

Financial Services Plan

*...preserving your past,
protecting your future!*

Introduction

This financial services plan has been developed for members of the National Association of Family Services to help members protect their families. This plan features a wide selection of services that may not be available elsewhere.

Today, individuals are faced with many financial concerns - preparing for retirement, planning for the passing of your estate or supporting an aging parent. Individuals are also confronted with an ever-growing number of investment and insurance products and services. The need for competent, objective financial guidance has never been greater. The plan's primary responsibility is to address a member's needs and concerns, as well as being there to service those members. The Plan Providers begin with acquainting themselves with each member's unique situation, and thoroughly understanding both short and long-term objectives. The Plan Providers then offer professional recommendations designed specifically to achieve your goals.

The Plan Provider works in unison with other advisors, including attorneys, tax specialists, and consulting firms. The result of this teamwork is a professionally designed program that matches each member's needs. The Plan Provider exists to provide professional, personal service and recommendations in the best interests of our members. Members are also entitled to services at an ongoing basis after initial services have been provided.

What is Financial Planning?

Financial planning is the process of wisely managing one's finances to achieve certain goals and dreams, while at the same time helping negotiate the financial barriers that inevitably arise in every stage of life. The financial planning profession exists to help people make those financial decisions and achieve their life goals. Financial planning includes the gathering of information relating to the financial health and well-being of a member. Through an interview process, a member's financial concerns and future goals are established. The information gathered is then analyzed and compared with the member's stated goals. From this comparison, recommendations can be made to help a member adjust their current financial behavior so that any gaps can be filled and/or any current plans can be altered to meet goals. Or, best-case scenario, it can simply validate the path they are currently on is the correct one.

Is Financial Planning right for me?

Whether you have very limited resources or a sizable estate, you can benefit from financial planning. Today, it is almost impossible for anyone not working in the financial field to keep up with the rapidly changing financial products, tax laws, and the volatile economy. You are given financial advice in articles, radio talk shows, and advertisements. However, this information is often fragmented and not related to your total personal financial situation. Putting all this information together into a workable plan can be a daunting project for individuals. We strive to explain your options in easy to understand terms showing how each option could affect you.

What Services are to be Expected from the Financial Services Plan?

The Plan Provider will take the time to get to know you, your financial situation, your financial goals and your risk tolerance. When you work with your Plan Provider, you should expect to receive these services:

Personal attention: Your Plan Provider will take the time to go through a full interview with you, asking questions to get to know your entire financial situation, your risk tolerance and your goals before making any recommendations.

Help develop a strategy: Once you have worked with your Plan Provider to determine your risk tolerance, the Plan Representative can help you develop and implement a plan based on the varying degrees of risk that fit your time horizon and comfort level.

Ongoing, regular check-ups: Your Plan Provider will call on a regular basis to see if your financial situation has changed. If you have married, switched jobs, had a child or purchased a home, your strategy may need to be adjusted to account for these changes and to ensure your plan continues to meet your situation and goals.

What is the Personal Planning Process?

The planning process can be thought of as a science, where a logical systematic process is taken to assist you in achieving your financial goals. Your Plan Provider's primary focus will be to coordinate all areas of your total planning picture to achieve the highest level of outcome for all concerned - emotionally and financially.

- 1. Initial Interview:** Your Plan Provider will meet to discuss how financial planning may be able to impact your personal, family and business goals.
- 2. Data Gathering:** As a first step towards working together, the Plan Provider will spend time with you in a fact-finding interview. This conversation will provide sufficient information to conduct an accurate analysis. The Plan Provider will begin to discover more specifics about your goals and values, and your current financial situation.
- 3. Analyze and evaluate your financial status:** The Plan Provider will evaluate the data collected to gain a better understanding of your situation and your unique requirements in order to develop a strategy that will best meet your needs.

4. Recommending a Plan: This step simply involves meeting with us to discuss the analysis and plan recommendations. The Plan Provider will determine the direction of plan development and prioritize issues to resolve. The Plan Provider will ensure that you understand and are comfortable with the recommendations.

5. Implementing the Plan: This step is crucial to ensure that the recommendations in Step 4 are put into action. At this time, you will have a solid understanding of what needs to be done to maximize the greatest impact on your desires, goals and dreams.

6. Monitoring the Plan for changes and progress: The Plan Provider will conduct periodic reviews and maintain ongoing personal communications to keep you informed and involved. The Plan Provider will also invite your input, encouraging you to keep them informed as any questions, concerns or significant financial developments occur. The Plan Provider may recommend adjustments when your situation or objectives change or when an opportunity arises that can further maximize your wishes and desires.

Outline of Services

Your financial services plan addresses any or all of the following issues:

Eliminating Financial Risk

Risk evaluation and financial security concerns such as loss of control of assets, creditor concerns, equity/mortgage options, credit, debt and budget issues, prescription and medical cost issues, cutting spending and maximizing savings concerns.

Retirement planning options and solutions, including return of premium life and long-term care products, indexed products that allow for growth potential without market risk, liquidity options and concerns associated with various investment vehicles, annuities, IRA's, self-directed 401K's, indexed universal life products, etc.

Reverse mortgage information for members over 62 or for the parents of younger members including how they work and government and private information sites for getting more information (HUD, FHA, etc.).

College Tuition savings options such as IRS 529 Plans, Coverdale accounts, UGMA accounts and pre-paid college savings accounts and the up and down side to each, along with budget evaluation on how they apply to members needs/wishes.

Financial Stability - Not Outliving Your Income

Out-living your savings concerns are addressed by providing advice that allows members to objectively evaluate lifetime income options, along with discussion on the advantages and disadvantages of each strategy.

Limiting Tax Liabilities

Tax concerns such as capital gains, stepped up basis, IRS exchange rules and laws, ownership issues, etc. Tax updates and year-end tax advisory newsletter provided free, including outlining recent tax law changes of interest or concern to the members.

Capital gains tax issues and advisory services.

Proper Medical Protection

Health Savings Options and other non-traditional cost savings options available under the Deficit Reduction Act, the Tax Payers Relief Act, and IRS Code provisions and their application to member's family. Medicaid Medigap concerns including private and public policy issues and various products available and how they fit the member's needs.

Dealing Effectively With Catastrophic Illnesses

Catastrophic illness/injury concerns including statistical evaluation of risk, lifestyle-risk evaluation, single vs. married/couple concerns, evaluation of family support options, home care issues, long-term care issues and solutions, cost analysis (both statistical and applied), insurance and other resource evaluation including private and public sector.

Long-Term Care Strategy

Long-Term Care concerns such as long-term care insurance, underwriting, alternate financial vehicles available with long-term care riders or investment multipliers, spend down, gifting, excluded assets, government assistance programs, home care issues, local, State and Federal agencies and regulatory bodies, private organizations providing support or referral contacts, etc.

Safeguarding Assets for the Benefit of Heirs

Legacy planning concerns such as tax deferred growth, maintaining control now without concerns upon death or incapacity, maximizing inheritance while maintaining liquidity, and controlling distribution for minors.

Life Insurance and Annuities for Estate Preservation

Life insurance concerns, solutions, and products, their costs and benefits, risk evaluation, underwriting concerns, charitable gifting benefits, ILIT funding, and Medicaid planning.

Special Services

Enhance the Amount of "Wealth Transfer" To Beneficiaries at No Cost

Reduce or Eliminate Paying Taxes on Social Security Income

Long-Term Care Insurance at Reduced Rates

Eliminate or Defer Taxes on Certain Account Types

Receive Income You Cannot Outlive

Earn Gains Tied to the Stock Market Without Risk to Principal

Definition of Terms

In this financial services plan, the terms “company,” “we,” “our,” and “us” refer to Plan Providers. The terms “you” and “your” refer to the member.

The term “member” includes you, your spouse and any unmarried dependents age 19 or younger residing in the same residence with you and financially dependent upon you, as well as any disabled child(ren) that reside with you.

“Plan Providers” are independent contractors with experience in financial planning products for use in financial planning. The Plan Providers may be licensed to transact insurance, securities, or mortgage services and products.

Disclosures & Indemnification of Liability

This financial services plan is not an insurance or indemnification plan. It is not liable to indemnify or reimburse any participating member for any fees or costs generated by the member.

You agree and understand that the Plan Provider is not an attorney, paralegal or certified tax authority, and you have been advised that you should always consult an attorney for legal advice and/or a tax accountant for tax advice.

The Plan Provider may go over the possibilities with you in regard to certain insurance or financial products. You are under no obligation of any sort to agree with or to obtain or use any of the insurance or financial products, which may be recommended by the Plan Provider.

Not all services and options are available in all states.

Terms & Conditions

The Plan Providers shall have full and final power, authority and discretion to interpret the agreement and all its provisions. This power, authority and discretion include, but are not limited to, all decisions regarding the extent of services offered, individual participants, costs, and structure of the plan.

Member may begin to use the services of this plan immediately after the member's right to cancellation has expired. In the event services are modified, changes shall be effective only from the date of modification.

Services availability may vary by State in accordance with regulatory authority mandates.

Termination

NAFS reserves the right to reject any member application for this financial services plan for any reason whatsoever. Your financial service plan will be cancelled if you are delinquent in paying any membership fees to NAFS. NAFS reserves the right to cancel this financial services plan for any reason upon prior written notice to you.

Privacy & Confidential Information

NAFS understands how important privacy is to our members. We are committed to protecting your privacy and want to make sure that you understand how your personal and confidential information is used.

Gramm - Leach - Bliley Act: Any entity that retains personal financial information on behalf of their clients is now required by federal law to inform their clients of their policies regarding the privacy of client information. In the course of providing services as outlined in this agreement, Plan Providers receive significant personal financial information from our members. As a member, you should know that all the information received from you is held in confidence as required by this Act and the Plan Provider's ethical and professional obligations and responsibilities. This information is not released to other people or institutions, except as agreed to by you, or as required under applicable law, and is only available to those persons who have a need to know or deal directly with this information. The Plan Providers retain records relating to your services that are provided to you so that they may be better able to assist you in the future. In order to guard your non-public personal information, the Plan Providers are required to maintain physical, electronic and procedural safeguards that comply with the highest professional standards.