.....15 Years and still rolling.....

Open MIC is open for anyone.

9:00: AM Pacific Thursday 800 504-8071 Code is 5556463

IF YOU WOULD LIKE TO FIND OUT MORE ABOUT US

CALL OR EMAIL

ANTHONY OWEN

888-74AGENT (24368)

tony@annuityagentsalliance.com

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888-742-4368 or email him at **tony@annuityagentsalliance.com**.

*Licensing requirements and other conditions apply.

Think Community

The Safe Money Radio Boot Camp in Denver was True Community! Great shares by all. You help me, I help the next guy, and on it rolls, this is how we started as a crew; by being a community!

Thank you for joining us on Open MIC

9:00: AM Pacific Thursday 800 504-8071 Code is 5556463#

Food for thought:

It does not matter how slowly you go so long as you do not stop.

Confucius

Chinese philosopher & reformer (551 BC - 479 BC)

Dave with Tom Bradley

Product updates

Prospecting can be giant wave of opportunity, but you can't just sit there!

Editorial

I learned a long time ago that the secret to being a successful annuity salesperson was having enough leads. Recently I was taken to task by an agent whom I barely knew regarding lead flow. He felt it was my fault for

him not having enough leads. I listened patiently and tried to place myself in his shoes, but to no avail.

Recently I finally had my Idaho temper pushed enough to respond, responding in a way that all of us as agents should be in lock step.

Marketing is obtaining leads, it is not my responsibility to solve the problem for you, it is my responsibility to help you with your marketing and open as many doors as possible.

We offer assistance with these:

- **Safe Money Radio**: easily the best radio lead generator in the industry, always copied but no one has ever succeeded like the original
- **Internet:** Annuity.com leads, scrubbed and branded
- **Blogging:** your chance to brand with us
- **Retire Village:** best database management lead generator in the industry
- **Open MIC**: 17 years and counting
- **Social Security** leads: David Winer's brainchild has partnered with us
- **Seminars**, we are experienced
- **Referrals**

Then of course there is a more simple idea, direct mail. Just flood your market with direct mail and get to work.

It is not my (or David, Joe and Anthony) responsibility to solve this issue. We will help and we are always available in one form or another.

Just to prepare Open MIC each week requires about 18 hours of my time, hours I could have spent selling annuities or doing something else. **No, I choose** to prepare Open MIC as best I can each week (as do Joe, Chad, Shaun, David and Anthony) to keep you up to date from an agents point of view.

It is not our responsibility to obtain all your leads for you, it is your responsibility, and you own your business not us. We have tools but you

have to become involved also. It has to be your marketing and business plan.

Consider **FEAR**, the article below was in an agents trade journal and for me it hits home. I used to have fear, fear of the telephone and fear of prospecting, fear of succeeding but I solved it by mass marketing, by generating leads. Anything and everything I could do to get in front of people. Use all available sources, outsource the work and get busy.

Do you ever hear Chad complaining?
No, he just goes about his business trying to make it better, by working as hard as he can.

The results of his efforts? All the money he needs, all the industry adoration he needs, all the time he needs for his family and his church.

Get to work and quit blaming me (us). Solving the problem is actually a lot of fun and it is terribly rewarding.

Fear of success is a real problem, especially if this si your second or third career.

Signs of Fear of Success

The biggest problem for many people is that their fear of success is largely unconscious. They just don't realize that they've been holding themselves back from doing something great.

If you experience the following thoughts or fears, you might have a fear of success on some level:

- You **feel guilty** about any success you have, no matter how small, because your friends, family, or co-workers haven't had the same success.
- You don't tell others about your accomplishments.
- You avoid or **procrastinate** on big projects, especially projects that could lead to recognition.
- You frequently compromise your own goals or agenda to avoid conflict in a group, or even conflict within your family.
- You **self-sabotage** your work or dreams by convincing yourself that you're not good enough to achieve them.
- You feel, subconsciously, that you don't deserve to enjoy success in your life.
- You believe that if you do achieve success, you won't be able to **sustain** it. Eventually you'll fail, and end up back in a worse place than where you started. So you think, "why bother?"

Here is a good source of help: http://www.mindtools.com/pages/article/fear-of-success.htm

Fear of Prospecting

This is the most damaging fear – and it's pretty prevalent.

Prospecting is the one thing that financial advisors, almost without exception, **avoid because of fear of rejection**, fear of **failure** or fear of **success.** Everyone has fears; but if they're causing you to perform below your potential, hide out in your office and not prospect day after day – and if you aren't seeking help – that is going to lead to failure in the industry. At a bare minimum, you won't be as effective. You might be able to somehow

get by, but you'll be performing far below your true potential because you're not handling your fear. You control your own fear. You exacerbate it. And you can choose to start minimizing it.

If you're just sitting on your behind waiting for referrals to fall in your lap, you're rationalizing. That's a very passive, lazy approach to prospecting. In fact, you're not prospecting – you're making excuses for not prospecting.

All advisors know they need to prospect to grow their business. So avoiding it creates anxiety, worry, remorse, frustration and self-loathing. You can't wait for referrals to magically come to you. The biggest problem is choosing not to do something proactive to eliminate any fear that interferes with doing your job effectively.

_Hi Bill,

If I read the article you wrote for our newsletter right, we are still able to transfer funds from one IRA to another IRA, custodian to custodian.

http://www.benefitspro.com/2014/02/12/court-ruling-on-ira-rollovers-seen-as-game-changer

Court ruling on IRA rollovers seen as 'game changer'

BY DAN BERMAN
February 12, 2014 •

A recent U.S. Tax Court ruling that declared IRA owners are entitled to just one nontaxable rollover every 12 months across all their accounts upends conventional reading of the law.

The decision in Bobrow vs. Commissioner changes the commonly accepted interpretation of the law that held the once-a-year rule applied to each IRA owned by an individual.

The ruling prompted the American Society of Pension Professionals and Actuaries to warn its members to be mindful of the ruling until the IRS clarifies its position.

"It might be prudent for all **practitioners to recognize** this court ruling as a possible 'game changer,' " the society wrote in a publication of its Government Affairs Committee.
The society noted that only rollovers in which money is directly given to a taxpayer are affected and money can be moved from one custodian to another as often as is wanted.

The more liberal reading of the rule seemed to have the support of the IRS, which has included this statement in its Publication 590: "Generally, if you make a tax-free rollover of any part of a distribution from a traditional **IRA**, you cannot, within a 1-year period, make a tax-free rollover of any later distribution from that same IRA."

Although the IRS included the above language in the version of Publication 590 it published last month, the agency argued in Bobrow that nontaxable rollovers were limited to a more restrictive reading of the applicable statute.

The court agreed with the IRS arguments, writing, "Regardless of how many IRAs he or she maintains, a taxpayer may make only one nontaxable rollover contribution within each one-year period."

The facts of the Bobrow case involved a husband and wife that owned several IRA accounts. In 2008, they moved money between several of the accounts, completing each rollover with the mandated 60-day limit. They believed they had satisfied the legal requirements.

More

http://www.lifehealthpro.com/2014/02/24/irs-issues-rollover-guidance?

IRS issues rollover guidance

By Dan Berman
FEBRUARY 24, 2014 •

The Internal Revenue Service has issued guidance for employers whose **401(k) plans offer Roth accounts** for the rules governing rollovers by participants younger than retirement age.

The rules for the **conversions,** which were first allowed last year, were annotated by Towers Watson, which noted that more than half of the 822 employers (in a company data base containing more than 900 companies) that sponsor savings plans also offer a Roth option.

The key part of the IRS guidelines explains that any rollover made before a participant reaches age 59½ must be done directly from the investment account to the IRA. Because distribution of funds is not allowed before that age, the 60-day rule that applies to older account holders does not apply.

The IRS is allowing plan sponsors extra time to amend their plans to allow such rollovers. Usually such amendments must be made by the end of the calendar year in which the government first allowed the change.

This time, sponsors have until the last day of 2014. Plan sponsors also can use the extended deadline to allow participants to elect to put salary deferrals into their Roth.

Plan sponsors also were advised that:

- Plans may restrict the types of contributions and balances eligible for in-plan Roth rollovers, such as limiting rollovers to balances that are otherwise distributable. This would avoid the burden of tracking distribution restrictions for some or all of the Roth balances.
- Plan sponsors may eliminate in-plan rollovers at any time, although the timing must not discriminate in favor of highly compensated employees.
- Favorable tax treatment applies only to Roth distributions made after five years from the date the Roth account was established. When the first contribution made to an employee's Roth account is an in-plan rollover, the five-year clock applies and begins on the first day of the first taxable year of the rollover.

In keeping with the theme of IRA's

http://www.thinkadvisor.com/2014/02/20/iras-to-hold-35-of-all-retirement-assets-by-2018-c?eNL

IRAs to Hold 35% of All Retirement Assets by 2018: Cerulli

Money to flow out of pensions as retirees seek income

By **2018 more than a third of retirement assets will be parked in IRAs**, accelerating a trend seen in recent years, Cerulli reported.

(this is significant for us, just think of the income possibilities available by using our products, annuities will be in demand....BB)

The movement of funds from employer-sponsored defined benefits plans is a natural result of aging baby boomers looking for ways to generate income needed as they live out their retirement years.

"The lack of widespread use of in-plan retirement income solutions means assets accumulating in a defined contribution plan will eventually shift to an IRA," said Bing Waldert, director at Cerulli, in a statement.

There has been talk that defined contribution plans will start to offer investment vehicles, such as annuities, that are designed to generate income on a steady basis as plan participants leave work and move into retirement.

Cerulli's 11th annual Retirement Markets 2013: Data & Dynamics of Employer-Sponsored Plans examined the size and allocation of public and private retirement funds, including DB and DC plans and IRAs.

The distribution of funds among the various channels available to savers will change markedly by 2018, Cerulli said.

IRA assets will rise from 31.2% at the end of 2013 to 35.4% of the total market in 2018; public DB plans will drop from 23.9% to 21.5%; private DC plans from 21.7% to 21.4%; private DB from 14.% to 13.4%; and public DC from 8.4% to 8.3%.

(look at the drop in defined benefit plans as companies move more to self-employee funding, all this to drip the bottom line….BB)

Indexed Annuities can be used in IRAs….BB

Here is a recent blog:

http://www.annuity.com/fixed-indexed-annuities-gain-traction-and-popularity/

Fixed Indexed Annuities Gain Traction and Popularity

By Dan Barnard

In years gone by, Fixed Indexed Annuities (FIA) were considered by the stock broker and Wall Street world as stupid, dumb and of no value. Of course that was because stockbrokers wanted to sell their own product, variable annuities (a security) instead of an insurance product (FIA). Now it seems the tide has begun to turn. Turning to a product which attaches itself with two very important words Baby Boomers are searching for: Safety and Security.

Fixed Indexed Annuities are a fully guaranteed insurance product who's crediting (interest earned) is tied to an outside source such as the Standard and Poor's 500 Stock Index. Annuity owners don't fully capture the index's performance; they would earn a portion of the market gain as a trade-off against exposure to any risk. The amount of participation depends on the company and the actual product series offered.

Not many brokers and financial planners are considering Fixed Indexed Annuities as a viable fixed-income alternative and a possible provider of lifetime-income benefits.

A recent article in *Investment News* (an industry magazine) stated Raymond James reported an increase in the sale of FIA will hit $330 million this year, an increase of 60%. The leading independent broker in America based in San Diego, LPL, reported sales of fixed indexed annuities through the third quarter of 2013 at LPL hit $649.4 million — up 15%.

The combination of 10,000 Baby Boomers reaching 65 each day and the fear of an overpriced stock market have brought a huge focus to the FIA segment. *"People just don't want risk any longer and are searching for stability"* says David Townsend, an annuity industry leader and owner of www.annuity.com.

New products have been introduced as the popularity of the category increased. Now products can offer a guaranteed interest rate if the annuity is targeted to be used as an income stream. Some companies will guarantee rates as high as 8% per annum. *"If used properly, a Fixed Indexed Annuity can help stabilize the retirees guaranteed portion of their retirement income,"* says annuity insider Townsend.

With the advent and movement to the broker dealer arena for FIA products it is a sure bet that this segment of the guaranteed income choices will increase as more main stream acceptance comes.

(from life health pro)

Baby boomer demographics (38%)

By 2017, **baby boomers will ½ of the US population**, a 2012 Nielsen study revealed, while simultaneously deeming them 'the most valuable generation' for marketers. What's more, this generation needs financial advice, and lots of it. Having watched the 2008 market crash from the peak of their careers, many boomers saw their retirement portfolios take a substantial tumble. As a result, they're gun-shy about investing and eager to learn about secure products like fixed annuities that can safeguard their lifestyle and offer guarantees as they move into a **decumulation** phase.

10 Things the SEC wants you to know about variable annuities

http://www.huffingtonpost.com/andrew-wang/10-things-the-sec-wants-y_b_4809269.html

I don't even pick on them anymore, way too easy, have a look.....BB

Taxes Taxes Taxes Taxes

http://www.investmentnews.com/article/20140220/FREE/140229994?

Actor Philip Seymour Hoffman may have left his partner and mother of his three children with a multimillion-dollar tax bill.

Such are the findings of estate planning experts who've had a chance to peruse the late actor's will, which was signed on Oct. 7, 2004 in New York — more than nine years before his death. Though the will doesn't outright state the size of Mr. Hoffman's estate, news reports citing

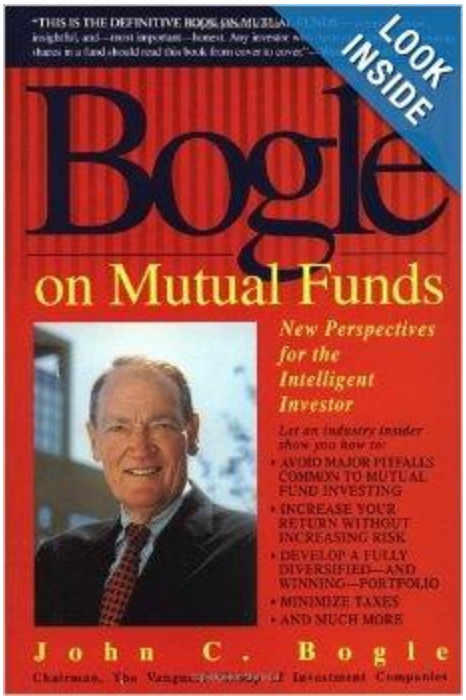
www.CelebrityNetWorth.com are pegging that number at about $35 million. He was found dead Feb. 2 in his Manhattan apartment.

For calculation's sake, if the estate were valued at $35 million, it would qualify for the $5.34 million estate tax exemption. About $30 million would

then be taxable at the federal rate of 40%, which adds up to about **$12 million in federal estate taxes**. Plus tax due the State of New York.

The $70 million estate of the late actor James Gandolfini, best known for his role as mobster Tony Soprano, may owe a cool 40% in estate taxes due to the actor's generous bequests to his sisters and young daughter.

Estate tax attorney William Zabel said the provisions in Mr. Gandolfini's last will and testament suggest that his estate may owe up to **$30 million in taxes.**



The very best book written about fees in the investment world (in my opinion) is *Bogle on Mutual Funds*. I used to buy them in bulk and give them away, it is full of solid information, information many prospects have no clue exists.

The article below discusses this, how could all this have happened? Oh yeah, it is in the prospectus. The other day I helped an agent look up fees and the prospectus was 280 pages long….
http://www.investmentnews.com/article/20140220/FREE/140229989?

SEC says investors need to know more about fees

Seemingly **small or hidden fees** can cause a big dent in portfolios over the long term, regulator warns

The SEC has issued an investor bulletin, raising concerns over fees and whether or not clients understand how their financial adviser is compensated.

The bulletin, released Wednesday, **warns that clients** may not be aware of all the fees on their accounts or understand the long-term effects of fees attached to financial advice or investment products. Seemingly small or hidden fees of as much as 1% can reduce a $100,000 investment by nearly $30,000 over 20 years, the **Securities and Exchange Commission**'s notice cautioned.

"Fees may seem small, but over time they can have a major impact on your investment portfolio," the bulletin said. "Along with the other factors you think about when choosing either a financial professional or a particular investment, be sure you understand and compare the fees you'll be charged."

If you had **$10,000** on deposit at **4%**, in **20 years** the value would be **$21,911.**

If it was **3%** instead, what would the value be in **20 years**? **$18,061**

Enough said? This simple illustration makes a huge point when speaking to folks about how much fees can lower their retirement accounts. Everyone understands this!

Use this url: http://tcalc.timevalue.com/all-financial-calculators/investment-calculators/future-value-calculator.aspx

---

Big Truck Partners

Chuck, thanks for the share….

Hello Partners,

Nice Annuity article in WSJ by Genworth found by our partner Chuck Bartman.

Anthony R. Owen

Office: 303-284-3582
Cell: 720-989-9564
Fax: 888-742-4368
Toll Free: 888-74AGENT

From: Chuck
Sent: Thursday, December 12, 2013 3:53 PM
To: Anthony Owen
Subject: Annuity Article Wall Street Journal

Click on link: http://online.wsj.com/article/PR-CO-20131212-907673.html?dsk=y

Warm Regards,
Chuck Bartman

I think this article establishes the demand for our product and the respect it deserves….just wait, it is all rolling our way, I highlighted some remarks in **red**….BB

THE WALL STREET JOURNAL.

U.S. EDITION Thursday, December 12, 2013 As of 10:24 AM EST

Financial Professionals Underestimate Appeal of Annuities Among Consumers, Genworth Survey Finds

RICHMOND, Va., Dec. 12, 2013 /PRNewswire/ -- **Consumers perceive annuities more positively than financial professionals** give them credit for, according to The Future of Retirement Income, a new study released by Genworth.

(Use this: Buy and Hold....annuities provide guaranteed income and brokers have no way of changing the portfolio, annuities are buy and hold....BB)

To view the multimedia assets associated with this release, please click: http://www.multivu.com/mnr/54358-genworth-financial-pros-underestimate-appeal-of-annuities-among-consumers

The study, a culmination of in-depth interviews, focus groups and quantitative surveys with financial professionals, annuity owners and non-annuity owners, revealed that 68 percent of non-annuity owners have a neutral to positive impression of annuities**. For annuity owners, it's even higher: 91 percent neutral to positive.** In addition, the majority of annuity owners are satisfied with access to their account, fees and asset growth.

(remember, it so the benefits annuities provide...BB)

The findings also suggest that financial professionals who avoid talking to clients about annuities are missing out on potential sales. According to the survey, **40 percent of qualified non annuity owners who would consider purchasing an annuity have never been presented with the opportunity by their financial professional.**

(prospecting and marketing, look at this opportunity…40%….WOW….BB)

"Many financial professionals simply don't present annuities to their clients, perhaps believing that these products have a bad reputation among consumers," said Charlie Gipple, national director of index products at Genworth. "Our research shows that this is not universally true."

"With low interest rates, disappearing defined benefit pensions and uncertainty about the future of Social Security, it has never been more challenging to create a reliable income stream in retirement," said Gipple. "**With their ability to protect principal from market downturns** and rising interest rates (in the case of bond funds) and guarantee an income stream for life, annuities offer more predictability in these unpredictable times. But many financial professionals may be overlooking this tool due to their own misperceptions about the product's appeal among consumers."

Best Practices of Highly Effective Fixed Index Annuity Sellers

In addition to gauging consumers' attitudes about annuities, the study also looked at the best practices of high sellers of fixed index annuities. The study revealed the following statistically significant findings that high volume FIA sellers:

-- Are more likely to view younger clients, age 40-49, as an ideal candidate

-- Reject the notion that FIAs are only for very conservative investors. In fact, they are more likely to include those with a moderate (versus low) risk tolerance among their ideal target for FIAs (52 percent versus 36 percent of producers that infrequently sell FIAs) than focus on low-risk-tolerant clients

-- **Have clients who fund annuity purchases through a wider range of sources: qualified retirement savings (26 percent); savings/money market accounts (24 percent); CDs/bonds (14 percent) and 1035 exchange of another annuity (9 percent).**

"The findings suggest that producers need to consider a broader target profile for annuity prospects," said Gipple. "Successful sellers are recommending annuities to younger, more risk tolerant consumers and positioning it as a vehicle for a wider array of retirement funds."

Addressing Concerns about Annuities

The survey found that the **majority of annuity owners are satisfied with their purchase,** and especially satisfied with their annuity's growth, expenses and access to funds, refuting the top objections that producers hear most often from consumers.

Access: **Seventy-eight percent of those who own annuities are satisfied** with their level of access to their funds. It is important to note that while most annuities have surrender charge periods, generally between 5 and 10 years, and some also have a Market Value Adjustment, many allow up to 10 percent withdrawals of contract value each year free from surrender charges and a Market Value Adjustment.

Growth: Although 53 percent of consumers considering annuities are reluctant about purchasing them because they would rather invest directly in the market, financial professionals need only remind their clients about the casualties from the last financial crisis.

(no downside....BB)

"As recent years have shown, for those in or nearing retirement, the risk of exposure to volatile markets may be too great for most seeking to grow assets intended to provide income for life," Gipple said. "Alternatively, fixed index annuities use interest crediting strategies linked to the performance of a market index, which provides both upside potential and downside protection."

Expense: The majority (70 percent) of annuity owners say the fees are worth the benefits they are receiving. Even among annuity considerers, 61 percent said they would be willing to pay additional fees to guarantee that an investment would never lose value in a down market while allowing it to capture some growth in an up market, which is the hallmark of fixed annuities.

Additionally, it is important to note that fees vary by type of annuity. Variable annuities can include fees and expenses of 200 to 400 basis points annually. However, fixed annuities generally do not charge specific fees or expenses as a part of the core contract. Many fixed index annuities offer an optional guaranteed lifetime income rider, charging an annual fee, generally of less than 100 basis points per year.

"Our survey underscores the degree to which consumers appreciate how well annuities can help them manage today's challenging financial environment," Gipple said. "That's why we firmly believe that annuities will play an important role in the future of retirement income."

https://www.genworth.com/products/annuity.html#tab1-tab.

Genworth can also be found online through its social media platforms: Facebook and YouTube.

http://www.multivu.com/mnr/54358-genworth-financial-pros-underestimate-appeal-of-annuities-among-consumers

SOURCE Genworth Financial, Inc.

(life health pro)

Social Security maximization strategies (50%)

For baby boomers approaching retirement, **Social Security** brings up a host of unanswered questions. How soon will I be eligible? When is the best time to begin taking withdrawals? What about for my spouse? Even for advisors who know the program well, these questions can be daunting because so much depends on the client's individual situation. Mark Caner, president of W&S Financial Group Distributors, Inc., advises looking first at the immediate milestones your client is facing that may be impacted by Social Security. Looking at the smaller picture, rather than trying to answer each and every question your client may have over the course of 20 years, allows you to create a tailored plan that doesn't overwhelm your client.
Caner writes, "For example, let's say your client is coming up on common action stages of the retirement planning process. Perhaps they are approaching age 60. If that's the case, 62 looms as a milestone:

- 62 is the earliest a worker can receive a Social Security retirement benefit. The benefit will be 75% of the full retirement age benefit. For workers born 1955 and later, the early retirement benefit will be less than 75%. The minimum is 70%.

- 62 also is the earliest a spouse can receive a Social Security spousal benefit based on worker's earnings history. Benefit will typically be 35% of worker's full retirement age benefit. For those born in 1955 and later, the spousal benefit will be less than 35%. The minimum is 32.5%.

Social Security leads info, email me:
bbroich@msn.com

10,000 Baby Boomers apply for Social Security each day, here are some updates your clients and prospects might benefit from, excellent for an off week drip….BB

Social Security in 2014

Next year's small COLA isn't the only adjustment related to the program.

Here are five things you need to know about Social Security for 2014. For clarity's sake, here is a rundown of what is changing next year, and what isn't.

1. **Social Security recipients are getting a raise – but not much of one.** Next year, the average monthly Social Security payment will increase by **$19** due to a **1.5% cost-of-living adjustment**, one of the smallest annual COLAs in the program's history. Since 1975, only seven COLAs have been less than 2%. Four of these seven COLAs have occurred in the past five years, however. The 2013 COLA was 1.7%.[1,2]

   How does Social Security measure COLAs? It refers to the federal government's **Consumer Price Index**, specifically the CPI-W, which tracks how inflation affects urban wage earners and clerical workers. Social Security looks at the CPI-

W from July to September of the present year to figure the Social Security COLA for next year, so the 2014 COLA reflects the very tame inflation measured in summer 2013.[1,2,3]

Does the CPI-W accurately measure the inflation pressures that seniors face? Some senior advocacy groups say it doesn't. The Senior Citizens League, a non-profit that lobbies for elders and retired veterans, contends that Social Security recipients have **lost 34% of their purchasing power** since 2000 because the CPI-W doesn't track rising health care expenses correctly.[3]

On its website, the Bureau of Labor Statistics admits that the CPI "differs in important ways from a complete cost-of-living measure." The CPI measures increases or decreases in rents, transportation costs, tuition, food, clothing, prescription drug and medical care costs, and the prices of consumer discretionary goods and services – 200 item categories in all. Still, some prices in the CPI rise faster than others; medical costs increased 2.4% from September 2012 to September 2013, and housing costs rose 2.3%.[2,3,4]

2. **Chained CPI is not yet being used to determine COLAs.** Some analysts and legislators would like Social Security COLAs to be based on chained CPI, a formula which assumes some consumers are buying cheaper/alternative products and services as prices rise. Supporters think that pegging Social Security COLAs to chained CPI could reduce the program's daunting shortfall by as much as 20% in the long term.[5,6]

The CPI-W is still the CPI of record, so to speak. That's good for retirees, as the Congressional Budget Office says that COLAs would be about 0.3% smaller if they were based on chained CPI. Perhaps this sounds bearable for one year, but according to AARP, a 62-year-old who retired and claimed Social Security in 2013 would be losing the equivalent of an entire month of income per year by age 92 if chained CPI were used to figure benefit increases.[5,6]

Groups like TSCL and AARP wouldn't mind basing the COLAs on the CPI-E, an alternative CPI that the BLS maintains to track prices most affecting consumers aged 62 and up. From 1982-2011, the CPI-E showed yearly inflation averaging 3.1% compared to 2.9% for the CPI-W.[4,5,6]

3. **Social Security's maximum monthly benefit is increasing.** In 2013, a Social Security recipient who had reached full retirement age could claim a maximum monthly benefit of **$2,533**. Next year, the limit will be $2,642.[1]

4. **So is Social Security's annual earnings limit.** This limit is only faced by Social Security recipients who have yet to reach the month in which they turn 66. In 2013, retirees younger than 66 were able to earn up to $15,120 before having $1 in retirement benefits temporarily withheld for every $2 above that level. In 2014, the annual earnings limit rises to $15,480. Social Security recipients who will turn 66 next year can earn up to $41,400 in 2014; if their earnings break

through that ceiling, they will have $1 of their benefits temporarily withheld for every $3 above that level. Once you get to the month in which you celebrate your 66th birthday, you can earn any amount of income thereafter without a withholding penalty.[1]

5. **On the job, the wage base for Social Security taxes is rising.** American workers will pay a 6.2% payroll tax on the initial $117,000 of their incomes in 2014. The 2013 payroll tax cap was set at $113,700. About **6% of working Americans will pay more in Social Security tax** next year as a consequence of this seemingly insignificant adjustment.[1,6]

Citations.

1 - money.usnews.com/money/blogs/planning-to-retire/2013/10/30/how-social-security-will-change-in-2014 [10/30/13]
2 - blogs.marketwatch.com/encore/2013/10/30/social-securitys-2014-raise-a-modest-1-5/ [10/30/13]
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4 - stats.bls.gov/cpi/cpifaq.htm#Question_4 [10/24/13]
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6 - aarp.org/politics-society/advocacy/info-02-2013/the-chained-consumer-price-index-explained.html [2/13]

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Selling Tip #3 https://www.youtube.com/watch?v=tS5m03_7mQA

Selling Tip #4 https://www.youtube.com/watch?v=6U7dFPjFejI

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