

WEST POINT FINANCIAL GROUP

AVOID FINANCIAL STORMS

I. Why people fail to become financially independent

- Doing nothing = no strategy at all
- Procrastination can kill the best of plans
- The impact of inflation could be your biggest obstacle while the principle of compounding could be one of your greatest allies
- Poor Investment choices

II. Seek good council & education

- Interview advisors to understand their process, procedure, and get referrals
- Make sure you are comfortable with the person you are working with
- Find a “fee based” advisor that can provide unbiased advise , not one solely on commission
- Beware of an advisor with a one size fits all mentality
- Focus on your values and goals, not a “cookie cutter” plan
- Know the fees and understand what you are paying for; read the contracts
- Hold them accountable to deliver on the service that is promised

III. Create a comprehensive plan, stick to it

- Live within your means even when you make it big; start a budget
- Save up funds for a rainy day, an emergency, or taxes
- Pay yourself first! Set up systematic investing and withhold the proper amount of taxes
- How long will it take to accumulate your nest egg? Use the rule of 72 & 115

IV. Use investment strategies for the long haul

- The law provides for allowances of deductions and credits, seek professional advice from a CPA
- If appropriate, take advantage of tax friendly investments such as Roth IRA's
- Don't put all your eggs in one basket, allocate and diversify
- By many studies, asset allocation is the single most important component for a long term investment portfolio
- Beware the dangers of market timing

V. Create a firm foundation and insure your most valuable assets

- You are your most valuable asset, protect yourself
- Future insure now so it is not a planning concern later
- Look for “own occupation” definitions or riders in a disability policy because of your specialized profession
- Make sure your life insurance is flexible for the future, seek conversion privileges
- Everyone dies, some become disabled along the way – cover your liabilities

VI. Go and do

- You're not getting any younger, insurability is not guaranteed in the future
- No one knows the future, you have to build it
- A dollar under the mattress doesn't have the same purchasing power in the future



WestPoint*financial*

G R O U P

2009 PRESENTATION QUESTIONNAIRE

Name: _____ Phone: _____

Email: _____ Pager: _____

1. Did you find the presentation to be helpful and informative?..... Yes No
2. Was the speaker engaging? Yes No
3. Did the speaker cover..... too much information not enough just enough
4. What other topics would have beneficial?

5. What subjects would you be interested in learning more about?

Check all that apply.

- | | | |
|--|--|---|
| <input type="checkbox"/> Roth IRAs | <input type="checkbox"/> Asset Allocation | <input type="checkbox"/> Financial Planning |
| <input type="checkbox"/> Budgeting | <input type="checkbox"/> Life Insurance | <input type="checkbox"/> Systematic Investing |
| <input type="checkbox"/> Tax Issues | <input type="checkbox"/> Disability Protection | <input type="checkbox"/> Fee Based Accounts |
| <input type="checkbox"/> Debt Management | <input type="checkbox"/> Business Structuring | <input type="checkbox"/> Home Mortgages |
| <input type="checkbox"/> Stocks, Bonds, and Mutual Funds | | |

I would like to set up an appointment to discuss my personal finances

6. What feed back of general comments can you provide us:

Brian Wheeler, Wealth Advisor