

BANK ON YOURSELF

Alan J. Eckstrand, LLC Newsletter

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BANK ON YOURSELF

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We hope you enjoy the new, easy to read, format of our monthly newsletter. Please feel free to contact us with some topics that you may want to see covered within our newsletters.

Has The **STOCK MARKET** Got Your **ATTENTION** Yet???



The past several weeks have been a good reminder of some of the things I learned about the stock market during the 23 years I was an investment advisor.

1. **The only thing you can count on with the stock market is volatility.**
2. **Buy and hold does not yield high returns with stocks or mutual funds.**
3. **Long term returns from the stock market are not going to be any higher than super conservative places to keep our money (like BOY).**

I spent those years trying to figure out if there was some way to invest in the stock market and get a return worthy of the risk being taken.

Here is what I found . . .

- **You cannot buy safely except during severe market corrections when the price is very low.**

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BOY Links Of Interest:

www.thefinancefixer.com
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- **You must sell if you have a loss exceeding whatever threshold you set at the time you buy the investment. For me that would be 10% I will automatically sell that investment. I can afford a 10% loss but not more.**
- **If the investment increases in value you must sell out and take profits when you hit the profit goal you set when you bought the investment. You do not worry about taxes or that target profit price when I buy the investment and stick to it.**
- **You must have a safe, secure place to store money while you are waiting for the next opportunity to come along. BOY has been my perfect place to store money. I suspect the same would be true for you.**

I have used this approach to make a nice profit right after 9-11. There have not been many opportunities since then. What we are seeing today just may be another opportunity in the making.

The Dow is now just over 11,000 as I write this, so I am beginning to get interested in several mutual funds and high dividend stocks that I follow. I probably would not actually buy anything until the market drops another 10%, but I will be looking.

I have been out of the stock market for almost 4 years and have completely missed the ups and downs of the market. My money has been residing in my BOY plans where it continues to grow at a faster velocity every year and where it is available to help me in a financial emergency and finance the things I need.

I sleep well at night knowing that I don't have to worry about what the stock market is doing.

As always, I welcome your comments and questions.

Greg's Money Tip

Gregory M. Kay, CEP



A rich uncle who was in the **Donut Business**, "*a nickel and dime business*", once told me that if you take care of the nickels and dimes, the dollars will take care of themselves.

So if you borrow money from your **Bank On Yourself** policy and repay your loan with excess interest, these small amounts will pay remarkable dividends in the future . . .

Where else in the world can you spend your money and at the same time make money in the same vehicle ?

On Debbie's Dime . . .

Debbie Wilder



It's Back To School Time!!!

Was that your deep breath I heard as your children went back to school? Oh. . . it was mine I was hearing! Whew!

Now that silence has returned to the household during the day, it's a good time for us all to go back to **Bank on Yourself School** for a few days.

Why? **Bank on Yourself** is an ever-changing vehicle. Being in existence for only about 15 years, even though it is based off of a 150-year-old concept, it evolves continuously, and your advisors are kept up-to-date every 2 weeks. New policy designs, borrowing principles, and new methods to create retirement income are some of the many discussions we have.

On our client's end, it is important to see if your own **Bank on Yourself** policy or policies are being used and funded for maximum efficiency.

For example . . .

- **Did you recently charge a lot to your credit card and need to pay it off for a while?** *Get a Bank on Yourself loan to pay it off!*

- **Did you just receive some extra money which you are storing in a .05% interest savings account?** *Add it to your Paid Up Additions Rider and watch your savings really grow!*
- **Did you recently get a raise?** *Add the difference to your policy!*
- **Did you just lose your job and don't think you can afford to keep your policy?** *Call your advisor immediately! You will be surprised how many options you have.*

Take the time to review your finances now that you have a little breathing room . . . *you will be very happy you did!*

Until next month . . . *Remember that change starts on your dime!*

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