



Collier Legacy Planning llc

Raymond Loth
 Licensed Insurance Professional
 2380 State Road 44, Suite E
 Oshkosh, WI 54904
 920-233-0033



Legacy Planner

Retirement • Income • Medicare

Fall 2019

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Door County, Wisconsin; photo by Raymond Loth

Janet's Calico Beans

Can you believe that fall is almost here already? It's time to bring out the fall recipes! There are many recipes for Baked Beans, but I have to say this recipe is a family and friends' favorite! Easy to prepare and easy to please!

Fry **1 lb. bacon** and cut into pieces.
 Fry **1 lb. hamburger**.

Put into a bowl and stir:

- 1/2 c. ketchup**
- 1 c. chopped onions**
- 2 tsp. vinegar**
- 1 tsp. salt**
- 3/4 c. brown sugar**
- 1 tsp. dry mustard**

Add all the ingredients above to:

- 1 large can pork & beans**
- 1 small (15 oz.) can kidney beans**
- 1 small can Lima beans**
- 1 small can of butter beans**

Stir and bake at 350 degrees for 1–1/2 hours.

Enjoy all the compliments you will receive!
 —Janet Washington



Photo: formulaone, Wikimedia Commons

Collier Legacy Planning After Ten Years

Past • Present • Future

By Raymond Loth

In some respects, 10 years is a long time. In other ways it seems to go by rather quickly, and oftentimes it feels like both. Either way, we are very happy to be passing our 10-year mark this past August and **would like to extend a big THANK YOU** to each and every one of our clients. Each one of you is very valuable to us and considered an important part of our success. We hope that we've properly cared for your needs over the years and intend on continuing to care for you and your loved ones for many years to come!

Past to Present—

CLP began in Oshkosh in the Summer of 2009 and included Nathan & Elizabeth Collier and Ray & Suzanne Loth. (The wives grew up together in Florida.) The Colliers are good friends who live in Ft. Wayne, Indiana, and work for Nathan's father's business, Collier Financial.* The plan was for Nathan and Elizabeth to have a silent, supportive role from Indiana with Ray as the licensed agent/advisor and face of the new office here in Oshkosh.

Our safe growth and income planning approach has been designed to focus on the **retirement planning and Medicare**

insurance needs of people in and surrounding the Ripon and Oshkosh areas. We decided to be an independent office, meaning that we would contract with and represent multiple companies. This allows us to retain complete autonomy in our recommendations as we are not directed by, beholden to, or employed by any specific company. This model also means that CLP or Ray Loth does not possess or retain any of our client's money; it is all held by the larger financial institutions. These are well established national financial institutions that contractually guarantee the safety of your money. Some of these companies have been around since the mid-to late 1800's!

Our slow and somewhat uncertain beginnings included some noteworthy clients like my mother and father, but then an increasing number of clients were people previously unfamiliar to us. I look back on some of these names with genuine fondness and great appreciation, even as they continue to be loyal clients. After the first couple years our steadily improving growth felt like it just might become a continuing pattern—which it in fact has. **We have also experienced excellent client loyalty and referral business.** In fact, oftentimes over 90% of assets placed with us, and Medicare business each year has come from our already

"CLP After Ten Years" continues on the next page.

"CLP After Ten Years" continued...

established clientele and their direct referrals. Again, THANK YOU!

After the Colliers moved to Florida, **my wife and I bought them out in 2015.** (They have since returned to Ft. Wayne.) This was a seamless transition since I had been involved in all aspects of the business from very early on. This has worked out well and our business revenue and profitability continue to steadily increase each year. This serves as a protection for you, as it facilitates our ongoing presence so as to serve your needs for many years to come.



Present to Future—

We all tend to like stability and predictability in certain respects, especially when it involves our finances, retirement, Medicare coverage, and trusted advisors. Therefore, after 10 years our company name is the same, our office is the same, our website, email address, phone number, etc. are all the same... and these things are expected to remain the same. **In addition, since I am only 46, your advisor is and will remain the same, as will the ownership and familiar location of the office** that you visit and communicate with.

Likewise, stability will continue in our general approach for your planning as well as in the companies that we use. While we have worked with over 25 different companies over the years, in the past 5 years we have come to focus most of our planning with about 10 of them. While we are always monitoring and comparing offerings of other companies, we are better able to serve our clients by focusing on fewer companies that demonstrate consistency and integrity in their client benefits and overall business model year after year.

I also recognize the **vital importance of providing the high level of customer service** that each client needs and deserves. This responsibility has increased as our **client base continues to grow to nearly 700 people.** While I have had excellent and trustworthy assistants over the years, two of them moved to opposite ends of the country (Oregon for family, and New York for volunteer work) within a 14-month period, evidently for reasons other than a difficult CLP workplace environment! Barb Schlaefter, a family friend of over 20 years, has now been with me for over a year and is a huge asset in caring for your needs, both seen and unseen.

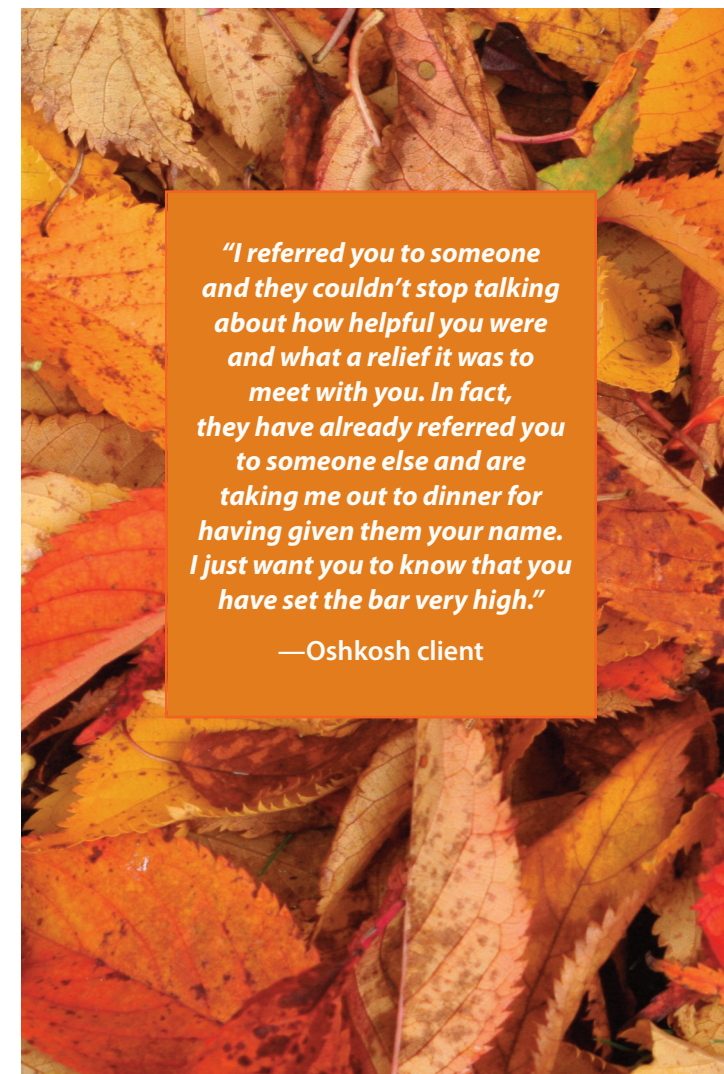
Her communication with clients has and will continue to increase so as to allow me to care for your needs that require my attention. At the same time, I am only a phone call away, and I always do my best to return voicemails as quickly as I am able.

Over the years our business has been around 35% Medicare related and 65% retirement planning related. I do not expect a significant deviation from that. However, since most of our business is repeat and referral based, as opposed to self-directed advertising, that does seem to go in cycles throughout the year.

Let me close by repeating a **very big THANK YOU to each one of you, both for your business as well as for your very meaningful and valuable referrals.** I realize the fact that we at CLP are just one part of your very busy and complicated lives. We are, however, ever conscious that you have entrusted to us a very important part of your lives and we take that responsibility very seriously and want to assure you that we will continue to do so as long as you give us the opportunity.

Ray Loth
Collier Legacy Planning, llc.

* Collier Legacy Planning is completely separate from Collier Financial.



"I referred you to someone and they couldn't stop talking about how helpful you were and what a relief it was to meet with you. In fact, they have already referred you to someone else and are taking me out to dinner for having given them your name. I just want you to know that you have set the bar very high."

—Oshkosh client

Photo: Brookie, Wikimedia Commons

"...investors are in a difficult environment. Recurring waves of volatility are a near certainty in the stock market. ... It'll pay to be extra cautious. Making money won't be easy in this market."

—The Kiplinger Letter, March 2019, Forecasts For Executives and Investors, James P. Patterson, Managing Editor

Case Study

Choosing Secure Growth as Retirement Approaches

Mr. and Mrs. C have been clients for a number of years and as retirement started nearing, **they were becoming more and more concerned about market volatility with a 401k account held elsewhere.** We had ascertained from the employer plan that a rollover would be allowed while still working. Early in 2018 we decided to transfer about \$250,000 to principal protected growth accounts and an additional nearly \$100,000 progressively thereafter. All of these funds were transferred to principal protected IRA accounts with no risk of market losses. Of course, since they were rolled over according to IRS rules, there were no taxes or penalties in connection with the transfers.

These clients have undeniably avoided a very turbulent time for markets including the nearly 20% drop in the S&P during at the end of 2018 and the volatility in May and August to follow. It is difficult to determine what losses in market value these moves may have avoided. In addition to likely financial advantages, this has also resulted in **considerable peace of mind and freedom from worry as retirement nears!**

Has their decision helped achieve secure growth, even during this turbulent market? Yes.

- One account provides for market linked growth which, although limited due to recent market volatility, has suffered no losses and protected the gains from the first 12 months.
- A second, fixed account, was positioned to safely earn close to 4%. It is also principal protected.
- The third account that we opened with \$150,000 was designed for a future (pension-like) income stream and includes **guaranteed growth regardless of market volatility.** This income account currently is at **\$174,655 after about 15 months** and is growing at a guaranteed rate of 8.5%/yr. simple interest. This account is guaranteed to not go down due to market volatility and will provide exceptional guaranteed lifetime retirement income starting in a couple of years.

The combination of these accounts does allow access to over \$35,000 after the first year without any penalty if they would need it, which is not intended.

In approaching retirement, it is worth remembering the obvious fact that if our timing ends up to be during a significant market downturn, Wall St. will not make your losses whole for you. This harsh reality was a rude awakening for many **would-be retiree's in 2008/9, who ended up working longer as a result.** How much **better it is to consider re-positioning assets for "secure growth as retirement approaches"**. Not only will you have peace of mind as you start planning how to use all your free time, you may even be better off financially as sometimes the tortoise does in fact beat the hare!

—Ray Loth

Ask the Professional...

Do I need to do anything during Medicare's AEP October 15th to December 7th?

Look out!! You are about to get inundated with ads for Medicare's **AEP**, or **Annual Election Period!!** **What is it? How does it affect you? Should you be doing something?**

• **What is it?** AEP is the universal **opportunity that Medicare beneficiaries have to make changes** to their drug plan and/or Medicare advantage planning for January 1st. Making such changes at other times are only allowed under special circumstances.

• **How does it affect you?** Medicare Advantage and Drug plans **renew automatically** year after year, unless you are informed otherwise. Your plan will however update you in October regarding changes to your plan for the following year. These are usually minimal. In the *unlikely case* that you are notified that your plan is ending, then you do need to find another plan.

Medicare Supplements are not bound by AEP. They do also typically renew automatically, but on your individual policy anniversary date. If however you want to drop your supplement and switch to an Advantage plan, or change drug coverage, then AEP would be the time to make such changes.

• **Should YOU be doing something?** That varies by individual. **Here are 3 scenarios:**

1. You may have or expect **significant changes in your medical activity**, including expensive new drugs, then a review may be worthwhile. However, your current plan may well be very suitable.

2. Others may wonder if they are spending too much on increasing monthly premiums, or have a low premium but don't like paying the copays for services and maybe actually prefer a higher monthly premium with less out of pocket.

3. Many people are actually **happy with their current plan and don't need to do anything.** It is worth noting that **all the advertising during AEP can have the unnerving "grass is greener" effect** on people. Please consider this before you let all the advertising consume you!

Some clients go to great lengths to evaluate these plans and like to review them with me regularly. Others prefer the stability of the same plan, and are happy to know that I am watching out for their best interest. My job is to service all of you according to your needs and preferences.

While I've already arranged to follow up with some clients this AEP, I **invite any of you to get in touch with me if you have any specific concerns or questions.** I do work with many companies and will do my best to care for your needs.

Thank you very much for your business, your loyalty, and your many referrals over the years! —Ray Loth