



Your Retirement



It's easy to put off the tasks you should do before you leave work for good.

Retirement rarely goes that smoothly, especially the 'transitioning' part. Many people end up retiring sooner than they

expect, and then they have to scramble to make their finances work.

■ **Use the homestretch wisely.** Your late fifties and early sixties offer a critical window of opportunity when you still have time to make fixes, like taking advantage of catch-up provisions that let individuals 50 and older save an extra \$5,500 a year in a 401(k) and another \$1,000 in an IRA.

■ **Get the big picture.** Have a sense of how much money you'll have at retirement. Consolidate your retirement accounts in one or two funds that offer low-cost investment options for all the asset classes you want to own.

■ **Know your budget.** Run the numbers for how much you'll spend in retirement and how much income you can draw from your accounts, Social Security, and other sources.

■ **Begin downshifting.** Don't wait to start moving money out of stocks. Nearly 40% of those 65 and older were caught in the 2008-09 market crash, and lost as much as 40% of their savings.

If you haven't planned ... **plan.** Consider contacting a professional Financial Advisor.

Source: CNN Money

Working Late, by Choice or Not

Report after report has made abundantly clear that job growth is not strong, but there's one wide swath of the population where employment growth is going gangbusters: **older Americans.**



A record 7.2 million Americans age 65 and older are working - - double the number 15 years ago - - partly because many older Americans love to work and partly because many feel too financially squeezed to retire.

With the value of many 401(k)'s and homes taking a beating during the recession and with energy and health care prices climbing, many who dreamed that retirement was just around the corner have reluctantly kicked their retirement plans down the road.

While the overall number of Americans working has fallen by 4.4 million since the recession began a half-dozen years ago - - with many dropping out of the work force in frustration and some retiring early - - the number of Americans 65 and older who are working has jumped by 1.4 million, a whopping 25 percent increase.

Some work as doctors, some in retail, and some, with an entrepreneurial bent, start businesses in their 60s.

Americans are remaining healthier longer and living longer, making it easier to work past age 65. Moreover, it has grown easier for older Americans to continue working as the economy has shifted from physically taxing manufacturing jobs to less grueling service sector jobs.

A survey by the Society of Actuaries found that 55 percent of older Americans who continued working said they had done so to stay active and involved, while 51 percent said they had done so for additional income.

Many are still anxious about the economy, and that has caused many to delay retirement.

Source: The New York Times



Housing Is Back

After nearly six years of deflating home prices, the housing market is finally, firmly on the path to recovery.



For the past year, home prices nationwide rose by 4.9%, and the median price for existing homes jumped to \$185,000, according to Clear Capital, a provider of real estate data and analysis.

◆ **Correcting The Correction.** The benchmark of affordability (the ratio of median home prices to medium family Income) stands at 3.0 - - right at the historical average and up a tad from 2011.

◆ **Buyers Get In The Game.** For Several years, investors armed with cash have been scooping up distressed and undervalued properties, especially at the market's entry level.

◆ **Rising Sales, Tight Supply.** In the past, sales of existing homes and condos rose by 11% to 4.75 million. The NAR expects sales to rise to nearly 5.1 million this year. Sales have increased across all regions and all price categories.

◆ **Flashing Signals.** Despite most housing signals flashing green, confidence in the market is still blinking yellow.

There is still concern about the economy, especially lending and consumer spending. There are many big *ifs* but many economists feel the housing market is moving toward a full recovery.

Source: Kiplinger's

Bull Market isn't Over ... Yet!



Just because this aging bull market, already four years old, has hit record highs this year doesn't mean that it's about to end.

Since 1945, one-third of bull markets lasted this long, 83% of those gained 21% in the fifth year.

Reasons this bull market will likely notch further gains - - -

▪ **Stock valuations are not frothy.** At recent levels, the S&P 500 stock index was less pricey than at any other time when it reached record highs since 1980. The average stock P/E ratio in past bull markets was 19.9. Recently, it was just 15.

▪ **Irrational exuberance is missing.** There are few signs of consumer overspending and overborrowing. The ratio of payments on personal debt to disposable personal income has fallen to its lowest level since 1983.

▪ **Economic recovery is slow but steady.** Typically, at the peak of bull markets, the economy is growing at a brisk 4% annual rate. In 2013, however, the economy is expected to grow by just 2.7%. As long as there is some economic growth, investors see it as a positive signal.

▪ **Federal Reserve has our backs.** Its monetary easing policies ... aimed at strengthening the economy ... continue to pump an average of \$4 billion of new money into the financial system every business day. As a result, short-term interest rates aren't likely to go up until 2015 or beyond.

Many bull markets die when the Fed raises rates to stem inflation - - but today there is little evidence of inflationary pressure.

Source: Bottom Line



Burglar-Proof Your Home

Too many break-ins are preventable. Consider the following:

- **When thieves like to break-in.** Wiley thieves like to strike in the summer, when you're most likely to be on vacation or traveling. But don't be careless during the other months - - including December, when empty boxes signal new expensive electronics items.



- **Keeping a light on.** Leaving the lights on can actually alert them to the fact that you're not home. Instead, use timers on different lamps or even one on a TV to make it look and sound as if someone is inside the house.
- **Best front door lock.** A dead bolt is usually the safest option. If you didn't change your lock when you moved in ... change it. Spare keys could be floating around.
- **Three to four feet high shrub is the perfect height ...** tall enough to make getting close to the house a pain for the burglar, and short enough to not hide behind.
- **Home alarm system.** Police say having a loud alarm (even if it's not connected to your local precinct) is a good idea. It attracts attention ... exactly not what a burglar wants.

Source: Good Housekeeping

Materials contained herein are for informational purposes only and should be verified by an appropriate professional or agency.



FLEE FROM FREE

The calls can grab your attention as a grim recorded voice warns of increasing rates of death and injury from a fall or other home medical emergency.

But the real incentive to proceed and "press 1" may be the promise of a free medical alert device that will quickly bring help.

Some callers falsely claim that your doctor ordered the device for you. Others up the ante with legal threats. If you feel you or a loved one needs a medical alert device, get recommendations from your health care provider.

Hang up on unsolicited offers. Don't even ask for sales information from cold callers. You could be targeted for "pay us or else" intimidation later on.

Careful if it's free. Medicare and most insurance companies don't pay for warning equipment.

Reject robocalls. They're illegal unless you have contacted the company. Assume that any unsolicited pre-recorded sales call are scammers.

Don't respond to offers for "opt out" of future calls. That alerts callers to a working number.

Don't pay for anything you didn't order. If legal action is threatened ... call the proper authorities immediately!

Source: AARP

Concepts Marketing and Insurance Services

Offices in Beverly Hills and Rancho Mirage



Phil Weintraub Jr.
Senior Insurance Broker
310-278-6689
760-992-5818
philweintraubjr@gmail.com
www.longtermcareinsurancepalmsprings.com
CA License #0387579