



### We are Now Offering Cancer and Accident Policies



A supplemental cancer or accident insurance policy can also help protect your income and savings from expenses that aren't covered by your major medical health insurance policy, including:

- Deductibles
- Out-of-network specialists
- Experimental cancer treatment
- Travel and lodging when treatment is far from home
- Child care and household help
- Normal living expenses, such as your car payment, mortgage/rent and utility bills

### FINANCIAL TIP THE RULE OF 72

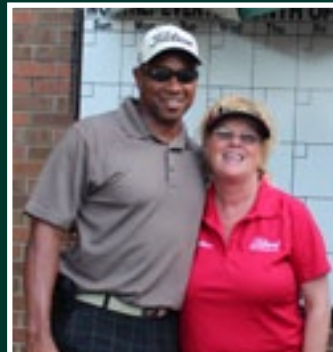
A rule stating that in order to find the number of years required to double your money at a given interest rate, you divide the compound return into 72. The result is the approximate number of years that it will take for your investment to double. At 2%, it will take 36 years for you to double your money (*See the Example Below*).

$$72 \div 2 = 36$$

Don't wait until it's too late to start saving for retirement! Call us at 1.800.692.7643 today for a complimentary benefits review.

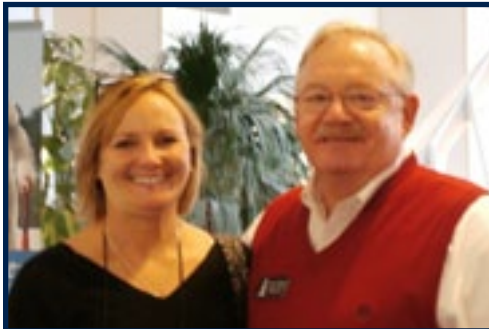
# CHIEF'S GROUP GOLF TOURNAMENT

## SHAW AIR FORCE BASE





# POSTAL LEAGUE OF THE CAROLINAS



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SOLUTION ON BACK PAGE

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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.



**School is out and that means children are playing and enjoying the warm weather. Be sure to keep an eye out for them when you're out and about!**



# ROTH IRA VS 529 PLAN

## WHICH IS BEST FOR YOUR CHILD'S COLLEGE SAVINGS?

BY SUSAN LYON



While it is commonly said that for most people a home purchase is the largest investment they will ever make, a parent's investment in their child and the child's future – including college tuition – oftentimes far exceeds the costs and financial complexity of a simple real estate purchase. Of all of the expenses parents face during a child's upbringing, very few are more dreaded than the eventual price tag associated with attending college.

By taking a look at different investment options and financial planning strategies, parents can compare the different options at their disposal which can make saving for a child's education a feasible task. In this situation, most parents consider either a 529 Plan or a Roth IRA as the ideal way to save. This article will focus on a few of the advantages of each so that you can make an informed decision as to the correct savings strategy for your family.

### HOW CAN A 529 PLAN HELP YOU?

A 529 plan is an investment option sponsored by either a state-level government or an educational institution. There are two types of 529 Plans, Prepaid Tuition Plans and College Savings Plans, with each having varying specifications to further help you choose the ideal savings plan for your child. Overall, 529

Plans have a number of benefits which separate them from Roth IRAs when it comes to saving for your student's future, including:

- Of the two different types of 529 plans, prepaid tuition plans have more restrictions but allow parents to lock-in tuition costs at a specific rate when opening the account. This is a great option when significant tuition increases are expected between opening your savings plan and your child going to college.
- Many states offer state tax deductions on contributions to eligible state-sponsored 529 plans.
- There are no income restrictions on contributing to a 529 plan, so this option is open to families whose annual earnings exceed the \$176,000 maximum for Roth IRAs.
- Annual contribution limits are often quite high, well into six-figures, whereas a Roth IRA currently has an annual cap of \$5,500.
- For children who earn scholarships to college, a 529 plan can be used for other educational expenditures with no penalty.

CONTINUED ON PAGE 11



# Investing for Women:

## Why Women Make Excellent Investors

By: Nancy Tengler

author of *The Intelligent Woman's Guide to Stock Investing*

One thing is for sure: women are increasing their role in business. According to a report published by the Small Business Association (SBA), “women-owned businesses account for 28.7% of all businesses nationwide” (Survey of Business Owners). And in the past sixteen years women-owned businesses have grown at 1.5 times the national average according to a study conducted by American Express OPEN. The study also found that these businesses “grew at a faster rate than all but the largest publicly traded companies” (Banc Investment Daily).

### Women Are Financially Strong but Lack Investing Confidence

It is also true that women's control over the nation's wealth is also increasing. The numbers are hard to pin down; some say women control \$14 trillion soon to be \$22 trillion. Others place the number at closer to \$8 trillion. A great deal of money no matter how you calculate it. Yet, fewer than 20% feel well-prepared to make financial decisions. Add to that the fact that women tend to live at least a decade longer than their husbands. A study by Thakor and Kedar revealed that 80% of men die married, while 80% of women die single. It is, therefore, safe to assume that at some point in a woman's life she is going to be required to make important financial decisions.

### Getting To Know the World of Finance

I meet very smart and competent women all the time who either ignore their investments or delegate the decisions to their advisor or husband, brother or friend. Yet, women possess all the attributes of good investors. Somewhere along the line most women were not properly introduced to the world of finance and seem to lack confidence as investors.

A problem easily solved. Just as you take an interest in your health though you are under the care of a physician—educating yourself on the right foods and fitness—the same should be true with your wealth. Even if you have a financial advisor you must understand what is in your portfolio and why and whether your holdings

**Women-owned businesses account for 28.7% of all businesses nationwide.**

match your long-term goals. If you don't have an advisor, you can still generate long-term growth in your wealth. In fact, your hurdle for excess return will be lower because you aren't paying a hefty fee. I've written many times about the eroding effects of management fees—most recently on Yahoo.

### Tip On Getting Started Investing: Gain Knowledge Every Week

Start with the informative articles you find on the site. Make an electronic file with good investment ideas you find there and pay attention to the news and performance of those investments. Each week, each month, you will become more knowledgeable. And knowledge reduces your fear increasing your confidence as an investor (see my recent NerdWallet.com post).

Investing is not magic. It is a discipline. And with a little effort and time you can turn a flabby, sickly investment portfolio into a muscular (and therefore bigger) pool of wealth.

**For more information on Safe Retirement Planning and Investments, please contact us at 1.800.692.7643 or find us online at [DillardFSInc.com](http://DillardFSInc.com)**



## WHEN A ROTH IRA BECOMES USEFUL

Despite the numerous advantages of investing in a 529 plan, there are still situations where a Roth IRA may be a better choice for your child's educational planning. Some of the notable advantages are:

- In the event that your child does not go to college, your invested funds can be shifted towards your retirement, rather than needing to be used for another family member's education or facing withdrawal fees as seen with a 529 plan.
- Roth IRAs give you much more freedom and flexibility on how to invest your funds, whereas 529 plans often have limited options.
- After the age of 59, your savings can be used tax-free for any purpose, not just educational expenses.

When it comes to saving for your child's college education, thorough planning can mean the difference between financial freedom to attend the school of their choice, and struggling to cover rising tuition costs. For parents, both 529 plans and Roth IRAs each present a number of benefits and disadvantages which need to be thoroughly examined in order to choose the right investment strategy for your financial situation and child's educational goals. Every family and student's financial needs will be different, so it is important to carefully identify your individual savings goals before choosing any investment plans.

It's never too early to start saving for your child's education. For more information on how to make sure your money works hard for you and your child, call us at **1.800.692.7643** or visit us online at **DillardFSInc.com**. Education is expensive and waiting to save can cost you thousands. Call us today!



## Questions Many People Ask About Retirement

BY STEVE DILLARD

1. At retirement, should IRAs, 401Ks and State and Federal Money be placed in a Risk or Non-Risk Strategy?
2. How long will my money last starting at retirement?
3. Who would provide guarantees on my money to make it last a lifetime?
4. How will the new health care reform bill affect my money now and during retirement?
5. Where can you go to get the answers to these questions?

**Choosing the right solutions to these questions can be worth thousands of dollars, and in most cases, you have only one opportunity to make the right choice.**

For more information on how to make the best decisions for your retirement income, call us at 1.800.692.7643 or email us at [dillardfs@aol.com](mailto:dillardfs@aol.com) for a personalized retirement review.

SAVE  
THE DATE  
FOR

THE

*Dillard*  
FINANCIAL SOLUTIONS, INC.  
*Christmas Social*

DECEMBER 14, 2013  
AT 6:00 PM

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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

**We hope everyone has a safe  
and happy Summer.**

**We look forward to seeing you  
at our events in the fall!**



## Garlic Balsamic Chicken

4 skinless, boneless chicken breasts  
salt and pepper to taste  
3/4 pound fresh mushrooms, sliced  
2 tablespoons all-purpose flour  
2 tablespoons olive oil  
6 cloves garlic

1/4 cup balsamic vinegar  
3/4 cup chicken broth  
1 bay leaf  
1/4 teaspoon dried thyme  
1 tablespoon butter

Season the chicken with salt and pepper. Rinse the mushrooms and pat dry. Season the flour with salt and pepper and dredge the chicken breasts in the flour mixture. Heat oil in a skillet over medium high heat and saute the chicken until it is nicely browned on one side (about 3 minutes).

Add the garlic. Turn the chicken breasts and scatter the mushrooms over them. Continue frying, shaking the skillet and stirring the mushrooms. Cook for about 3 minutes, then add the vinegar, broth, bay leaf and thyme. Cover tightly and simmer over medium low heat for 10 minutes, turning occasionally.

Transfer the chicken to a warm serving platter and cover with foil. Set aside. Continue simmering the sauce, uncovered, over medium high heat for about 7 minutes. Swirl in the butter or margarine and discard the bay leaf. Pour this mushroom sauce mixture over the chicken and serve.



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