# GETTING CONTROL OF YOUR FINANCIAL HOUSE 

 2022
## Being in Law Enforcement

 is basically dealing with people being mad at youfor bad decisions THEY made

$\mathbf{S} \mathbf{A}$

## TODAY'S GOALS:

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易 Investing: "It's not rocket science"
$\square$ What does retirement look like for me?

$\mathbf{S} \mathbf{A}$


# NAPOLEON HILL Author of Think and Grow Rich 

25 years in the making

Reveals the secret formula by which Andrew Carnegie and others acquired their fortune
$\mathbf{S} \mathbf{A}$

## Determine a specific goal

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## Set a definite time

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## Have a plan in mind

Determine a specific goal
Set a definite time
Have a plan in mind

## Decide what price you will pay

Determine a specific goal
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## Put the plan in writing

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## CHILDHOOD INCOME CLASS OF MILLIONAIRES

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UPPER CLASS - 2\%
LOWER CLASS - 4\%
UPPER MIDDLE CLASS - 19\%
LOWER MIDDLE CLASS - 27\%
MIDDLE CLASS - 48\%

# CURRENT <br> MILLIONAIRE STATISTICS IN THE UNITED STATES 

- Millionaires report the top contributing factors to becoming wealthy are discipline and consistency
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- $73 \%$ of millionaires have never carried a credit card balance in their lives
- $76 \%$ of millionaires say that anyone in America can become a millionaire with discipline and hard work
$\mathbf{S} \mathbf{A}$


## over

of our families have a negative net worth due to high credit card balances

## VISA

1473193792643462
valid thru $12 / 23$
KEN STAFFORD

## 600 million active credit cards

2 cards for every man, woman and child

## WHAT WE THINK IS IMPORTANT:

What is my interest rate?

What is my monthly payment?

## WHAT IS IMPORTANT:

## What is my total cost?

## When will I be out of debt?

## FIXED RATE LOAN

A disciplined approach will make a big difference in the amount of interest, and how quickly you pay off your debt.

| - | $\mathbf{\$ 6 , 0 0 0}$ |
| :--- | :--- |
| Beginning Balance | $\mathbf{1 7 . 0 0 \%}$ |
| Annual Percentage Rate (APR) |  |
| Min. Monthly Payment $2.00 \%{ }^{*}$ | $\mathbf{\$ 1 5 . 0 0}$ |
| *of remaining balance or whichever is greater |  |

## FIXED LOAN

|  |  |
| :--- | ---: |
| Beginning Balance | $\mathbf{\$ 6 , 0 0 0}$ |
| Annual Percentage Rate (APR) | $\mathbf{2 0 . 0 0 \%}$ |
| Payment | $\mathbf{\$ 1 5 8 . 9 6}$ |
| Term | $\mathbf{6 0}$ months |


| RHVOTTING TOAN |  |  |  |
| :---: | :---: | :---: | :---: |
| end of year | balance | total payments | Interest paid |
| 1 | \$5,593 | \$1,395 | \$998 |
| 3 | \$4,861 | \$3,907 | \$2,767 |
| 5 | \$4,224 | \$6,090 | \$4,314 |
| 10 | \$2,973 | \$10,377 | \$7,350 |
| 20 | \$1,474 | \$15,519 | \$10,993 |
| 30 | \$730 | \$18,068 | \$12,798 |
| 37 | \$0 | \$19,314 | \$13,314 |

## FIXED LOAN

## $\mathbf{S} \mathbf{A}$

END OF YEAR BALANCE TOTAL PAYMENTS INTEREST PAID

END OF YEAR
BALANC
TOTAL PAYMENTS
INTEREST PAID

| 1 | $\$ 5,224$ | $\$ 1,908$ | $\$ 1,131$ |
| :--- | :--- | :--- | :--- |
| 3 | $\$ 3,123$ | $\$ 5,723$ | $\$ 2,846$ |
| 5 | $\$ 0$ | $\$ 9,538$ | $\$ 3,538$ |

## THE REAL COST OF A \$3,000 CREDIT BALANCE

## \$3,000 balance

19.8\% interest

Pay $2 \%$ or $\$ 15$
0 new purchases

## THE REAL COST OF A \$3,000 CREDIT BALANCE

39 years to pay off

## more than $\mathbf{\$ 1 0 k}$ in interest


$\mathbf{S} \mathbf{A}$

$\mathbf{S} \mathbf{A}$

$\mathbf{S} \mathbf{A}$

## VISA

1473193792643462
valid thru $12 / 23$
KEN STAFFORD

## Charge Card

# TWO BASIC WAYS TO ELIMINATE DEBT 

Debt Stacking
Consolidation into your home mortgage

## Financial Position

## Cash Flow

The first step in managing your finances is to understand where you are spending your money.

## Monthly Income

|  | John | Mary | Total |  |
| :--- | ---: | ---: | ---: | ---: |
| Employment | $\$ 6,000$ | $\$ 1,200$ | $\$ 7,200$ | $100 \%$ |
| Other | $\$ 0$ | $\$ 0$ | $\$ 0$ | $0 \%$ |
| Total | $\mathbf{\$ 6 , 0 0 0}$ | $\mathbf{\$ 1 , 2 0 0}$ | $\mathbf{\$ 7 , 2 0 0}$ |  |

Total Expenses as Percent of Income

## Monthly Expenses



## Debt Resolution Summary

## Where You Stand*

- If you add no additional debt and continue your current payment plan, you will pay off your debt at age 95/93 (Mar 2067) and pay a total of $\$ 197,396.66$ in interest costs.

|  | Debt Name | Current Balance | Interest Rate | Minimum Payment |  | Additional Payment |  | Total Monthly Payment | Projected Pay Off | Projected Interest Paid |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Sears ${ }^{1}$ | \$176 | 19.50 \% | \$15.00 | + | \$0.00 | = | \$15.00 | May 2022 | \$15.50 |
| 2 | Amazon ${ }^{1}$ | \$613 | 16.20 \% | \$15.00 | + | \$0.00 | = | \$15.00 | Nov 2024 | \$183.48 |
| 3 | Vehicle 2 | \$18,145 | 5.00 \% | \$383.00 | + | \$0.00 | = | \$383.00 | Dec 2025 | \$2,110.25 |
| 4 | Phillips 66 ${ }^{1}$ | \$746 | 19.00 \% | \$15.00 | + | \$0.00 | = | \$15.00 | Apr 2026 | \$391.01 |
| 5 | Vehicle 1 | \$27,315 | 5.00 \% | \$515.00 | + | \$0.00 | = | \$515.00 | Aug 2026 | \$3,616.94 |
| 6 | Slmmons Bank ${ }^{1}$ | \$1,018 | 17.20 \% | \$21.00 | + | \$0.00 | = | \$21.00 | Mar 2029 | \$808.79 |
| 7 | Kohls ${ }^{1}$ | \$1,129 | 22.00 \% | \$23.00 | + | \$0.00 | = | \$23.00 | Nov 2037 | \$2,876.72 |
| 8 | HOME MORTGAGE ${ }^{2}$ | \$139,259 | 5.00 \% | \$971.00 | + | \$0.00 | = | \$971.00 | Oct 2039 | \$73,306.93 |
| 9 | 2nd mortgage | \$77,277 | 6.50 \% | \$600.00 | + | \$0.00 | = | \$600.00 | Jan 2040 | \$55,576.93 |
| 10 | Lowes ${ }^{1}$ | \$1,430 | 18.50 \% | \$25.00 | + | \$0.00 | = | \$25.00 | Mar 2042 | \$3,780.98 |
| 11 | Citibank ${ }^{1}$ | \$2,101 | 19.80 \% | \$42.00 | + | \$0.00 | = | \$42.00 | Feb 2048 | \$6,335.50 |
| 12 | First Star Bank ${ }^{1}$ | \$1,789 | 16.00 \% | \$26.00 | + | \$0.00 | = | \$26.00 | Jun 2055 | \$6,978.95 |
| 13 | Bank of America ${ }^{1}$ | \$7,097 | 17.50 \% | \$142.00 | + | \$0.00 | = | \$142.00 | Feb 2059 | \$17,194.95 |
| 14 | American Express ${ }^{1}$ | \$4,397 | 19.10 \% | \$88.00 | + | \$0.00 | = | \$88.00 | Jan 2060 | \$14,208.91 |
| 15 | Walmart ${ }^{1}$ | \$2,345 | 13.50 \% | \$29.00 | + | \$0.00 | = | \$29.00 | Mar 2067 | \$10,010.82 |
|  | Total | \$284,837 | $6.433 \%^{3}$ | \$2,910.00 |  | \$0.00 |  | \$2,910.00 | Mar 2067 | \$197,396.66 |

## Sometimes you feel as broke as

## Sometimes you feel as broke as a

$$
\begin{aligned}
& \text { Tooth Fairy } \\
& \text { in a house full of } \\
& \text { meth lheads }
\end{aligned}
$$

## Debt Payoff Plan

|  | Debt Name | Pay Off Date Accelerated | Minimum Payment |  | Acceleration Amount | New Monthly Payment | Projected Debt Pay Off Date | Projected Interest Avoided |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Sears | N/A | \$15.00 | + | \$0.00 | \$15.00 | Sep 2022 | (\$5.37) |
| 2 | Amazon | Oct 2022 | \$15.00 | + | \$15.00 | \$30.00 | May 2024 | \$2.99 |
| 3 | Phillips 66 | Jun 2024 | \$15.00 | + | \$30.00 | \$45.00 | Sep 2025 | (\$57.24) |
| 4 | Vehicle 2 | Oct 2025 | \$383.00 | + | \$45.00 | \$428.00 | Dec 2025 | \$0.56 |
| 5 | SImmons Bank | Jan 2026 | \$21.00 | + | \$428.00 | \$449.00 | Feb 2026 | \$190.85 |
| 6 | Kohls | Mar 2026 | \$23.00 | + | \$449.00 | \$472.00 | Apr 2026 | \$1,802.02 |
| 7 | Vehicle 1 | May 2026 | \$515.00 | + | \$472.00 | \$987.00 | Jun 2026 | \$4.37 |
| 8 | Lowes | Jul 2026 | \$25.00 | + | \$987.00 | \$1,012.00 | Aug 2026 | \$2,566.82 |
| 9 | Citibank | Sep 2026 | \$42.00 | + | \$1,012.00 | \$1,054.00 | Oct 2026 | \$4,507.96 |
| 10 | First Star Bank | Nov 2026 | \$26.00 | + | ,054.00 | \$1,080.00 | Dec 2026 | \$5,522.83 |
| 11 | Walmart | Jan 2027 | \$29.00 | + | \$1,080.00 | \$1,109.00 | Feb 2027 | \$8,339.76 |
| 12 | American Express | Mar 2027 | \$88.00 | + | \$1,109.00 | \$1,197.00 | Apr 2027 | \$10,387.69 |
| 13 | Bank of America | May 2027 | \$142.00 | + | \$1,197.00 | \$1,339.00 | Jun 2027 | \$11,870.26 |
| 14 | 2nd mortgage | Jul 2027 | \$600.00 | + | \$1,339.00 | \$1,939.00 | May 2030 | \$22,447.25 |
| 15 | HOME MORTGAGE | Jun 2030 | \$971.00 | + | \$1,939.00 | \$2,910.00 | Feb 2033 | \$16,167.97 |
|  |  | Totals | \$2,910.00 |  | \$0.00 | \$2,910.00 | Feb 2033 | \$83,748.72 |

# The end result is not what you think. Always run the numbers 

# REALITY PAGE 

| Monthly Bills | Current Balance | Interest Rate | Minimum Payment | Actual Payment | Projected Pay Off | Projected Interest Paid |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |
| Kohl's | $\$ 134$ | $21.9 \%$ | $\$ 10$ | $\$ 10$ | Sept 2021 | $\$ 10$ |
| Capital One | $\$ 4,168$ | $9 \%$ | $\$ 317.61$ | $\$ 317.61$ | March 2022 | $\$ 236$ |
| JC Penny's | $\$ 276$ | $21 \%$ | $\$ 30$ | $\$ 30$ | April 2022 | $\$ 36$ |
| Phillips 66 | $\$ 333$ | $23.24 \%$ | $\$ 10$ | $\$ 10$ | Oct 2022 | $\$ 73$ |
| Stage | $\$ 379$ | $24.9 \%$ | $\$ 25$ | $\$ 25$ | Jan 2023 | $\$ 99$ |
| DPS | $\$ 9,660$ | $7 \%$ | $\$ 302$ | $\$ 302$ | Jan 2024 | $\$ 1,063$ |
| Washburn's | $\$ 2,538$ | $10 \%$ | $\$ 77$ | $\$ 77$ | April 2024 | $\$ 442$ |
| Arvest Bank | $\$ 8,952$ | $0 \%$ | $\$ 201.65$ | $\$ 201.65$ | Oct 2024 | $\$ 0$ |
| Juniper Bank | $\$ 4,787$ | $5.7 \%$ | $\$ 96$ | $\$ 96$ | Nov 2025 | $\$ 689$ |
| Shell Gas Card | $\$ 923$ | $23.24 \%$ | $\$ 28$ | $\$ 28$ | Jan 2028 | $\$ 889$ |
| Discover | $\$ 3,373$ | $0 \%$ | $\$ 69$ | $\$ 69$ | Feb 2030 | $\$ 0$ |
| Home Mortgage | $\$ 39,896$ | $6.9 \%$ | $\$ 453.34$ | $\$ 453.34$ | May 2031 | $\$ 15,869$ |
| Bank of America | $\$ 8,363$ | $10.24 \%$ | $\$ 163$ | $\$ 163$ | Aug 2042 | $\$ 6,038$ |
| HSBC | $\$ 2,441$ | $10 \%$ | $\$ 41$ | $\$ 41$ | Feb 2098 | $\$ 22,923$ |
| TOTAL | $\$ 86,222$ | $7.1 \%$ | $\$ 1,824$ | $\$ 1,824$ | Feb 2098 | $\$ 48,347$ |

## Current Problem

## Compare

## Proposed Solution

| 14 | \# of Monthly Bills | 3 |
| :---: | :---: | :---: |
| 8 | $\#$ of Revolving Debt | 0 |
| $\$ 48,347$ | Amount of Interest | $\$ 37,246$ |
| Feb 2098 | Debt Free Date | March 2026 |
| 117 | Age When Debt Free | 49 |
| $\$ 1,824$ | Initial Monthly Payments | $\$ 1,155$ |
| $38 \%-$ high | Debt-to-Income Ratio | $22 \%-$ fair |
| $7.1 \%$ | Weighted Average Interest Rate/APR | $7.69 \%$ |
| $\$ 0$ | Potential First Year Additional Tax Savings | $\$ 883$ |

Total Monthly Payments = \$1,540


Take the $\$ 194,800 \mathrm{lump}$ sum and invest with the $\$ 1,540$
now available each month until age 67

The total, given a $\mathbf{1 0 \%}$ return = 1.9 million

## /in•san•i•ty/

## Doing the same thing over and over, and expecting different results.



## Making Your

## Family <br> Bulletproof

Savings/Life Insurance

## 43\% \$10k

 $43 \%$ of Americans have less than $\$ 10 \mathrm{k}$ in savings.| Week | Deposit | Balance | Week | Deposit | Balance |
| :---: | :---: | :---: | :---: | :---: | ---: |
| $\square 1$ | $\$ 1$ | $\$ 1$ | $\square 27$ | $\$ 27$ | $\$ 378$ |
| $\square 2$ | $\$ 2$ | $\$ 3$ | $\square 28$ | $\$ 28$ | $\$ 406$ |
| $\square 3$ | $\$ 3$ | $\$ 6$ | $\square 29$ | $\$ 29$ | $\$ 435$ |
| $\square 4$ | $\$ 4$ | $\$ 10$ | $\square 30$ | $\$ 30$ | $\$ 465$ |
| $\square 5$ | $\$ 5$ | $\$ 15$ | $\square 31$ | $\$ 31$ | $\$ 496$ |
| $\square 6$ | $\$ 6$ | $\$ 21$ | $\square 32$ | $\$ 32$ | $\$ 528$ |
| $\square 7$ | $\$ 7$ | $\$ 28$ | $\square 33$ | $\$ 33$ | $\$ 561$ |
| $\square 8$ | $\$ 8$ | $\$ 36$ | $\square 34$ | $\$ 34$ | $\$ 595$ |
| $\square$ | $\square$ | $\square$ | $\square$ | $\square$ | $\square$ |
| $\square$ | $\$ 9$ | $\$ 45$ | $\square$ | $\square 35$ | $\$ 630$ |
| $\square 10$ | $\$ 10$ | $\$ 55$ | $\square 36$ | $\$ 666$ |  |
| $\square 11$ | $\$ 11$ | $\$ 66$ | $\square 37$ | $\$ 37$ | $\$ 703$ |
| $\square 12$ | $\$ 12$ | $\$ 78$ | $\square 38$ | $\$ 38$ | $\$ 741$ |
| $\square 13$ | $\$ 13$ | $\$ 91$ | $\square 39$ | $\$ 39$ | $\$ 780$ |
| $\square 14$ | $\$ 14$ | $\$ 105$ | $\square 40$ | $\$ 40$ | $\$ 820$ |
| $\square 15$ | $\$ 15$ | $\$ 120$ | $\square 41$ | $\$ 41$ | $\$ 861$ |
| $\square 16$ | $\$ 16$ | $\$ 136$ | $\square 42$ | $\$ 42$ | $\$ 903$ |
| $\square 17$ | $\$ 17$ | $\$ 153$ | $\square 43$ | $\$ 43$ | $\$ 946$ |
| $\square 18$ | $\$ 18$ | $\$ 171$ | $\square 44$ | $\$ 44$ | $\$ 990$ |
| $\square 19$ | $\$ 19$ | $\$ 190$ | $\square 45$ | $\$ 45$ | $\$ 1,035$ |
| $\square 20$ | $\$ 20$ | $\$ 210$ | $\square 46$ | $\$ 46$ | $\$ 1,081$ |
| $\square 21$ | $\$ 21$ | $\$ 231$ | $\square 47$ | $\$ 47$ | $\$ 1,128$ |
| $\square 22$ | $\$ 22$ | $\$ 253$ | $\square 48$ | $\$ 48$ | $\$ 1,176$ |
| $\square 23$ | $\$ 23$ | $\$ 276$ | $\square 49$ | $\$ 49$ | $\$ 1,225$ |
| $\square 24$ | $\$ 24$ | $\$ 300$ | $\square 50$ | $\$ 50$ | $\$ 1,275$ |
| $\square 25$ | $\$ 25$ | $\$ 325$ | $\square 51$ | $\$ 51$ | $\$ 1,326$ |
| $\square 26$ | $\$ 26$ | $\$ 351$ | $\square 52$ | $\$ 52$ | $\$ 1,378$ |

## Keep Your Money In Boxes



## S\&A

## How Much Life Insurance Do I Need?

## Insure for your debt load.

## Net Worth

To make progress toward your goals, your net worth must increase over time. Your net worth is the amount of money you would have if you were to sell everything you own and pay off all your debts.

| Assets |  | Liabilities |  | Net Worth |  |
| :--- | ---: | :--- | :--- | :--- | ---: |
| Retirement Assets | $\$ 25,000$ | Mortgage Balance | $\$ 139,259$ | Total Assets |  |
| Education Assets | $\$ 0$ | Other Debt Balances | $\$ 145,578$ | Total Liabilities | $\$ 230,000$ |
| Goals \& Dreams Assets | $\$ 0$ |  |  |  |  |
| Emergency Fund Assets | $\$ 0$ |  |  |  |  |
| Non-Retirement Assets | $\$ 5,000$ |  |  |  |  |
| Life Insurance Cash Values | $\$ 0$ |  |  |  |  |
| Home Market Value | $\$ 200,000$ |  |  |  |  |
| Total | $\$ \mathbf{2 3 0 , 0 0 0}$ | Total | $\$ \mathbf{2 8 4 , 8 3 7}$ | Net Worth | $\mathbf{( \$ 5 4 , 8 3 7 )}$ |



Beneficiaries, Wills, Trusts
$\mathbf{S} \mathbf{A}$

## Beneficiaries, Wills, Trusts



## Sherry Graham-Potter

 Husband Deputy Tim Graham Pima County SOStruck and killed while in foot pursuit

## Beneficiaries, Wills, Trusts



No will
Wife was not on bank account Wife was not on deed, mortgage, or the title of their cars

# Beneficiaries, Wills, Trusts 



2 days before he was killed Went to HR, Changed beneficiary
-Pension
-Kids Received Tuition Waivers
$\mathbf{S} \mathbb{A}$

## Beneficiaries, Wills, Trusts

## Verify Beneficiaries!



## Will



Trust
$\mathbf{S} \mathbf{A}$

## LINE OF DUTY DEATH

## 2021-\$370,376.00

* In addition to workers comp, agency life insurance, personal life insurance

$\mathbf{S} \mathbf{A}$


## INVESTING FOR YOUR RETIREMENT

$57 \%$ of workers age 45-54 have saved less than $\$ 50,000$

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$57 \%$ of workers age 45-54 have saved less than $\$ 50,000$ $65 \%$ of Americans need their next paycheck to meet their living expenses
$35 \%$ of Americans have no retirement plan.
$54 \%$ of the workforce say they will work past age 65.

## INVESTING FOR YOUR RETIREMENT

Average monthly Social Security benefit is $\$ 1,503$.

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Average monthly Social Security benefit is $\$ 1,503$.<br>Defined Pensions are disappearing - less than $10 \%$ of Americans plans are defined pensions<br>$50 \%$ of Americans do not participate in any kind of employer-sponsored retirement plan.

## INVESTING FOR YOUR RETIREMENT

Average monthly Social Security benefit is $\$ 1,503$.<br>Defined Pensions are disappearing - less than $10 \%$ of Americans plans are defined pensions<br>$50 \%$ of Americans do not participate in any kind of employer-sponsored retirement plan.<br>$21 \%$ of Americans believe they will fund their retirement by winning the lottery.

# Investing It's not rocket science <br> Building for YOUR Retirement 

# Your <br> Money <br> Traditional <br> Institutions 

Global
Economy

Be an owner, not a loaner!

## Why Choose a Mutual Fund?



# The Benefits 

## Of Mutual Funds and

 Variable Annuities
## THE BENEFITS

Professional money management

## THE BENEFITS

## Professional money management

 Diversification of assets
## THE BENEFITS

## Professional money management

 Diversification of assetsVariety of objectives

## THE BENEFITS

## Professional money management

 Diversification of assetsVariety of objectives
Availability of assets

## THE BENEFITS

Mutual funds offer the opportunity to make money three ways:

## THE BENEFITS

Dividends paid from funds' earnings

## THE BENEFITS

Dividends paid from funds' earnings Appreciation of shares held

## THE BENEFITS

## Dividends paid from funds' earnings Appreciation of shares held

Capital gains distributions

| ASSET MANAGEMENT |  |  |  |
| :---: | :---: | :---: | :---: |
| YEAR | 3\% | 6\% | 12\% |
| 1 | \$2,000 | \$2,000 | \$2,000 |
| 6 |  |  | \$4,000 |
| 12 |  | \$4,000 | \$8,000 |
| 18 |  |  | \$16,000 |
| 24 | \$4,000 | \$8,000 | \$32,000 |
| 30 |  |  | \$64,000 |
| 36 |  | \$16,000 | \$128,000 |
| 42 |  |  | \$256,000 |
| 48 | \$8,000 | \$32,000 | \$512,000 |

## RULE of $\mathbf{7 2}$

Dividing the interest rate into 72 approximates the number of years it takes your money to double.

## TIME VALUE OF MONEY

## $\$ 3$ a day at $10 \%$

Age
25-65
26-65
30-65

Amount
\$635,143
\$573,910
\$381,763

## Cost

 \$0 \$61,233\$192,147

## DARRYL DARRYL

## DARRYL 1

Puts in \$3,000 each year from age 21-27


Invests $\$ 21,000$ total

Investment is worth \$942,490
$\mathbf{S} \mathbf{A}$ At age 62


Puts in \$3,000 each year from age 28-62

Investment is worth \$903,440
At age 62

## DARRYL 2

## Invests \$102,000 total



## EXAMPLE OF DOLLAR COST AVERAGE

 $\$ 600$ bonus| 1 | $\$ 100$ | 1 Cow |
| :--- | :--- | :--- |
| 2 | $\$ 50$ | 2 Cows |
| 3 | $\$ 25$ | 4 Cows |
| 4 | $\$ 25$ | $\mathbf{4 C o w s}$ |
| 5 | $\$ 50$ | $\mathbf{2 C o w s}$ |
| 6 | $\$ 100$ | $\mathbf{1 C o w}$ |

## EXAMPLE OF DOLLAR COST AVERAGE $\$ 600$ bonus

| 1 | $\$ 100$ | 1 Cow |
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| 4 | $\$ 25$ | 4 Cows |
| 5 | $\$ 50$ | 2 Cows |
| 6 | $\$ 100$ | 1 Cow |
|  | \$600 spent to purchase 14 cows <br> Average price per cow $-\$ 42.85$ |  |

# Tax Sheltered 

 CDs Stocks Bonds Mutual Funds Gold Silver (some) Real Estate
## Traditional IRA

Annual contribution - \$6,000 / \$12,000
50+ years old - $\$ 7,000 / \$ 14,000$
Immediate tax break
First-Time Home Purchases Up to $\$ 10,000$
Birth/Adoption Expense Up to $\$ 5,000$ - NO PENALTY

## Traditional IRA

## Start with as little as $\$ 25 /$ month or one-time investment of $\$ 500$

Fund as long as you have earned income.
Available without penalty at 59.5

## Must start distributions at 72 (RMD)

## Roth IRA

Annual contribution - $\$ 6,000 / \$ 12,000$
$50+$ years old - $\$ 7,000 / \$ 14,000$
No tax break for contributions
Left for 5 years and 59.5 tax free including growth
Limited to AGI 129k single filer/204k married filer

## Roth IRA

Start with as little as $\$ 25 /$ month
Or one-time investment of $\$ 500$
Fund as long as you or your spouse have earned income No required distributions

## Roth IRA

# Consult your financial professional for Tax and penalty-free distributions for: 

First-Time Home Purchases up to $\$ 10,000$
Medical Expenses
Education Expenses

## MONTHLY INVESTMENT MATRIX, AT <br> 10\%

| Year | $\$ 25$ | $\$ 100$ | $\$ 250$ |
| :---: | :---: | :---: | :---: |
| 1 | $\$ 344.61$ | $\$ 1,378.42$ | $\$ 3,446.05$ |
| 5 | $\$ 1,993.54$ | $\$ 7,974.14$ | $\$ 19,935.35$ |
| 10 | $\$ 5,232.04$ | $\$ 20,928.16$ | $\$ 52,320.41$ |
| 15 | $\$ 10,560.38$ | $\$ 42,241.53$ | $\$ 105,603.83$ |
| 20 | $\$ 19,327.15$ | $\$ 77,308.61$ | $\$ 193,271.51$ |
| 25 | $\$ 33,751.19$ | $\$ 135,004.78$ | $\$ 337,511.94$ |
| 30 | $\$ 57,483.20$ | $\$ 229,932.80$ | $\$ 574,832.01$ |

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# Sooner Save 

State matches your $\$ 25$ with $\$ 25$
Contributions are pre-tax
Grows tax-deferred
May be rolled over into IRA when separation occurs

## 401 (a)

The state's $\$ 25$

Subject to 59.5 Rule

Taxed at current taxable rate when distributed.

## 457

Almost exclusively accessible after separation
Your \$25

Can contribute up to $\$ 20,500$ a year or $\$ 27,000$ a year at age $50+$ or older

Distributions are available at separation (at any age) without a penalty

Taxed at a current taxable rate when distributed

## Variable Annuity

Can be qualified or non-qualified investments
Grows tax deferred
May pick your own investment funds
May have a Guaranteed Growth Factor
May have a Lifetime Withdrawal Guarantee
May have Guaranteed Death Benefit

## OPERS

80 points if hired before July 1, 1992
90 points if hired after July 1, 1992
After 20 years of service, use 6 months of sick leave towards retirement figures

After retirement, \$5,000 death benefit
OPERS pays $\$ 105$ of health insurance

## OPERS

## Opers.ok.gov

- Calculate your benefits
- Within 2 years of Retirement Eligibility


# Law Enforcement Retirement 

High 30 of last $60=$ Average
$2.5 \%$ for each year of service

Percent of average

# Law Enforcement Retirement 

Average of the last 30 months $\$ 4,000$ / month

20 years $\times 2.5 \%=50 \%$
$50 \%$ of $\$ 4,000=\$ 2,000$
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## Forward D.R.O.P

Minimum 20 year service required Maximum Participation 5 years

Member continues employment but stops 8\% contributions

Deferred monthly benefit \& half of employers contributions (6.5\%) deposited into account which currently earns no less than $7.5 \%$ interest

## Back D.R.O.P

## Minimum 20 year service required

## Maximum Participation 5 years

Member elects upon retirement; effective retroactively
Deferred monthly benefit, member's $8 \%$, and half of employers contributions (6.5\%) deposited into account which currently earns no less than $7.5 \%$ interest

## Forward D.R.O.P Interest

Prospective, compounded annually, and earns no less than 7.5\%

## Back D.R.O.P Interest

Retroactive, compounded annually, and earns no less than $7.5 \%$

$$
\begin{array}{ccccc}
\mathbf{6 - 1 7} & \mathbf{6 - 1 8} & \mathbf{6 - 1 9} & \mathbf{6 - 2 0} & \mathbf{6 - 2 1} \\
9.4 \% & 7.5 \% & 7.5 \% & 7.5 \% & 26.0 \%
\end{array}
$$

## Payment Methods

Leave D.R.O.P account balance with OPPRS No longer guaranteed rate of return

Direct payment Subject to income tax withholdings

Direct rollover
401 (a), 403 (a), 403(b), 457(b), Trad IRA, Roth IRA, Annuity

# www.ok.gov/OPPRS www.olers.state.ok.us www.opers.ok.gov 

Accessing your state or municipal retirement plans

## Three Tax Related Tips

For Retired Officers
Take out Drop Money and Pay off Bills $\$ 250,000$ to pay off bills = Tax Liability of $\$ 117,151$

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Have Insurance Premiums paid from Police Pension and save about $\$ 850.00$ Federal and $\$ 300.00$ State Each Year

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Pay attention to the Distribution codes on your 1099R Example if you get $\$ 40,000$ coded incorrectly can create a tax liability of about $\$ 3,750$

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## Windfall Elimination Provision

## Social Security originally designed to provide supplemental retirement benefits.

Lower paid workers receive about $55 \%$ while higher paid workers receive about $25 \%$

In 1983, Congress passed the provision to prevent workers from receiving pensions from main employment and larger percentage of Social Security - as it appeared they were low paid workers

## Windfall Elimination Provision

The amount of reduction can be as much as $30 \%$ of your original benefit.

The amount varies based on lifetime earnings on which Social Security was paid
www.socialsecurity.gov

## Sta9522k - Service Detail

## Benefit Detail

| Calculated High Thirty Sum | $\$ 138,061.19$ |
| :--- | :--- |
| Thirty Month Average | $\$ 4,602.04$ |
| Calculated High Thirty Sum | $\$ 115.05$ |
| Monthly Base Benefit | $\$ 2,761.20$ |
| Additional Monthly Benefit | $\$ 95.87$ |

## Total Monthly Benefit

\$2,857.07
$\mathbf{S} \mathbf{A}$

## Calculated High Thirty Detail

| Year | Month | Hours Worked | Gross Pay |
| :---: | :---: | :---: | :---: |
| 2004 | 10 | 173 | $\$ 6,428.92$ |
| 2004 | 8 | 173 | $\$ 4,048.92$ |
| 2004 | 6 | 173 | $\$ 4,489.71$ |
| 2004 | 4 | 173 | $\$ 4,489.71$ |
| 2004 | 2 | 173 | $\$ 4,489.71$ |
| 2003 | 12 | 173 | $\$ 4,489.71$ |
| 2003 | 10 | 173 | $\$ 4,489.71$ |
| 2003 | 8 | 173 | $\$ 4,489.71$ |
| 2003 | 6 | 173 | $\$ 4,423.53$ |
| 2003 | 4 | 173 | $\$ 4,423.53$ |
| 2003 | 2 | 173 | $\$ 4,423.53$ |
| 2002 | 12 | 173 | $\$ 4,423.53$ |
| 2002 | 10 | 173 | $\$ 4,423.53$ |
| 2002 | 8 | 173 | $\$ 4,423.53$ |

## Hypothetical Savings Deposit Schedule

## Assumptions

Opening Savings Balance \$0
Annual Rate of Return $7.50 \%$

Number of Months 60

Contribution Each Month
$\$ 2,857.07$

## Ending Balance

## Options for Drop Money

## TAKE IT OUT - PAY MY BILLS (STOP! DON'T BE STUPID.) \$208,510

Cost to take out - \$83,404
Remaining - \$125,106

# Options for Drop Money 

## ROLLOVER

Full amount into IRA account
No tax, no penalty
Traditional IRA / Annuity
Can access account at age 50 without penalty, according to the Pension Relief Act signed on August 17, 2006

DEPARTMENT OF THE TREASURY INTERNAL REVENUE SERVICE-UR

NOTICE NUMBER: CP-2005
DATE OF THIS NOTICE: 07/07/2010 SDCIAL SECURITY NUMBER:
TAX FORM: 1040 TAX YEAR: 2008 AUR CONTROL NUMBER: 96001
007953.720805 .0017 .0011 NB 0.382372


| KENNETH V STAFFORD |  |
| :--- | :---: |
| MUSKDGEE OK | S4403-8252555 |

FOR ASSISTANCE CONTACT THE OFFICE OF:
Office of L Fulmer

Toll Free Number: 1-800-829-8310

## CLOSING NOTICE

Thank you for providing us with additional information about the issue wo recently wrote to you about. Wo are pleased to tell you that, with your help, we were able to clear up the differences between your records and your payers records. If you sent us a payment based on our proposod changes, we will refund it to you if you owe no other taxes or have no other debts the law requires us to collect.

If you have already received a notice of deficiency, you may disregard it. You mon't need to file a petition with the United States Tax Court to reconsider the tax you owe. If you have already filed a petition, the office of the District Counsel will contact you on the final closing of this case.

If you have questions about this notice, please write to us at the address shown above. Include your telephone number and the best time to call you if we need additional information.

Thank you for your cooporation.

## \$208,000 for 30 years

 Growth Fund of America
## $\mathbf{S} \mathbf{A}$

## \$208,000 for 30 years

## Growth Fund of America

## 0 withdrawals

## $\mathbf{S} \mathbf{A}$

## \$208,000 for 30 years

 Growth Fund of America 0 withdrawals> Balance of $\$ 6,270,000$ (rate of return $-12.01 \%$ )

## $\mathbf{S} \mathbf{A}$

## \$208,000 for 30 years Growth Fund of America

# $\$ 208,000$ for 30 years <br> Growth Fund of America 

## Withdraw $\$ 1,000$ monthly

## S\&A

# $\$ 208,000$ for 30 years Growth Fund of America 

 Withdraw $\$ 1,000$ monthly Total withdrawals of $\$ 360,000$
# \$208,000 for 30 years Growth Fund of America 

 Withdraw $\$ 1,000$ monthly Total withdrawals of $\$ 360,000$ Balance of $\$ 3,130,000$ (rate of return - 11.95\%)
## \$208,000 for 30 years Growth Fund of America

# \$208,000 for 30 years <br> Growth Fund of America 

## Withdraw $\$ 1,800$ monthly

## S\&A

# \$208,000 for 30 years Growth Fund of America 

 Withdraw $\$ 1,800$ monthly Total withdrawals of $\$ 648,000$
## \$208,000 for 30 years

Invesco Equity \& Income
Withdraw $\$ 1,800$ monthly
Total withdrawals of $\$ 648,000$ Balance of $\$ 617,888$
(rate of return - 11.78\%)
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## Most people don't plan to fail, they fail to plan <br> Know your destination!

## The Solution <br> Financial Needs Analysis <br> Customized <br> Confidential <br> Complimentary




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- LRG

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- Giloss Saxinge fin


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# Think and Grow Rich 

Determine a specific goal. Set a definite time.
Have a plan in mind. Decide what price you will pay. Put the plan in writing. Review the plan daily!

## $\mathbf{S} \mathbf{A}$



## The Team



# $\$ 25,000$ for 40 years $=1$ Million Dollars 

$\$ 35,000$ for 40 years $=1.4$ Million Dollars
$\$ 45,000$ for 40 years $=1.8$ Million Dollars

## Victim Hero?

S\&A

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## KENnedy Grace! Arrived Nov 192019

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