

“The height of foolishness is to discard an idea without proper investigation.”

-Benjamin Franklin

“The difference between perseverance and obstinacy is that one comes from a strong will, and the other from a strong won't.”

-Henry Ward Beecher

FREE Financial Plans for Nevada Benefits Clients – Turn to Page 3

What It Takes To Make It In Our New World!

Imagine how Native American Indians from the early 1600's would feel if they saw the computer I'm writing this newsletter on!

Imagine their shock at seeing the electric chord, the monitor, the keyboard, the letters of the alphabet, the mouse, the everything...

They wouldn't even know what to say! They'd probably stare with wide eyed amazement at the sight of me typing this. They'd have to make a gigantic leap in their psychology to even accept what they would be seeing as real.

Their world simply doesn't allow for these sights and sounds.

If they were to accept what they were seeing with their own eyes, they'd have to face this strange environment with courage and strength.

All their faith in their world as they knew it would be shaken to the point of extinction. Their world as they knew it would no be longer theirs.

Think of how scary it would be to have all your deep seated beliefs about *your* life taken away from you! Think of the courage you'd need to face a new world, different from anything you've ever known.

Well, in my opinion, today we're facing the same shocking changes our mythical Native Americans just faced in the fable we described!

The world we all took for granted as recently as three years ago is gone forever. The way of life that we all accepted as reality...high, and ever climbing stock prices, a booming economy, jobs galore, the “dot.com”

revolution changing the economy into a “new” one that would forever replace the “old” economy...is merely a painful remembrance of the past.

We too, stare in wide eyed amazement at the new world we live in.

A world with technology advances that make leaps in time periods measured in months! In fact, there have been more technological improvements made in the last decade than the entire century that preceded it!

Job security that we all understood as our birthright is a faded, dusty memory. Hundreds of thousands of people get laid off each month, non-stop. Entire empires, and all the jobs they held collapse under the weight of fraud or mismanagement. (Can anyone say Lucent or Enron?)

A college education that used to assure a future, now holds little more than a roll of the dice of getting a decent job. (Many college graduates are working at jobs they are way over-qualified for, and way under-paid for.)

Businesses are cutting people as the new technologies replace their once needed

labor and skills. What used to take an army of accountants at a company can now be done on a laptop computer by a person working from home. Skills that used to be very valuable in the marketplace don't have any use here in the US any more. (Can you say tool and die or lumber industries, for example, that have been decimated by foreign competition?)

Of course, we have to mention how our world has changed due to the new era of the post 09/11, apparently endless War on Terrorism.

It's scary as hell out there! The world is an unforgiving, tough boss. It's truly a jungle out there. They eat their young out there. No one cares what you *used* to do or know. All anyone cares about is what you know *now*. What used to pass for "normal", (climbing the corporate ladder, job security, trustworthy accounting firms, bank accounts safely paying more than 1-2%, etc.) are now legitimately considered ancient and out-of-date.

While we might long for the "good old days"...what we *want* or *wish* for it to be like out there is irrelevant. What it IS, is what it is! That's all that matters! What is *used to be*, doesn't mean a thing. Wishing things would stay the same way they used to be doesn't make it so. Unfortunately, wishing only works in cartoons, stories and teenage oriented movies.

It takes more than hopes, desires and prayers.

What it does take is guts, facing the new realities head on...and a commitment to plan for the future the way we see it, and to plan for the unexpected as well.

Yes, it takes courage to admit that everything you knew is either already outdated, or if not, will be soon. And this

courage is necessary to allow you the energy and passion to educate yourself on what IS, and learn to live in the new rules!

This courage will also allow you see that you have to plan for your future. You cannot take a passive role, and sit around resting on your past accomplishments and knowledge.

You have to learn to find the new foundations of modern, 21st Century life. Foundations that will be easy to establish if you use planning as the mortar to hold everything together.

Planning is the key. Setting your financial life up so that you have allowed for the only certainty of life today...***that uncertainty is certain!*** Planning takes the uncertainty and rapid changes, and makes them understandable and manageable!

You must plan for all contingencies, and you must keep an eye open. **Planning is the only sure way** to take care of yourself and your family, regardless of what goes on with the economy or politicians.

Planning is the key; it always has been; and it always will be. **Now** is the time to take action. Don't wait until the end of the year to do tax planning. Let's get together and review your situation (If you haven't been in for your annual update we are going to find you).

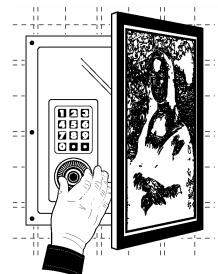
If you haven't started ***your*** financial planning for '03, DO IT NOW! Don't delay. Call us up for your annual review, RIGHT NOW, while this is fresh on your mind. We'll take care of the rest!

REMEMBER – WE WANT YOU TO CONTACT US WITH YOUR “HERE’S WHAT WE’RE THINKING ABOUT DOING QUESTIONS”, NOT YOUR “GUESS WHAT WE JUST DID!” COMMENTS!

Financial Tip Of The Month...

Wall Safes Are Not Just For The Rich!

If you believe what you see on television, wall safes are for big stacks of cash from shady deals. In real life, that's not the case. Almost everyone has important papers, jewelry, and other valuables that should be protected against



theft, fire, or natural disaster. And a reasonable amount of cash gives people a secure feeling as well.

A safe that can be carried off isn't a lot of help, and keeping your cash under the mattress is not a good idea. But some people don't like to put their valuables in a bank safety deposit box, though that's probably the best idea.

If you're a person who feels better having all your valuables within reach, a wall safe designed for the home is a good choice for you. Compared with the cost of a safety deposit box, the price of a wall safe can be recouped in months or years, depending on what the bank charges.

Now comes Brinks, pioneer of commercial safes, with safes designed especially for the home. Made of heavy-gauge steel, it's the next best thing to having your own little Fort Knox.

Home safes come with digital electronic locking systems with a key override. The locking system is reprogrammable so you can change it you need to. They are ideal for jewelry, documents and laptops.

The wall safes are built to fit inconspicuously behind a picture or in a closet wall. Dimensions of one model are 15 1/8 inches wide by 4 1/2 inches deep, and 21 1/2 inches tall. That is about six times the storage capacity of a standard safety deposit box. Though they are very tough, they weigh only 40 pounds, are easy to install, and they sell for under \$200.

Please keep in mind that this tip is designed to be of help for you, but is not to be relied upon as advice. It is merely a reminder that there are many choices you have available to you, and that planning is the only way to find the right answers for your situation! As with any financial issues, make sure you get the right information before making a decision! If you have any questions, we'll be glad to help you!

Is Your Estate in Order?
Are You Protected Against Frivolous Law Suits?
Are You Taking Advantage of All the New Tax Laws?
Are You Paying Too Much Insurance or Not Enough?

FREE Custom Financial Plan for All Clients

Financial planning is a complicated, in depth process. There are many factors that go into a sound financial plan and it is recommended that you use some kind of planner even if you do not use us. Unlike most financial planners we will guarantee you that we can save you money through taxes, estate planning, or insurance. In fact, if we can't, we will write you a check for \$100 on the spot. So go online to our website at www.NevadaBenefits.com to take our risk assessment test and then fill out our confidential questionnaire for a free evaluation. Remember if we can't save you money we don't want your money! There is no obligation. The information you provide us with will be kept in strict confidence. If you feel more comfortable meeting in person or would like us to fax or mail you a questionnaire give us a call any time at 258-1995. We're here to help you.

SUCCESS STORY OF THE MONTH!

(Note: The details of these stories have been changed to maintain confidentiality, and some compilations are used to accomplish anonymity.)

“If you don't get everything you want, think of the things you don't get that you don't want.” ~ Oscar Wilde ~

His Tinkering Finally Paid off!

Mickey was always puttering around inventing things.

As a kid, he loved to build those "Heath Kit" radio kits, take apart the toaster, and generally muddle around in anything mechanical.

In school, he always ran to science class, and was the first one done with his "science project".

As a college student, he studied physics and wanted nothing more than to be an inventor.

His first jobs after school allowed him to work in positions that fit in perfectly with his natural curiosity and creativity. He was usually involved in some sort of research and development.

And not just at work.

At home, he drove his first wife, Darlene, so crazy she left him after only one year of marriage. She couldn't stand his inattention to her, and preoccupation with his personal invention madness. They didn't have children, so the divorce wasn't as painful as many others are these days. (Darlene used to make a dark joke about how Mickey had plenty of time to create an invention...but didn't have the time to create any kids.)

Mickey's been married to his second wife, Barb, for about two and a half years now.

Mickey was smarter this time, and makes a point of trying to balance time from his world of inventions, with his family time. The couple has two beautiful girls, and Mickey spends plenty of time with them. Mickey also has a steady, dependable "day job". He learned his lessons from his first failed marriage...and swore he'd never repeat those mistakes ever again.

But, he still tinkers incessantly in the basement on his own time. Working late into the night on this contraption, or that thing-a-ma-jig. *After* the girls and Barb are asleep.

We first met Mickey and Barb, after they were referred to our office by Barb's friend from her church group. At the first no-cost, no-obligation meeting, Mickey told us he was on the verge of making a breakthrough in his field. But not at work for his employer.

No, he told us that this was the "big one", and that he was going to be ready with it very soon.

Sure enough, right in the middle of working on a plan to improve their tax situation, savings, investment diversification, and so on...Mickey asked to meet with us.

He told us he had created some sort of part for high tech, computerized manufacturing equipment. (To be honest with you, we aren't exactly sure what the thing is, but it sure sounds cool!)

Anyway, here's what Mickey wanted to talk about. He needed money. Money to produce a finished prototype, and to begin marketing the widget.

He had talked to several manufacturer's reps, marketing agencies, venture capitalists, and so on.

Everybody he had discussions with made him nervous or scared.

Mickey felt like they were all out to capitalize on his years of work, and he wanted us to help him decide if he could afford to raise money on his own, or somehow get cash without losing equity or control of his project.

We saw the plans he had laid out for the sale and distribution of the part. There was a lot of risk Mickey was facing, which we pointed out to him.

He said he was willing to accept the risks, and just wanted us to help with the financial end of things. We agreed, and took another look at the plan we had started to prepare for Mickey and Barb.

It was not going to be easy. Mickey needed quite a bit of money. But, we worked on it a while and came up with strategies that allowed him and Barb to:

- Change the company benefit options they had chosen to allow for bigger tax savings, and better coverage. (These strategies picked up about \$155 per month in cash flow they didn't know they had!)
- Refinance their debts, including their mortgage, using some standard financing, and some creative financing. We showed them how to free up a pile of equity out of the house, while still being able to improve their monthly cash flow by over \$440 per month! (Yes, even though they had just refinanced the home with a new first mortgage last year!)
- Borrow money from their retirement plans, which can be paid back at a low, low interest rate.
- Sell certain investments that had gains, and properly balance that out with other investments that had losses to neutralize the tax effects of freeing up the money tied up in the investments!
- Diversify their personal retirement investments, improving the safety of their assets while increasing the yield substantially! (Also showing them how to participate in the market if it goes up...and NOT LOSE any money if the yo-yo stock market goes down!)
- Utilize money from old, terribly out of date, whole life insurance policies, while obtaining the correct amount of coverage they needed. They needed much more life insurance than they had now, especially if Mickey used a bunch of their assets to finance the invention. With our strategies, we were able to free up a ton of dough out of the old policies, and buy enough coverage for them without having to come out of pocket for the first three years' premiums...the most dangerous time for Mickey in trying to get his invention selling in the market place!

Mickey and Barb were thrilled to see they could afford to reposition some of their assets, redo most of their debts, have the right amount of insurance and be able to launch Mickey's invention on their own... maintaining their current lifestyle they had grown used to!

A few months after setting up their plan, and implementing it, we got a call from a very excited Mickey.

He told us that Barb had made a contact with a European company that wanted to license the technology from him, and their attorneys just informed them that there wouldn't be any problem with the Customs Department, the Homeland Security Department, and so on. They were going to get a very lucrative contract right away, and said they had to dump their jobs NOW to get the business going!

Then, we had to scrap the plan we had just completed, and help them establish a new, updated plan for both of them leaving their jobs and starting their new company! How exciting for everyone! (We were just as excited as Mickey and Barb!)

Just a year after Mickey and Barb came in to see us, they were now the sole owners of a very lucrative technology that was what big companies wanted and were willing to pay for! And all this, in a time when everyone says there is a "hi-tech bubble" that makes technology companies and hi-tech products victims of the new, new economy. Just goes to show you what

a little perseverance and proper planning can accomplish!

How about you?? If you are interested in learning more about how you can save money in taxes, or other expenses you might be overpaying for...or want to sit down with us and have your plan reviewed or updated, give us a call! We're here to help you, and to help you keep on track with your planning. Don't be a stranger.

Call us, and we'll assist you in having the best shot possible of reaching your goals, and having peace of mind! Don't wait until it's too late!

Did You Know...

(Our monthly feature of tidbits of news and info to make your life easier, your money work harder and so you're healthy all the time!)

Did you know...

1.) Check your PC for spy ware. If you don't practice good PC hygiene now, a terrorist could someday hijack your hard drive. The first protection steps are familiar: Don't open strange e-mail attachments; install a firewall; use unusual passwords; don't use the same password for everything. Next, check your hard drive for spyware: any program installed without your consent to gather information about you or your organization. Here are some to look for:

Aureate. It opens a back door into your PC, sends advertising banners, and records which ones you click on. **B3D.** Brilliant Digital installs a copy of B3D when you download Kazaa's file-sharing software. It funnels your spare PC computing power into their network and leases it out to others.

Red Sheriff: Reports all of your web surfing habits. **Radlight:** Disables Ad-Aware, a program that protects your PC against spyware.

2.) Contribute to IRA early! Finance people like to multiply, it's true. Often, however, they come up with interesting information like this: If you contribute \$3,000 to an IRA at the start of each year and earn an average of 8 percent a year, you'll have \$367,000 after 30 years, according to Ed Slott's IRA Advisor newsletter. Many people like to wait for the April 15 deadline to make a previous year's contribution, but the delay is costly. Following this plan, you will accumulate \$27,000 less over 30 years. Check it out at Ed Slott's Website, irahelp.com.

3.) Workplace conversation: Some topics are just too private. Open spaces and doorless cubicles were designed to be areas where productive ideas could be exchanged. That does happen, but something else goes on all too often. If one person is concentrating on a problem that requires full attention, and others within earshot are discussing matters of a personal nature, forget concentration. Business conversation is normal and expected. It is easily filtered out so those who hear it can go on with their work. But management professors at Dartmouth's Tuck School of Business say the human mind will automatically zero in on conversation about sex or any kind of disease. The result is more than a distraction. Such conversation can keep others from thinking about their work, can cause rumors to spread, or result in character assassination. It can be difficult to see a person in the same light after hearing a list of medications, descriptions of marriage problems, and discussions of body image. Some workers ask to have their location changed, and others resort to earplugs. One supervisor says she doesn't allow people to talk about their grandkids, their pets, or their aging parents. The message is: If you want to share details of your personal life with a workplace friend, do it at break time where others won't hear.



"Under the guidelines of our new HMO, we can't even pick our own friends."

Health Tip of the Month...

(These tips are not for everybody and should not be taken as specific recommendations. Before you take any action regarding yours or anyone's health, we strongly suggest you consult a qualified physician!)



Atkins Has Point On Diet, Weight Loss!

According to the Journal of the American Medical Association, there is really nothing special about the high-protein, low-carbohydrate diet promoted by Dr. Robert Atkins. It works, they say, because people eat less in general and eat fewer snacks.

The Atkins people say that severely limiting carbohydrates results in metabolic changes. With the higher metabolic rate, dieters lose weight faster than they would on a traditional diet. Further, they say carbohydrates cause increases in insulin levels that lead to hunger and weight gain.

Their program encourages dieters to eat all the meat, bacon, cheese, butter, and other high-fat foods that they want. Particularly in the early stages of the program, participants are advised not to eat fruits, vegetables, and breads including whole grain varieties.

The surprising news is that after following the diet for more than six months, Atkins dieters not only lose more weight than people on other diets, but they appear to be healthier as well. They have better blood pressure and cholesterol readings than those on a conventional diet.

All diets are about finding the most reliable way to restrict calories, say doctors at Harvard Medical School. The Atkins diet does this by reducing carbohydrate consumption. It's effective because so many nutritionally poor carbs are marketed today.

The doctors say a moderate amount of fat in the diet may aid weight loss because it makes food more satisfying and filling. People eat less at meals and eat fewer snacks.

The Harvard doctors say their version of the Atkins diet would exchange steak and bacon for fish and fresh vegetables sautéed in olive oil and whole-grain bread on the side.

Whichever plan dieters decide to follow, one thing is now clear. Protein is OK for dieters, and some fat probably is too.

FREE Reports Available!

Call Will at 258 1995 to request any of these reports.

Or Check Off The Ones You Want On The Enclosed Form And Mail/Fax It In!

- "How To Avoid Overpaying For Your Life Insurance – Dirty Secrets About Life Insurance The Big Companies Hope You Never Learn"
- "The Secret Alternatives To CD's...What The Banks Don't Want You To Know!"
- "The 11 Biggest Mistakes People Make Before Or After Retiring...And How You Can Avoid Them!"
- Please contact me to set up a FREE "Financial Check-Up" of my insurance, assets and overall financial well-being!**

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Phone _____ Fax _____ Email _____

Fax, Mail or email this form back in or just call.

Client of the Month:

Congratulations to **Henderson Pediatrics LLP** located at 220 E. Horizon Drive in Henderson. The people at Henderson Pediatrics have been a wonderful client and we thank them for all the referrals they have given us. We will be throwing them a lunch party this month as a token of our thanks. For all your pediatric needs in Henderson you can call them at 566-0333.

Client Quiz!

Q. Over-the-counter health products are not deductible. Only items that require a prescription are deductible. True False

Email your answers to will@nevadabenefits.com or fax to 877-0956 to the attention of Will. All correct answers will win two free show tickets.