HEALTH CARE COSTS
January 14, 2014
7:30 - 9:00 am
The Hereford House
5001 Town Center Drive Leawood, KS

Be sure to join us on January 14th for a discussion of health care costs, which are one of the biggest sources of anxiety for people as they approach and enter retirement, and represent the second biggest expense in retirement behind food.

Our speaker will be Brad Angel, CIMA®, Senior Vice President, Fidelity Investments Institutional Services Company, Inc.

Fidelity estimates that a healthy couple age 65 can expect to pay about $220k out of pocket to supplement Medicare and pay other out of pocket health care costs over the course of their retirement. That estimate does not include long term care.

Advisors can leverage knowledge of this topic as a differentiator for their business. Accounting for health care costs is not only a critical component to effective retirement income planning, but it is also an area that can lead to increased referrals and asset consolidation.

The presentation on January 14th will cover:
• Overview of the Affordable Care Act and its effect on Medicare
• Medicare - it’s components and their costs
• Resources advisors can leverage to help clients cover these costs

One hour of CE credit is available for CPE, PACE, CFP and Kansas and Missouri insurance. The registration fee is $35 for guests, with no charge to members.

Meeting Sponsor:

2015 Calendar

Put These Dates on Your Calendar
All roundtables are 7:30 am - 9:00 am at The Hereford House in Leawood, Kansas.

February 11, 2015 Roundtable
Ethics Program - 2 hr program
Jim Boldt, Allstate Insurance

March 11, 2015 Roundtable
Pacific Funds presenting

April 8, 2015 Roundtable
Economics
American Funds

May 13, 2015 Roundtable
Annual Meeting
Business Practices

June 10, 2015 Roundtable
Meeting in Lawrence, KS
Speaker and Topic TBD
Guarding Against Fraud

In a survey of American adults aged 40 and older, 84% revealed that they had been solicited to participate in a potentially fraudulent offer, and 11% had lost money after engaging in such an offer.¹

The root of this problem — besides the endless efforts of criminals — seems to be naiveté and unwarranted trust on the part of those who are deceived. A large percentage of respondents were unable to spot fraudulent sales pitches and found the unrealistic promises appealing (see chart). Although people of any age can be victims of fraud, criminals are more likely to target those who are 65 and older; this age group is also more likely to lose money when they are targeted.²

Fraud is complex, and a list of fraudulent schemes could fill many pages. Here are three basic principles to keep in mind.

**If an investment sounds too good to be true, it probably is.** Investing is a long-term process that requires research, patience, and rational decision making. Investments with the potential for higher rates of return typically have a higher degree of risk and the potential for loss of principal.

**Never send money based on the promise of getting money.** This type of scam may take many forms. Common examples include: (1) an email or letter promising a large amount of money in return for a small up-front fee; and (2) an authentic-looking check that you are asked to deposit in your account, keep a percentage as a fee, and wire the balance to an address. Even if your bank initially credits your account, you could be liable for the money if the check is found to be fraudulent.

**Just because it looks official doesn’t mean it is.** You might receive a letter, email, or phone call that appears to be from the IRS or a federal, state, or local government agency, either demanding a payment or seeking personal information. You might even be directed to an official-looking website. If you have any doubt, contact the agency directly. Never provide personal information until you’re satisfied that you’re dealing with a legitimate agency that needs the information.

Regardless of how a fraudulent scheme is presented, your best defense may be a good dose of skepticism and common sense.

₁–₂) FINRA Investor Education Foundation, 2013

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Professional Day
A Huge Success

On November 18th more than 60 people gathered at the World War I Museum for a full day of continuing education.

The day began with a beautiful rendition of “America the Beautiful” by our own Maris Haster. The day ended with cocktails at Pierponts Restaurant in Union Station. A great day for all with 7 hours of CE!

Our sincere thanks again to all of our sponsors. Photos from the event appear on the right.

We now begin planning for next year’s event. If you wish to be involved, please let Jason Hannaman, Vice President know, at jhannaman@mhm-rps.com.
Support your local Sheriff - the “President’s Circle”  
By Mike O’Neill

The FSP Kansas City Chapter is celebrating its 81st year and are going into our second year of the “President’s Circle.” We have nine members so far and would love to add several more. The President’s Circle is simply a way for our long time members and past chapter leaders to show support/sponsorship for the chapter and for the current chapter President (aka Sheriff). Consider providing a $100 President’s Sponsorship to the Chapter and join the President’s Circle.

James Boldt, CLU, ChFC, LUTCF  
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Maris Haster, CLU, FLMI  
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Kevin L. Petracek, JD, LL.M., CPA, CFP®  
Parman & Easterday
Visit the Websites

Looking for the a list of chapter events as well as offerings through National?

Then go to: http://www.financialpro/kansascity

We have a calendar of local and national events, as well as copies of newsletters, dues information, and sponsorship information.

And, don’t forget to check out the many resources available on our national web site — from research articles, copies of The Journal, as well as archived copies of audio and webinars.

Want to find a member? Go to the directory on either the local web site or national web site.

Want to interact with other members, get answers to specific questions? Then join an e-group on the national web site.

Take advantage of these and many other membership benefits!

http://www.financialpro.org

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Coming in February . . .

Insurance Ethics Program
February 11, 2015

7:30 am - 10:00 am
The Hereford House
Leawood, KS

Join us on February 11th for this interactive review of the FSP Code of Professional Responsibility (not approved for CFP ethics).

This course will increase understanding of the FSP Code of Professional Responsibility and will help give participants an opportunity to engage in an open dialogue on ethics with other members of the professional community.

Back by popular demand, our facilitator and presenter for this roundtable will be Jim Boldt, CLU, ChFC, LUTCF with Allstate Insurance. Mark your calendars and be sure to join us!

Two hours of insurance ethics credit will be available for this program.

The registration fee for this program is $35 for guests and no charge for members.