

# Smart Money News and Facts You Should Know!

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## You Can Win The Retirement Game

To get a good handle on your circumstances, your first task is to establish your base target of how much money you will need to live on during retirement. The word "need" is critical. You want to cover your essential needs including food, clothing, shelter and medical care. You should also include your utilities and personal care and enough for a modest level of gifts, entertainment, and hobbies. And don't forget to include taxes.

Your second task is to compute a second figure, a live-it-up target annual retirement income, to cover discretionary expense that you can cut if necessary. Travel, a second home, hobbies, and other activities become part of this number. If your live-it-up target is 1.5 to 2 times the size of your basic target, you're probably within the range of reality.

Once you have determined these two numbers, you can figure out how much retirement income must come from your investments to reach each of these targets. Your base target will determine whether and when you can afford to retire. Until you have enough assets (along with other sources of income) to give you this income, you'll need to keep accumulating savings.

**If you repeat the analysis once a year or so, and you adjust your base target and your live-it-up target accordingly, you'll be miles ahead of most investors.**

**Seek the help of a competent advisor.** Most financial planners and advisors can easily help you come to terms with how much money you owe, and how much money you have to start setting aside to plan for your retirement. Make sure you check references and find someone you feel comfortable with before meeting them.

**Create your own financial "team" of advisors.** Who might this include? Most important..member's of your family that your retirement will affect. Your partner, spouse and children may all be members of your financial team. You can also call our office and we will also help you make these important and life-changing decisions to your retirement.

## Earn a \$25.00 Referral Bonus!

Who do you know that needs life Insurance or questions answered on retirement planning? Or how to benefit with **TAX FREE INCOME** with the new tax retirement laws in 2011. Send them to my website or have them call me. If they like what they see, they can call me for help. When they become my client (I always ask how someone heard about me), I'll send you a gift certificate for \$25 for your favorite restaurant.

## Movie Stars Quotes

I'm an excellent housekeeper. Every time I get a divorce, I keep the house. **Zsa Zsa Gabor**

Give me a couple of years, and I'll make that actress an overnight success. **Samuel Goldwyn**

So, where's the Cannes Film Festival being held this year? **Christina Aguilera**

When an actor comes to me and wants to discuss his character, I say, "It's in the script." If he says, "But what's my motivation?" I say, "Your salary." **Alfred Hitchcock**



"Have you been holiday shopping on the Internet  
Your credit card number is permanently  
burned on to the screen!"

# More Interesting Facts *you* Should Know!

## Should Your IRA Be Your Cash Machine?

There are so many wonderful things to know about IRAs that we sometimes forget a few. You probably remember, for example, that Roth IRAs let you accumulate wealth that you can ultimately withdraw *tax-free*. But maybe it slipped your mind that when you roll over one tax-deferred retirement account into another one; you have just 60 days to complete the process.

Why does this matter? Well, if you don't meet the 60-day rule, you get slapped with a hefty 10% penalty, as well as immediate taxation. (With a \$50,000 rollover, the penalty alone would amount to \$5,000.) In *The Wall Street Journal* recently, Glenn Ruffenach reported a new trend with the IRS: It's enforcing the 60-day rule more than ever. You see, it seems that many folks at the IRS, contrary to popular expectations, have hearts. In the past, they'd sometimes cut you slack if you took a little longer than 60 days to complete your rollover. But no more Mr. & Mrs. Nice Folks .

Here's why: It seems lots of people were taking money out of one IRA not just because they wanted to roll over to a new account, but because they were borrowing money. They were using their IRA as a source for a short-term loan. The trick, though, is to take the limits and rules seriously. Ruffenach offered a few sobering examples, such as:

A person pulled money from his IRA to buy a retirement home. He assumed that sales of other properties he owned would allow him to replace the IRA funds. When those sales didn't materialize, he applied for a loan -- but 60 days passed before the loan was approved. The IRS denied his request for a waiver to complete the rollover, saying the funds had been used solely as a "short-term, interest-free loan."

### Thanks You for Your Referrals

There's no question I have the BEST customers on the entire planet.

Thank you so much!

## Going-Out-Of-Business Sales

Retail bankruptcies and cutbacks are creating a wave of going-out-of-business sales.

**What most people don't know:** To get real bargains at liquidation sales, you need to be especially careful. That's because most of these sales are run by outside liquidations specialists that have no incentive to retain you as a customer.

**Skip the first few weeks of the sale.**

Liquidators typically start with 10% storewide discount. *But there's a catch:* All the prices are first raised up to the full manufacturer's suggested retail price.

Wait until week four. A liquidation sale usually runs six to 12 weeks, with prices by dropping by about 10% a week.

## Classifieds Believe it or Not

### FOR SALE

**Mixing bowl set** designed to please a cook with round bottom for efficient beating.

**Snow blower for sale...**only used on snowy days.

**Great Dames** for sale.

**Four-poster bed**, 101 years old. Perfect for antique lover.

**Free Yorkshire Terrier:** Eight years old. Unpleasant little dog.

**Full-sized mattress**, 20 yr. warranty. Like new. Slight urine smell.

**Free puppies:** Half cocker spaniel, half sneaky neighbor's dog.

## FLUBBED Headlines

*These are 100% honest-to-goodness headlines. Can you figure out what they were trying to say?*

Dr. Tackett Give Talk on the Moon.

**NEW HOUSING FOR ELDERLY NOT YET DEAD**

Chou Remains Cremated

**LOUISIANA GOVERNOR DEFENDS HIS WIFE, GIFT FROM KOREAN**

Mauling by Bear leaves Woman Grateful for Life

PLO Invited

**SILENT TEAMSTER GETS CRUEL PUNISHMENT: LAWYER**

Council spits on shade tree appointment

**FEDERAL AGENTS RAID GUN SHOP, FIND WEAPONS**

# This news is all about you...

## **Beware of dealers' phony recall notices.**

Some dealers buy mailing lists of owners of the brands they sell. They then send out mass mailings saying that your car may need a safety recall. The mailings are designed to look like official notices—but they are simply come-ons to get the car to the dealer. If you go, you will be told there is no recall but that the car does need other, expensive work. *Self-defense:* If you get an official-looking notice that does not specify the exact nature of a recall, throw it away—and avoid that dealer in the future. **Motor Watch**

**Best way to use frequent flier miles.** Airlines charge at least 25,000 miles for a round-trip domestic flight, which at today's average value of 1.2 cents per mile is worth \$300. So don't use more than 25,000 miles on a trip that costs less than \$300...and don't "save" miles hoping that they'll return to their long-term value of about 2 cents each—they may, but airfares likely will increase too. *Also:* Join a major airline's "miles" program. If a small airline fails, its miles may become worthless. If a major airline fails, its program likely will be bought by another.

*WebFlyer.com Randy Petersen publisher of Inside Flyer.*

**Tax authorities watch MySpace, Face book and other sites.** State tax evaders by "Googling" them to see what they say about themselves (such as where they live and work). The agents also compare claims of business owners and investors on their personal Web pages against what they report on their returns. The IRS declines to say whether it watches the Internet—but it does share information with the states.

*The Wall Street Journal*

**Driving with the parking brake on** can cause brake failure. Even if the brake is applied just one or two clicks—which may not be enough to activate the dashboard warning light—a long trip can cause brake fluid to heat up so much that it boils and vaporizes. This causes loss of hydraulic pressure and total brake failure. *Self-defense:* Be sure to release the parking brake completely before driving.

*Motor Watch*

## **Can you imagine back in 1903**

The average life expectancy in the US was 47.

Only 14% of the homes in the USA had a bathtub

Only 8% of the homes had a telephone.

A three-minute call from Denver to New York City cost \$11.

There were only 8,000 cars in the US and only 144 miles of paved roads.

The max. Speed limit in most cities was 10 mph.

The tallest structure in the world was the Eiffel Tower.

The average wage in the US was \$0.22/hour

The average US worker made between \$200-\$400/ year.

More than 95% of all births in the US took place at home.

Most women only washed their hair once a month and used borax or egg yolks for shampoo.

The population of Las Vegas, Nevada was 30.

There was no Mother's Day or Father's Day.

Anyone could own and carry any gun they could afford, and there were only about 230 reported murders in the entire US.

That was the world in those "good ole days" that everyone back then called "these trying times" just as some call today's world.

## **More Dumb Crooks!**

**A BAD CALL** "When two service station attendants in Ionia, Michigan, refused to hand over the cash to an intoxicated robber, the man threatened to call the police. They still refused, so the robber, true to his word, called the cops and was arrested."

## **HE DIDN'T SEE THE ERROR OF HIS WAYS**

"A blind man tried to rob a bank as a security guard who helped him to the teller's window stood nearby, police say.

"Bruce Hall, 48, entered the bank accepted the guard's help, then gave a teller a note demanding money, police said. The teller mouthed 'It's a robbery' to a guard, "and Hall was apprehended."

# The back page...

## A fitness plan for your mind

Clearly there is a payoff for both employees and employers who encourage and support fitness and health. There's plenty of evidence to prove healthy people are more productive. But amid all the body building, it's just as important to exercise your mind. To keep your brain, as well as your body, in shape you should:

- Read constantly, especially about how you can improve your skills, and then follow them through.
- Spend some time each day on the treadmill of routine activities. Getting them off your mind is like shedding unwanted pounds. You'll feel better and the tougher, more complex tasks won't seem so daunting.
- Meet or talk regularly with others to discuss new ideas and career plans. You may need a few mentors and coaches to help you reach your goals.
- View problem solving as an exercise bike that lets you gradually increase pedal pressure. Gets the kinks out with some straightaway easy problems, so you'll be able to deal with the more uphill ones.
- Give your mind the same break you would your body when exhausted. Set aside a little time each day to let your brain bask in a mental sauna. This will prepare you for future hard exercise.

## ATTENTION: IRA OWNERS!

**Warning!** If you have an IRA account, you may be missing huge tax savings! Did you know that your IRA can be one of the costliest assets you will ever own?

A **FREE REPORT** has recently been published that reveals the little known tax savings strategies for IRA owners. The truth is that most IRA owners are completely unaware that such tax savings strategies even exist and will overpay the taxes on their IRA's!

This **FREE REPORT** entitled "**How to Avoid The Little Known Tax Traps The IRS Has Set For Unsuspecting IRA Owners**" reveals the secrets **YOU MUST KNOW** to saving thousands of dollars in unnecessary, and easily avoidable, taxes on your IRA's!

Please call our toll-free 24 hour recorded message to request your free report.

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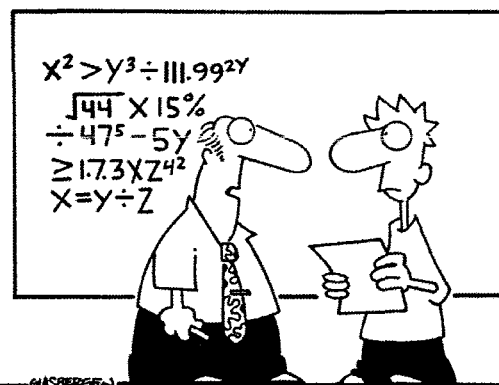
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Florida's Credible Source of Health & Wealth Information  
Helping You Think About Your Money ... And Make Smart Choices  
To Protect Your Hard Earned Assets.



"Can you keep a secret? I've been teaching this stuff for 15 years and I still don't understand it."