

Did I Make A Good Decision?

Normally, at some point during the early stages that someone has a BOY plan they begin to ask themselves this question.

Be easy on yourself. It's okay!

No one has much experience dealing with unconventional financial strategies, so it is hard to avoid having doubts about what you did.

I understand this.

This is why I will always try to keep in touch with you at least every 6 months. I hope you will let me know if you have any nagging questions or doubts that need to be dealt with. If you do, the sooner we deal with it the better!

Many of you get Pamela Yellen's newsletters, right?

Several months ago she introduced her "18 Point Challenge Contest.." There are 18 different things that BOY does that we feel cannot all be done using any other financial strategy. Even with my 34 years in this profession, I could only find one other strategy that could do as many as 14 of the 18 items. If someone can come up with a financial strategy that can do all 18, they may be \$10,000 richer for their trouble!

Go to www.bankonyourselfchallengechecklist.com and take the challenge yourself. It only takes a few minutes. If nothing else, it will be a great way to refresh your memory about why you started your BOY plan(s) in the first place.

If there is anyone you care enough about to introduce to BOY, you can have them take the challenge, too. If they like what they see, they can then go to www.findoutmorenow.com and use AE75 as the password to get a copy of Pamela Yellen's report. They will automatically be associated with me so that if they want to talk more, I will be the one Pamela's office contacts to get in touch with them.

Getting And Repaying Loans

Don't panic! We are here to help you through the whole process from soup to nuts.

Getting a loan is very easy. You sign a form that tells Lafayette how much you want and where to send the check. That signed form is faxed to them and a check appears in your mail about 5 days later.

Now here's the part that many people have a hard time dealing with.

You are in full control of how and when you repay your loan. The only rules Lafayette has is that you must pay at least \$25 when you make a payment and if you don't repay an amount during your policy year that is equal to at least the interest due on the loan they will take the balance due out of your cash value.

This throws some people for a loop. Everyone is used to lenders dictating to them what they must do and what they can't do.

Freedom can be frightening!

Rhi and I are here to help. Part of our job is to help you figure out the best way to set everything up and coach you all the way.

Here are a few points that confuse many people:

1. There will be some loan value right from the first premium you pay. Even as early as the end of the first year you can expect (depending on your plan design) to have about half of your total premium payments available as loan value.
2. Every time you pay a premium or make a loan payment your cash value to borrow will increase. Repaying loans and sticking with your premium payment creates more potential money for borrowing. You can buy more expensive toys!
3. You can make whatever changes are needed as you go. That means you can adjust loan payments up and down, skip payments or change the number of payments. You are in control, not the insurance company. However, this flexibility does not give you a license to steal from your finance company by never repaying your loan or interest balances, especially in the early years.

The best way to learn about BOY is to do a loan. Once you actually see how this works and what happens as a result, you will begin to see the power you have created by doing your plan.

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ALAN J. ECKSTRAND, CLU, ChFC, CRPC
ALAN J. ECKSTRAND, LLC
977 EAST MAIN ST., SUITE 2
TORRINGTON, CT 06790
PHONE: (860) 496-1941
TOLL FREE: (800) 496-4677
FAX: 496-4677
Email: alan@thefinancefixer.com

PLEASE NOTE OUR NEW ADDRESS!