

# BANK ON YOURSELF



Alan J. Eckstrand, LLC Newsletter

June 2011



## *HAVE I GOT A TREAT FOR YOU THIS MONTH!*

For the first time ever, I have asked a member of my team to be the guest contributor to our newsletter this month.

Many of you already know Debbie Wilder. Debbie has been part of my team now for about 2 years now. She recently took the insurance licensing course and passed her licensing exam with flying colors.

She is now licensed and is completing her BOY authorized advisor training as I write this. Very soon, Debbie will now be doing exactly what I do.

Her background is amazing to me. She has an extensive background in Information Technology and worked as an IT person for many years.

*Debbie and her husband have been doing BOY for about 5 years and now own 13 different BOY plans!*

I knew she was someone special when I first met her.

Over the last 5 years we have spent countless hours talking about how BOY works and how it can help people make their dreams a reality. Debbie has learned a tremendous amount of info about the concept. So much so, that I feel that she now knows more than at least two thirds of the 250 or so for BOY authorized advisors that comprise our nationwide network of authorized advisors.

*At the rate she is going she will be a world class BOY authorized advisor in a very short time.*

I marvel at her dedication to helping people with BOY and her thirst for knowledge about the concept. She is also continuously searching for new ways BOY can help people succeed financially. Her article this month is a perfect example of that, in my humble opinion.

*Thanks to her efforts and the efforts of Eileen, Gail, Lisa and Shirley we*

were in the top five of all advisors nationwide last year based on production.

I am truly grateful to have her.

I hope you enjoy her piece on "*Our Amazing CD Alternative*".



## Our Amazing . . . **"CD Alternative"!**

***For Immediate Income or Income Needs Within 5 years . . .***

Hi Folks,

I just came back from the BOY Conference, and they showed us a new variation on the Bank on Yourself design.

***It is so exciting; I am nearly bursting at the seams!***

We use a plan especially designed to work like a CD, except it provides more income and an income tax free death benefit.

***You will see that \$100,000 in a traditional CD is NOT the same as \$100,000 in our Bank on Yourself "CD Alternative" plan.***

**Here's a sneak peak:**

	<b>"CD Alternative"</b>	<b>Traditional CD</b>
<b>Safe?</b>	√	√
<b>Predictable?</b>	√	√
<b>Equivalent Interest Rate?</b>	4% - 6%	Currently 2.8% / 5-yr. CD
<b>Tax on income received?</b>	May Be Partially Taxable	Fully Taxable
<b>Flexible Withdrawals?</b>	√	X
<b>Take loans and pay them back?</b>	√	X
<b>Handle Reasonable Inflation?</b>	√	X
<b>Surrender without penalty?</b>	√	X
<b>Long Term Care Included?</b>	Most States	X
<b>Death Benefit Included?</b>	√	X

**Here is a Typical Example:**

A 62-year-old female puts in \$100,000; delays withdrawing any income until age 66. Please note that this is only one of many different ways someone can set up a plan.

The Lafayette Life Insurance Company  
**Liberty: Single Premium Whole Life Insurance Plan**  
**Supplemental Illustration - Loan**

~~Contract No.~~  
 Female Age 62 Standard/Non-smoker

Single Premium Amount: \$50,664.00  
 Initial Face Amount: \$100,000  
 Total Lump Sum+: \$49,336.00

Div Opt: PUA  
 Riders: LTC ABR SPUA

Non-Guaranteed Assumptions

Age	Year	Contract Premium	Partial Surrender	Loan Amt. Less Div. To Pay Loan	Loan Interest Added to Loan	Loan Balance	Net Premium Outlay	Net Cash Value	Net Death Benefit	Taxable Gain On Surrender
63	1	100,000	0	0	0	0	100,000	95,832	208,286	0
64	2	0	0	0	0	0	0	100,789	213,023	789
65	3	0	0	0	0	0	0	105,985	217,897	5,985
66	4	0	0	0	0	0	0	111,430	222,919	11,430
67	5	0	5,500	0	0	0	-5,500	111,351	216,835	16,851
68	6	0	5,500	0	0	0	-5,500	111,247	210,944	22,247
69	7	0	5,500	0	0	0	-5,500	111,115	205,237	27,615
70	8	0	5,500	0	0	0	-5,500	110,951	199,706	32,951
71	9	0	5,500	0	0	0	-5,500	110,754	194,349	38,254
72	10	0	5,500	0	0	0	-5,500	110,516	189,159	43,516
73	11	0	5,500	0	0	0	-5,500	110,236	184,125	48,736
74	12	0	5,500	0	0	0	-5,500	109,914	179,241	53,914
75	13	0	5,500	0	0	0	-5,500	109,546	174,500	59,046
76	14	0	5,500	0	0	0	-5,500	109,127	169,890	64,127
77	15	0	5,500	0	0	0	-5,500	108,658	165,407	69,158
78	16	0	5,500	0	0	0	-5,500	108,134	161,041	74,134
79	17	0	5,500	0	0	0	-5,500	107,554	156,782	79,054
80	18	0	5,500	0	0	0	-5,500	106,916	152,624	83,916
81	19	0	5,500	0	0	0	-5,500	106,204	148,572	88,704
82	20	0	0	0	0	0	0	111,157	152,533	93,657
Income Received = \$82,500										
83	21	0	0	0	0	0	0	116,284	156,657	98,784
84	22	0	0	0	0	0	0	121,593	160,943	104,093
85	23	0	0	0	0	0	0	127,084	165,401	109,584
86	24	0	0	0	0	0	0	132,772	170,022	115,272
87	25	0	0	0	0	0	0	138,650	174,827	121,150
88	26	0	0	0	0	0	0	144,690	179,849	127,190
89	27	0	0	0	0	0	0	150,899	185,092	133,399
90	28	0	0	0	0	0	0	157,290	190,548	139,790
91	29	0	0	0	0	0	0	163,944	196,145	146,444
92	30	0	0	0	0	0	0	170,903	201,855	153,403
93	31	0	0	0	0	0	0	178,105	207,746	160,605
94	32	0	0	0	0	0	0	185,493	213,876	167,993
95	33	0	0	0	0	0	0	193,002	220,304	175,502
96	34	0	0	0	0	0	0	200,600	227,064	183,100
97	35	0	0	0	0	0	0	208,282	234,174	190,782
98	36	0	0	0	0	0	0	216,187	241,515	198,687
99	37	0	0	0	0	0	0	224,488	248,956	206,988
100	38	0	0	0	0	0	0	233,080	256,580	215,580
101	39	0	0	0	0	0	0	241,911	264,430	224,411
102	40	0	0	0	0	0	0	250,981	272,506	233,481
103	41	0	0	0	0	0	0	260,284	280,818	242,784
104	42	0	0	0	0	0	0	269,810	289,368	252,310
105	43	0	0	0	0	0	0	279,538	298,165	262,038
106	44	0	0	0	0	0	0	289,458	307,219	271,958
107	45	0	0	0	0	0	0	299,572	316,522	282,072
108	46	0	0	0	0	0	0	309,884	326,074	292,384

*This is an illustration only, not an offer, contract, or promise of future policy performance. Coverage is subject to the terms and conditions of the policy. This illustration is not valid without all 11 pages.*

**Here's What She Accomplished:**

1. Over the course of 15 years, she withdrew \$82,500, the equivalent to 5.5% a interest rate of return.
2. By the end of 15 years, her net cash value is still over \$100,000.
3. If she chooses to surrender the policy after 15 years, only a small part of the surrender value would be taxed under current tax laws.

4. A Long Term Care benefit is included at no additional cost in most states!

**There Are Additional Benefits:**

- If she needs to finance a big purchase or investment, she can borrow from her policy and pay herself back without messing up her annual income from the plan.
- If inflation starts moving upwards and dividends also increase she can make larger withdrawals.
- If she thinks she can do better with another financial vehicle, she can surrender the policy for the current surrender value without any additional penalty.
- And finally, if she passes away, the death benefit may be larger than the original amount she put in.

**THESE FIGURES WILL DIFFER FROM PERSON TO PERSON**, so if you would like to see what they will be for you or anyone else who uses CD's, please email or give us a call!

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*Greg's Money Tip . . .*

*If you put money into any financial vehicle understand how you are guaranteed to get that money back. If you are not guaranteed to get your money back, then put only the amount of money into that vehicle that you can comfortably afford to lose.*

*Remember your money is always growing in Bank On Yourself!!!*

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