
DECEMBER 2013

'The Undiscovered Country'

Hamlet is one of my favorite plays. It has everything in it. Love, unrequited love, misunderstandings, cross purposes, rage, and in the end, the unthinkable happens, the country is lost to an invading army. It is through miscalculation, egocentrism, greed, and avarice that Denmark is delivered into the hands of Fortinbras.

This tale illustrates our eventual confrontation with that 'Undiscovered Country'. Simply put, we don't live in a world that reminds us of our mortality. When Hamlet speaks of this place, he is also recognizing that fear of a spiritual and physical unknown tempers his desire to commit rash actions that are irreparable to both victim and victimizer. 'The Undiscovered Country' keeps him from acting against Claudius, who murdered Hamlets' father and assumed the throne.

What this passage teaches us is the challenge we have in choosing courses of action. As Hamlet later wonders, to: "bear the ills we have than fly to others we know not of?" This is the challenge my practice

'The undiscovered country (cont.)

often faces. Many clients have been operating, constructing their financial 'house' with one set of tools. By the time I meet them, the financial house is usually built, and to further quote the Prince of Denmark, they are ready for 'What Dreams May Come'.

It is in this context that my practice is different than most financial professionals. My job is to secure the house that was built. Using different tools, (legal, insurance, and medical) than what they previously possessed, the objective is to secure the financial house from tangible harm.

By focusing on products that guarantee income, provide protection from losing your estate to medical assistance, obtaining your required legal documents, and providing plans that fill in the gaps in medicare, my practice is designed to keep your financial house in order.

Our world is turbulent enough, just as it was in Hamlets' day. We don't need to unnecessarily bear the 'slings and arrows of outrageous fortune'.

TABLE OF CONTENTS

- 1. The Undiscovered Country.**
- 2 Avoiding Probate**
- 2. Thankfulness – Jim Rohm**
- 3. 7 Keys for Joyous Living**
- 3. More Lessons from Seminars.**
- 3. Tools for Thought.**

"Work is the open sesame of every portal, the great equalizer in the world, the true philosopher's stone which transmutes all the base metal of humanity into gold."

-- Sir William Osler



Phillip M. Scheiber, FICF
(952) 649-0504
www.srins.com

"Happiness can be defined, in part at least, as the fruit of the desire and ability to sacrifice what we want now for what we want eventually."
-- Stephen Covey

AVOIDING PROBATE

Probate is simply the Latin word for **prove**...the process by which your will is brought before a court to prove that it is a valid will. The courts charged with this responsibility are generally known as **probate courts**, which may actually supervise the administration or settlement of your estate.

Supervision of the estate settlement process by the probate court can result in **additional expense, unwanted publicity and delays of a year or more** before heirs receive their inheritance. The publicity, delays and cost of probate motivate many people to explore ways in which to avoid or minimize the impact of probating a will, including:

State Statute

If **specific requirements are met**, many states have made provision for certain estates to be administered without the supervision of the probate court, resulting in less cost and a speedier distribution to heirs.

Form of Property Ownership

The **joint tenancy** form of holding title to property allows ownership to pass automatically to the surviving joint tenant/surviving spouse.

Transfer on Death

Many states have enacted **Transfer on Death statutes** that allow a person to name a successor owner at death on the property title certificate for certain types of property, including real estate, savings accounts and securities.

Life Insurance

Unless payable to the estate, **life insurance proceeds are rarely subject to the probate process.**

Lifetime Giving

Gifts given during life avoid the probate process, even if made shortly before death.

Trusts

A "**Totten**" trust, a bank savings account held in trust for a named individual, can be used to pass estate assets at death outside of the probate process.

A **revocable living trust**, created during the estate owner's lifetime, can be an effective way to avoid the expense and delay of probate, while retaining the estate owner's control of his or her assets prior to death.

Any potential method of avoiding probate, however, should be evaluated in terms of its income and/or estate tax consequences, as well as any other state specific guidelines for the disposition of property after death. This may or may not be complicated by the state's laws regarding medical assistance recovery.

I used to think I was poor. Then they tell me I was needy. Then they said I was self-defeating – I wasn't needy, I was culturally deprived. Then they said deprived was a bad image. – I was underprivileged. That became overused, and I became disadvantaged. I still don't have a dime but I have a great vocabulary

Ronald Reagan

THANKFULNESS – by Jim Rohn

Is thankfulness a survival skill? Perhaps most of you would respond with, "No, Jim, thankfulness is not the key to survival," and I would tend to agree with you. Most of us have probably already solved the necessary problems of survival, gone beyond that and are now working to achieve our desires. But let me give you this key phrase, "Learn to be thankful for what you already have, while you pursue all that you want." I believe one of the greatest and perhaps one of the simplest lessons in life we can learn is to be thankful for what we have already received and accomplished.

Both the years and the experiences have brought me here to where I stand today, but it is the thankfulness that opened the windows of opportunities, of blessings, of unique experiences to flow my way. My gratitude starts with my parents who raised me, gave me an incredible foundation that has lasted me all of these years and continues with the mentors that I've met along the way who absolutely changed and revolutionized my life, my income, my bank account, my future. I am also very thankful for the people, the associations, for the ideas, for the chance to work and labor, and to produce results, all of that has brought me to this place, to this weekend. I'm grateful for it all.

What a unique opportunity each one of you here has, so many of us; representing different countries, nations and cultures, to appreciate the uniqueness of our own experiences that has brought us all here, together, for these three days to learn new skills and sharpen old ones. For the countries we represent; we have freedom and liberty. These are extraordinary times, about eleven years ago the walls came tumbling down, in Germany, and it started a wave of democracy and freedom like the world has never seen before. We as a country and as a world have so much to be thankful for. Always start with thanksgiving; be thankful for what you already have and see the miracles that come from this one simple act.

Now thankfulness is just the beginning; next, you've got to challenge yourself to produce. Produce more ideas than you need for yourself so you can share and give your ideas away. That is called fruitfulness and abundance. Here's what I think fruitfulness and abundance mean - to go to work on producing more than you need for yourself so you can begin blessing others, blessing your nation and blessing your enterprise. Once abundance starts to come, once someone becomes incredibly productive, it's amazing what the numbers turn out to be. But to begin this incredible process of blessing, it often starts with the act of thanksgiving and gratitude, being thankful for what you already have and for what you've already done. Begin the act of thanksgiving today and watch the miracles flow your way.

7 KEYS FOR JOYFUL LIVING! by Chris Widenener

Here are some thoughts for finding and experiencing joy in your life. If there was one thing I could wish upon my family and friends, it would be joy in everything they do!

Know your purpose. Nothing will bring you joy more than knowing what it is that you are about on this earth. Not knowing brings sadness, wondering, fear and lack of fulfillment. Above all, find out what your unique purpose is here on this earth - then fulfill it! As you do, you will experience joy!

Live purposefully. It is one thing to know your purpose, but then you need to live according to that purpose. This is a matter of priorities. Let your actions and schedule reflect your purpose. Don't react to circumstances and let them cause you to live without your purpose fully in sight. Living without your purpose will cause frustration. Living purposefully will bring you deep satisfaction and joy!

Stretch yourself. Don't settle into the status quo. That will leave you unfulfilled. Whatever you are doing, stretch yourself to do more! Stretching yourself will break the limits you have set for yourself and will cause you to find joy in your expanded horizons!

Give more than you take. It brings happiness to accumulate. It brings joy to give away. Sure, buying something will bring you a sense of satisfaction and even happiness. But it won't bring you joy. Giving something away to the less fortunate will bring you deep, abiding joy.

Surprise yourself, and others too. The words here are spontaneity and surprise! Every once in a while, do the unexpected. It will cause everybody to sit back and say, "Wow, where did that come from?" It will put a little joy in your life, and theirs.

Indulge yourself sometimes. Too much indulgence and you are caught in the happiness trap.

Looking for the next purchase, celebration, etc. to bring you a little "happiness high." But if you will allow yourself an infrequent indulgence as a reward for a job well done and a life well lived, you will appreciate the indulgence and experience the joy of it.

Laugh a little - no, a lot! Most people are just too serious. We need to laugh a little - no, a lot!

This life is to be enjoyed! Let yourself laugh!

Joy can be yours! Look for it, pursue it and enjoy it!

UPCOMING EVENTS.

1. Social Security Information Meeting, January 14th, Country Inn and Suites Menominee WI
2. Social Security Information Meetings January 16th, AmericInn, Baldwin WI
3. Social Security Information Meeting. January 21st, AmericInn, Baldwin, WI

To Register for the Social Security Meetings, Please call (800) 848 4029.

Tools for Thought

❖ *43 But understand this: If the owner of the house had known at what time of night the thief was coming, he would have kept watch and would not have let his house be broken into. Matthew 24:43.*

If I had to point to a biblical inspiration for retirement planning, this would be it. Because Jesus is speaking in a parable, lining it with truth, He is also speaking to Mans' sense of pragmatism. Diving from these concepts, we can apply them as follows:

- (1) *Be prudent. Know that in all reality you are not in control of financial markets, your health, adversity, or time on earth.*
- (2) *Be Prepared. Know the extent of your responsibilities to others, fashion and use the tools at hand to guard not just yourself, but those depending on you.*
- (3) *Have a Plan. Acknowledge that plans can go awry; but make one anyway. Have your vision, place it in bold relief, and train others on how your plan is designed to work.*
- (4) *Be Humble. Humility breaks the back of adversity. It leavens with patience and flexibility to strengthen the soul in times of challenge, and forces fear to be subservient.*

I think Matthews' recital of Jesus;' words are instructions for all of us in these times of uncertainty and anxiety. The tools are there. We just have to have the awareness to use them.

Lessons from Seminars (II)

When I started doing seminars for social security information, I wasn't sure what to expect. Having done Insurance Nights as a Knights of Columbus Agent, and seminars for Estate Planning, Medicare Health Plans, Long Term Care Planning, and Finance Classes, there was a wide range of expectations.

The first thing I learned was that people are confused about how social security fits in to their overall planning. Even though many of them do research online, most of their information comes from a more reliable source: the Coffee Klatch.

In all of my Social Security Seminars I have not experienced any of the anxiety issues I had anticipated.

What I found was that most people were there truly seeking answers and guidance, whether I could personally help them or not. This is something that helps me to do a better job; knowing people NEED this information, even if they are never going to be my clients.

So what I have learned is to no longer underestimate the value of being prepared and having the right information. Like a pebble tossed in to a pond, you never know who is going to benefit by a job well done.

S & R INSURANCE SERVICES
1008 LEXINGTON AVE N.
NEW PRAGUE, MN 56071

| |
|------------------|
| BUILD RATE |
| US POSTAGE |
| PAID |
| PERMIT NO. 98765 |

