



How the Affluent Create Wealth Using Safe Liquid Investments

By

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How Do They Do It?

Have you wondered why you struggle to make and keep money while the affluent always seem to do well no matter what the economy is doing? Are the affluent that much smarter than you or is it because the affluent can afford high priced advice?

Well, the affluent can afford high priced advice all right, but that in itself doesn't always assure success. There are plenty of stories of well-off people going bankrupt. So what is the secret? Why do the affluent succeed more often than fail? Well, there is no secret, really, but unlike the majority of people, the affluent spend more of their time looking for opportunities still hidden from the masses and they listen to people who have proven track records.

Where your financial knowledge is acquired can make the difference between failure and success. Where did your financial knowledge come from? Have you ever examined the sources? Look at any profession and you will find 5 percent of the people have all the money. These 5 percent are the experts, the true gurus. Who were the people you got your financial information from? Were they the gurus or have you just accepted the unquestioned accumulated belief system as it is dispensed by the 95 percent who are wholly unqualified to give you true financial knowledge?

Limiting Beliefs about Money

Have you ever questioned your belief system or are you doing what you've always done? If you examine your belief system you will find most of your beliefs about money are limiting beliefs. Beliefs that govern your every behavior. Examples of these limiting beliefs sound like this:

- I can't get ahead
- I'll never be rich
- Rich people are crooks

- How can he/she afford that "fill in the blank"
- I'm not smart enough
- I'm not good enough
- That's too expensive
- I couldn't do that

Your limiting beliefs don't even have to be about money to limit you in the area of money. These beliefs just have to hold you back from doing what you need to do to really get ahead.

Do you want to continue following the unquestioning crowd or are you ready to look for the true opportunities existing in the marketplace for those who know what to look for? If you are ready, then you must start by being willing to let go of old ideas and concepts which are holding you back. Begin by asking yourself where these ideas came from and are they still valid in our rapidly changing world? These ideas may have been perfect for your parents and grandparents and for the world they grew up and lived in but you don't live in that world.

Unfortunately, most people make their financial decisions with their eyes focused in the rear view mirror. If you drove your car this way you would almost certainly end up in an accident. If you only know where you have been and aren't looking to where you are going, you are setting yourself up for failure. If you want to avoid trouble and land on your feet you have to begin by questioning what you think you know and what you think is coming.

- How much time do you have to prepare for retirement?
- How much have you accumulated toward your retirement?
- Do you think future tax rates will be higher, lower or the same as today?
- How long will you live in retirement?
- What will your company and government benefits look like?
- What will happen to health care costs and availability in the future?

You also need to look at the set of circumstances your parents and grandparents lived in and the advice they passed on to you based on their view of the world. For the most part, your parents and grandparents:

- Lived in the same house their whole life.
- Had one job their whole life and retired with a pension.
- Could count on public programs as a safety net.
- Saved a little bit of money over a long period of time.
- Used credit sparingly if at all.
- Paid their home off and held a mortgage burning party.
- Had few financial choices for their savings and investments.

Can you say the same will be true for you? You know your world is much more complicated, much riskier and filled with twists and turns your parents never even dreamed of. You will:

- Have more jobs and employers
- Move more frequently
- Never have a pension
- Need to save more money with predictable returns
- Not be able to count on corporate or government safety nets
- Have more non-preferred debt
- Live longer in retirement
- Have many more financial choices

Bottom line; you need to take responsibility for your own financial future. To further complicate this scenario, you need to be in the minority. Remember, your goal is to be in the top 5 percent of people who retire financially secure. What will happen to the other 95 percent? They will be a further drag on the government programs that will be in trouble, causing you and those still working to continue supporting them.

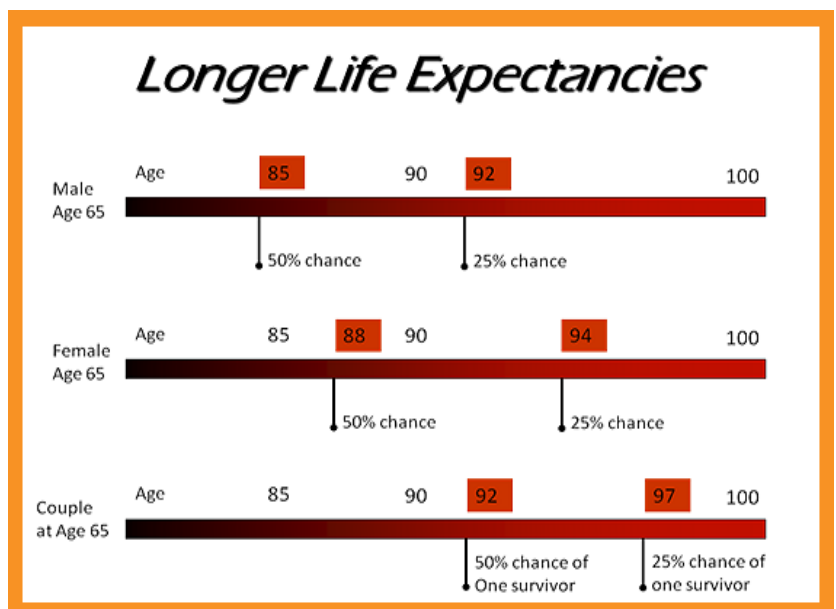
If you don't think this can happen, just look at these statistics. In a study, conducted at Purdue University in 2005, they found the

average amount saved in 401ks and IRAs in the U.S. was \$49,944. If you take out the top 10% of savers (the people who save the most) the average drops to just \$9,000. Since the average credit card debt in the U.S. is around \$7,000 this means that 90% of the people in this country have saved about \$2,000 towards retirement. Who do you think will be supporting these people in their old age?

If you really want to retire like the affluent you must start by getting clear what your greatest challenges are likely to be and start looking for opportunities the affluent take advantage of every day. Let's take a look.

Life Expectancy

If you take reasonable care of yourself, you can expect to live 20 to 25 years in retirement. Some of you will even live 30 years in retirement. Looking at the table below, you can see that if you reach age 65 you have a statistically significant chance of living well into your 80s and beyond. Did you realize that if you and your spouse make it to age 65 one of you has a 50 percent chance to live to age 92 and a 25 percent chance to live to age 97? The longer you live the greater the chance your life can be further extended because of improved medical practices and the development of treatments you can't even see at this point.



Currently, there are about 27,000 people aged 100 or more. This is the fastest growing segment of our economy and will continue to grow as you move into your own retirement.

Living longer has its advantages and its disadvantages. Obviously, living longer means you will have the opportunity to travel more, spend more time with your grandchildren, take up new hobbies and spend your days doing what you want to do rather than what you have to do. It also means running out of money before you run out of time, spending your last year's confined to a bed or a nursing home, and wishing you had taken better care of yourself.

Look at the affluent today versus 100 years ago and you can see how far you have come. 100 years ago the affluent were overweight and healthy while the poor were thin and sickly. Today the affluent are trim and healthy while the poor are overweight and sickly. Today money buys not just food but better food. It also buys health club memberships and personal trainers. If you want to live a long and healthy life you will want to watch what you eat and take care of the body you might need to carry you into your 90s and beyond.

Taxes

Let me ask you the question I ask in all of my seminars. "Do you think taxes in the future will be higher, lower or the same as today?" Like 99 percent of my seminar attendees I am sure you said **higher**. If you read the newspaper, watch the news and look at what is happening in the world you live in today, you realize taxes are going up in the years ahead. If you only count the need to support 90 percent of the retired population who haven't saved for their retirement, you can see you will not be retiring into a lower tax bracket.

According to Laurence Kautlikoff, author of the book "*The Coming Generational Storm*", if the government is going to pay for the future liabilities of our public programs (Social

Security, Medicare and Medicaid) the government will need to make abrupt adjustments to our taxes and promised benefits. In 2003 he stated that the government would need to make the following changes just to assure coverage would be here when the last of the baby boomers reached retirement:

- Increase our Federal income taxes by 69%
- Increase payroll taxes by 95%
- Cut Federal purchases by 106%
- Cut benefits by 45%
- Some combination of each of these

Our leaders, of course, have made none of these adjustments and yet these same people carry on like everything will be just fine when you reach retirement. The reality of these public programs is that they will be swamped by the millions of baby boomers who are just now entering into retirement and who will continue to be a drag on the system for the next 30 years.

Here are a couple of specifics that you face:

- In 2004 Medicare required 10.7% of all tax receipts and it is predicted that by 2019 Medicare will consume 24% of all tax receipts and by 2042 it will consume 51% of all taxes collected.¹ If you think universal health care will solve this problem, you must realize that Medicare is a form of universal health care and anything that will replace it will be burdened by the same reality of baby boomers living much longer in retirement than their parents ever did.
- It is predicted that the Social Security trust fund will begin to be tapped into in 2018 and be completely depleted by 2041.² If our government leaders had made changes to this program years ago they might have been able to extend it, but do you see any congress willing to touch this problem before it is too late?

You are left with this reality; your benefits will need to go down, you will need to wait longer to be eligible and your taxes will need to go up to pay for the massive increases in cost resulting from the higher usage figures projected.

The affluent will be ready for this because they saved and invested for the future. Taxes and healthcare costs, although burdensome, will not cause a large drag on their lifestyle. You, however, will need to prepare for this by investing in instruments that will provide you with predictable returns, no downside risk and upside market potential.

Luckily there are instruments in the marketplace today already providing this. These are the same instruments the affluent have been utilizing for decades.

Retirement Plans

You have been saving for your retirement using the instruments the government has promoted and promised would support you in your golden years. Have you ever examined what this promise is built on? The main premise these tax-deferred retirement plans are built on is three-fold:

- Your money is invested tax-free or tax-deductible (more goes to work for you)
- Your money grows tax-deferred (more will be there for you)
- You will be in a lower tax bracket when you retire (the big assumption)

The first two statements are certainly true but, unfortunately, the success of both of them is predicated on the success of the third one, which you have just agreed is not true. If your taxes are not going to be lower in retirement, what will the rest of your story look like? Let's take a simple example and show you what you might expect when you start taking money out of these tax-deferred instruments, if your taxes just stay the same.

If you saved \$4,000 per year for 30 years and received an assumed return of 10 percent³, you would have saved \$120,000 and it will have grown to about \$750,000. Assuming you are paying 25% in federal taxes and 7% in state taxes, your annual tax savings will be \$1,280 for a total tax savings over 30 years of \$38,400.

Once retired you want to start taking 10% withdrawals (interest only) from your account totaling \$75,000. If your tax bracket doesn't change you will owe \$24,000 in taxes in the first year of retirement. If you live 20 years in retirement your total tax payments on the income from your \$750,000 nest egg will equal \$480,000. **You have to ask yourself, was saving \$38,400 over 30 years worth the pain of paying Uncle Sam almost a half million dollars in your retirement?** Could there have been a better way? Unfortunately, if you have already accumulated large sums in these accounts there may be little you can do to stop the future pain, but you can stop fueling the fire of this tax inferno.

If you are funding a 401k plan, consider reducing your contributions to only get the match from your company and start putting the rest into a Roth IRA, Roth 401k or your own private retirement plan. If you work for yourself or own your own company, forget the qualified plans. Pay the taxes on your funds today and fund a private retirement plan that can provide real dollars in retirement. If you have accumulated sizable retirement plans already, consider paying taxes on your deferred retirement plans early in retirement before taxes go even higher. Begin today to use tools the affluent use to avoid taxation altogether on some of the money they withdraw from their retirement plans by using the one asset you have not used yet, the equity in your home.

The Truth about Home Equity

I can almost hear the conversation that just started in your head. "I hope he doesn't ask me

to put my house at risk. It is important for me to pay my house off.”

The truth is I want you to pay your house off. I just want you to understand that there are two ways for you to do this and you have always lived with the idea that there is only one way. Your way has been to get the shortest mortgage you can and pay as much as you can into it as fast as you can so the house will be yours free and clear. The second way to pay your house off is to have the money needed to cover the mortgage in a separate account, growing with compound interest and liquid enough for you to use if you need it.

If you expect taxes will go up, expect to live longer, expect government benefits to go down and prices to go up just when you reach retirement, you will need to put all of your assets to their highest and best use right now. The greatest underused asset you have at your disposal is your home equity. If used properly, it can create a strong defense against the baby boomers’ effect on the economy.

If you were taught to pay your mortgage off, consider it part of the unquestioned belief system and take a fresh look at what you have been doing. The concept of needing to pay off your mortgage comes to you from the Great Depression. The mortgage loans written at the time could be called by the bank on demand. This is known as a due on sale clause. Once the banks felt the crunch from the economic impact of the depression and people began falling behind on their payments, the banks began to demand their loans be paid off, even from people who were making their payments on time. This resulted in many people losing their homes to the bank. The only way you could ensure your home was yours was to pay it off.

Today, your loan cannot be called except for non-payment or fraud. As long as you make the payments, your loan terms will be honored. Many people still think that paying off their mortgage is the safest and best use of their money. **On the contrary, the equity in your**

home is both tied up and at risk all the while it is earning no return.

Let’s examine the statement I just made in the last sentence:

“What do you mean, my money is tied up?”

Your equity is tied up because in order for you to have access to it you need to prove you can pay it back. Unfortunately, many people who need to access the equity in their home because of job loss, illness or other emergency will find it either difficult or impossible to get. Contrary to popular belief, **your mortgage is a loan against your income, not a loan against your home.** If you don’t look like a good bet to pay the loan back, no one will want to give you the money.

“What do you mean, my equity is at risk?”

Your equity is at risk because even though you might not be able to access it, a good lawyer can get it through a law suit or judgment. If you are involved in an automobile accident, someone is injured on your property or your child is involved in some legal problem, you could find yourself facing a potential lawsuit. When someone sues you they are looking for assets and the largest, easiest target will often be the equity in your home. You could find a lien placed on your home preventing you from being able to sell or refinance it. Lawyers call this “*low hanging fruit*” because it is so easy to get.

“What do you mean, my equity has no return?”

“My house goes up in value every year”, you say. But now you have to ask yourself, why? “Is it because there is equity in my house? “

You must understand, your home’s value is determined by the market conditions in your community. If values are rising, your home goes up. If values fall, your home value goes down. It will make no difference if your house is paid off or if it is fully mortgaged. This means

whatever equity you have in your home is making a return of zero. It is locked up inside the walls of your home and can only be accessed by you through a sale or a loan.

So why do you want to pay your house off? If you think about it, you want to pay your house off because that is what you were told to do and because you think it will help you sleep better at night. You have also been taught that all debt is bad. Debt means you owe somebody else and that is risky. But there is good debt and there is bad debt. Bad debt is debt like credit cards, car loans and consumer debt. This eats away at your purchasing power and can never be recovered. Good debt (preferred debt) is debt that comes with a built in tax deduction. When you borrow money for a mortgage Uncle Sam says you can write the interest off against your current taxes.

The affluent understand tax deductible interest as well as the concepts of opportunity cost and arbitrage. This is why they are able to keep and grow their assets with greater liquidity, safety and rate of return. You need to understand these concepts and use them for your own advantage. Mortgage interest is the last tax deduction available to the average person. If you use it

correctly you can leverage a small amount of money to control a lot of assets. If you borrow \$100,000 at 7% interest-only and your marginal tax bracket is 32% your after tax cost to use this money is actually 4.76% ($7.0 - .32 \times 7.0 = 4.76$) which is a net cost of \$4,760 per year. Where else could you go to get a deal like that?

If you left the \$100,000 inside your home you would save the interest you would have paid, had you borrowed the money. However, you would have lost the opportunity to invest that money someplace else and earn a rate of return on it. If you took that \$100,000 and invested it at 8%, tax-free, you could earn \$8,000 in year one. Doesn't it make sense for you to pay \$4,760 to earn \$8,000? The opportunity cost in this example is \$3,240. If you had left this money in your home you would have lost the opportunity to earn a net return of \$3,240.

You earned this by creating an arbitrage. An arbitrage is created when you borrow money at one rate and invest it at a higher rate thereby earning a net real return. This is what banks do every day. Look at this real life example.

This bank pays you 2.5% when you give them money but charges you 4.2% when they give you money.



The affluent understand these principles and take advantage of the power of arbitrage and compounding to create wealth. If you are willing to exchange \$4,760 for \$8,000 in year one how much more likely would you be to do it in year 5 when the compounded return on your money is \$10,800 or in year 10 when it is over \$15,000?

Can you now see the opportunity your money is losing when it stays in the walls of your home? Just by using tax-advantaged money to create a simple arbitrage you can begin to take control of your assets and put them to a higher and better use without giving up liquidity or control.

OK! Where can I get 8% on my money?

We have covered the concepts the affluent understand in order to create wealth so now we need to discuss some of the tools they use to make it happen. One thing the affluent understand is the use of safe, liquid investments to both protect and grow their assets. The affluent also understand the use of tax-advantaged instruments, since their goal is to create wealth that will provide the greatest after-tax income possible. Usually, safety, tax advantages and a good rate of return do not go hand in hand but there are some instruments you should become familiar with if you want to make money like the affluent do.

Equity Indexed Universal Life

When we think of life insurance most of us don't equate it with wealth accumulation. In fact, we think of life insurance as a necessary evil. After all, didn't we prove a long time ago it was better to buy term and invest the difference? And what about safety? Isn't my money at greater risk with an insurance company than with my bank? Did you know

that insurance companies are required to keep on reserve enough money to cover all known and unknown claims? Your bank, on the other hand only needs to keep 10 percent of their deposits in reserve and are free to loan out the other 90 percent. **There is much more safety in a strong life insurance company as compared to a strong bank.** When trouble looms in the economy it will be the banks that feel the pain first. Just look at the problem subprime loans are causing the major banking institutions around the globe.

Term insurance may be your goal if you simply want to provide death benefit protection. However, if your goal is to create a large nest egg you can access tax-free, then cash-value life insurance may be the best vehicle out there. The affluent have used life insurance for decades as a way to not only create wealth but to transfer wealth and to pay for the taxes due on their estates.

Not just any insurance will do, though. Today, you will need a product that can **get market based returns without the market based risks.** Up until a few years ago the only choice you had to get market based returns in an insurance vehicle was to buy a variable life insurance contract, one that invests in mutual funds. You get the upside market potential but you also take the downside market risk and many people who owned these products in 2000, 2001 and 2002 saw their accumulated values drop by 30 to 50%. Not exactly what you would consider safe.

A few years ago, though, companies began to develop a universal life insurance product which wasn't directly in the market but instead would track the market. They did this by using options on one of the major market indexes like the S&P 500, the Dow Jones Industrial Average or the Nasdaq.

The Powerful Advantage of Annual Lock in and Reset of the S&P Index



That is a \$11,550 difference because of the annual lock in and reset.

By creating a policy that tracks an index the insurance companies now have a product that can provide potential returns averaging 8 – 9% while protecting assets inside the policy from market downturns. **Your principle is guaranteed to lock in on each anniversary date while the index resets.** This creates an opportunity for you to get the upside of the market while avoiding the downside market risk. Here is a simple example to explain how this works:

If you started with \$100,000 and the market rose by 10 percent in the first year you earn \$10,000 dollars which will be added to your beginning value and become your new minimum value. If the market drops in year 2 by 10 percent you receive no return in your policy but avoid the market loss that occurred had you been directly in the market (the down, red line). In year three when the market moves up by 5 percent you add the \$5,500 gain to your previous \$110,000 as your new minimum value. By avoiding market loss you will be 8.9% better off than if you had been directly in the market. By using a product like this, you

can begin to achieve the predictable returns you will need to secure a safe retirement.

You still might not be convinced life insurance is the best way to protect and grow your retirement assets until you start to grasp the greater advantages tax-free growth and tax-free income can provide for you. Life insurance is one of the last investments designed to accumulate money tax-free, access it tax-free and blossom in value and transfer to your heirs tax-free at death⁴.

There are two ways you can access the money inside of a life insurance contract tax-free:

1. You can withdraw the contributions you made to the policy. Since life insurance is taxed on a first-in first-out basis your first withdrawals are considered to be your already taxed contributions (unlike your IRAs, 401ks and annuities which are taxed last-in first-out)
2. You can take loans from the policy without tax consequence as these

dollars are never considered to be removed from the policy (*unless you completely surrender the policy, at which time all withdrawals above your contributions would be considered taxable income*).

By using the withdrawal and loan provisions inside of these life insurance products you can become your own banker. What would it be like for you make a loan to yourself from your life insurance contract to purchase your new car? Not only would you save the interest owed to the car dealer or your regular bank, but you would be paying yourself back or maybe even earning money on the money borrowed from yourself (depending on the loan options you choose). The money inside of your policy does not have the onerous legal restrictions imposed on your 401k or IRA, making it a much more liquid source of funds for things like college, investments, purchases and retirement. However, If these funds are ultimately to be used for retirement, it would be prudent to pay these early loans back into the policy much like you would if you borrowed these funds from a bank or other lending source.

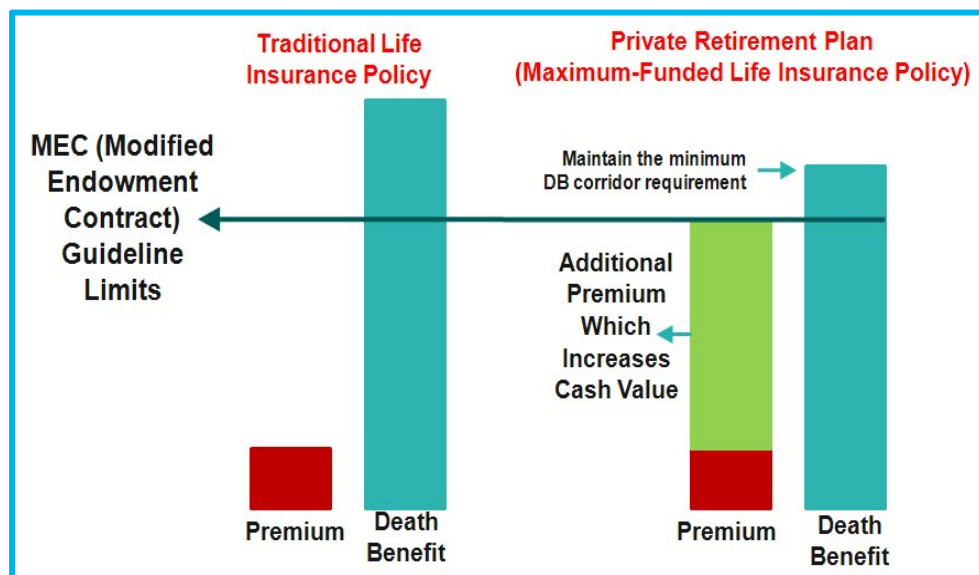
How to Create a Private Retirement Plan

There are some rules you must follow if you are to use an equity indexed universal life insurance policy as a private retirement plan.

First, you must understand, you are not using this policy the way most people use life insurance. When most people purchase life insurance they try to buy the most death benefit with the least amount of money. This is called term insurance. Your goal is just the opposite. **You want to buy the least amount of insurance with the greatest amount of money.**

When you use life insurance as a private retirement plan your goal is to buy the least amount of death benefit while putting in the most money as fast as you can. The model would look something like the illustration below.

In order to keep a policy like this tax-free for both income and death benefit you need to create this policy based on three major tax laws which were passed in 1982, 1984 and 1988. Based on the content of these laws you are required to make your contributions over a 4 or 5 year period with a death benefit that maintains the required minimum corridor. Should you buy too little coverage, put too much money in or put the money in too quickly you would void the right to use the loan provisions of the policy to create tax-free income via those provisions. The good news is the insurance company monitors these provisions and will notify you should you make a contribution that would create a modified endowment contract.



Ideally, you would want to fund your policy as quickly as possible by using assets you already have. The concept will work just as well if you fund it with regular contributions from excess 401k contributions, money saved by using interest-only loans and cash flow. In either case the policy can provide significant tax-free income for your retirement. Here are the results for a 45 year old male, assuming only an 8% return (*the average return for a policy like this for the last 57 years would have been 8.4%*).

1. 45 year old male, non-smoker in good health with \$100,000 in liquid assets.
 - a. Death benefit needed to hold \$100,000 would be \$540,000
 - b. \$24,650 can be contributed each year for 4 years and \$2,067 in year 5
 - c. Tax-free income at age 70 will be \$46,170 annually and assuming you lived to age 100, **your total income for 30 years would be \$1,385,000**
 - d. In a 30% tax bracket you would need \$66,000 of taxable income to have the same net income

2. 45 year old male, non-smoker in good health with \$500 per month in liquid assets.
 - a. Death benefit needed would be \$360,000
 - b. \$500 per month can be contributed each year for 25 years for a total contribution of \$150,000
 - c. Tax-free Income at age 70 will be \$34,500 annually and assuming you lived to age 100, **your total income for 30 years would be \$1,035,000**
 - d. In a 30% tax bracket you would need \$49,400 of taxable income to have the same net income

For a detailed look at the illustrations these numbers come from you can download the illustrations from my website at: <http://www.cramgroup.com/EIUL1.pdf>

Money inside of a life insurance contract is creditor proof in most states, making it a much safer place to hold these assets than in the

walls of your home. So, in addition to the tax benefits of equity indexed universal life you can add this new level of asset protection to the money currently at risk from creditors and law suits in the walls of your home.

For a complete list of asset protection laws you can check out this website: <http://www.boldurl.com/UlnHj4Nk>

Reduce the Taxes on your Qualified Retirement Plans

By using the concepts in this article you could easily:

- Increase your retirement income by at least 50%
- Create a retirement fund that can outlast your life
- Protect your assets from creditors
- Reduce the taxes on your IRA and 401k assets

The affluent know how to use the tax code to their advantage, that's one of the reasons they are able to keep moving ahead, and you can use the same concepts yourself to retire in comfort.

You can accomplish much of this through the use of interest-only loans. Since you are paying only interest every month on the loan you can write off 100% of the payment on your taxes⁵. If you have removed some of your equity to invest in your EIUL policy, you can begin using your IRA to make your mortgage payments and wash the tax due on the IRA withdrawal with the tax deduction from the interest-only loan (*see example on next page*). This in itself will save you 25 – 30 percent or more depending on your income tax bracket. It is even possible to make these payments prior to age 59½ without the 10% tax penalty for early withdrawal by setting up a withdrawal based on section 72(t) of the Internal Revenue Code. This provision requires you begin taking withdrawals based on your life expectancy. Once started, you must maintain the same level of withdrawals for 5 years or until you are 59½, whichever is longer.

Interest Only Loan	Loan Cost @ 7%	After Tax Cost @ 30% Marginal Tax	Tax Savings
\$200,000	\$14,000	\$9,800	\$4,200
Money from IRA	Taxable Portion	Taxable Distribution @ 30% Marginal Tax	Taxable Amount
\$14,000	\$14,000	\$4,200	\$0

The interest savings on the interest-only loan is equal to the interest due on the IRA withdrawal at whatever marginal tax bracket you happen to be in, assuming you are eligible to deduct 100% of your mortgage interest.

Even if you currently live on a modest income, you can use the concepts in this article to improve your own retirement income by making a few simple changes to the way you currently use money.

- **If you have the discipline to save on a regular basis**
- **If you conserve your assets instead of consume them**
- **If you learn about and use the financial products the marketplace has developed**

You can live like the affluent and prosper well into your later years.

Marc Cram is a CERTIFIED FINANCIAL PLANNER™ in Durham, NC. He has worked with clients since 1987 to protect and grow their assets using cutting edge products that provide safety, liquidity and growth. Marc is available to answer your questions and create a personal plan for you.

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Notes:

1. 2005 Medicare Now and Into the Future: Testimony before the Senate Budget committee: Medicare Trustee Thomas R. Saving, a professor of economics at Texas A&M University and senior fellow at the National Center for Policy Analysis.
2. 2003 letter issued by the Social Security Administration
3. I am using a 10% return for ease of calculation and am not assuming you can achieve this type of return in your own accounts
4. Insurance held in the insured's name may be taxed in the estate of the insured at death. Please consult your tax advisor for more specific details.
5. Mortgage interest deductions are subject to itemized deduction phase-out rules. Please consult your tax advisor for specifics.

Recommended Reading:

The Coming Generational Storm, Laurence J. Kautlikoff and Scott Burns, 2004 MIT Press

Missed Fortune, Douglas R. Andrew, 2004 Warner Business Books

Missed Fortune 101, Douglas R. Andrew, 2005 Warner Business Books

Stop Sitting on Your Assets, Marian Snow, 2007 Ethan Madison Publishing