

## September 2006 Newsletter

### Can Any Other Financial Strategy Do All These Things?

Every week I run into someone who is bound and determined to find a “fatal flaw” in the Bank On Yourself concept.

I hope you know that I realize better than anyone that BOY does sound too good to be true at first. I spent several months before I even got involved with BOY making sure in my own mind that BOY is everything it claims to be. My confidence in just how good BOY is continues to grow every week as I see BOY help more and more people get on the path to a better future. The more I work with BOY, the better I like it. There is not much I can say that about!

However, I still have to deal with people who are convinced that there is something wrong with BOY. Over the years, we have developed a list of 12 questions that we ask people to answer regarding any other financial strategy they think is better than BOY.

Last month I ran into a couple we’ll call Mike and Sue, who were particularly interested in proving that BOY had something wrong with it. I asked them to answer “yes” or “no” to the following 12 questions about the financial strategy that they believed was better than BOY, to see if they could answer “yes” to all of the questions about that strategy. **The answer is “yes” to all 12 questions for Bank On Yourself.**

Here are the questions:

1. Will the strategy allow you to pocket the interest you’d otherwise pay to financial institutions and never see again?
2. Will it ALSO allow you to GET BACK the ENTIRE purchase price of big ticket items?
3. Will it ALSO enable you to grow your nest-egg predictably, EVERY single year, no matter what’s happening in the stock or real estate markets?
4. Will it ALSO allow you to enjoy a tax free stream of income that can last as long as you do?
5. Will it ALSO allow you to borrow from your plan or account to buy things, or to invest in something else, while your account continues to grow as though you never touched a penny of it? (In other words, does your strategy LITERALLY let you get TWO turns on your money?)
6. Will it ALSO protect your nest-egg against inflation?
7. Will it ALSO enable you to pass the value of the plan or account (and potentially MANY times the value of the account) to your family and favorite charities, income-tax free?
8. Does it ALSO protect your nest-egg from creditors and lawsuits? (Bank On Yourself Plans are protected in most states - be sure to check with legal counsel to determine what’s applicable in your state.)
9. Are BOTH your principal AND gains locked in, so you CAN’T go backwards?

10. Does the strategy also put YOU in control of your money and financial destiny, instead of turning over control to the government or an employer?
11. Does it ALSO allow you to access your equity in the plan, WHEN and HOW you want, with NO penalties for "early" withdrawal, or for waiting "too long"?
12. Does the strategy ALSO let you grow your nest-egg EVERY day, without worrying about it or losing any sleep?

**By the time we got halfway through the list, I could tell that they were getting real upset.**

Mike finally said to me, "Okay, professor, show me how Bank On Yourself does all of this!" Sue actually said she did not believe me. She also wanted to know why she never read about this in Money magazine or heard Suze Orman talk about it.

**Those of you who have been to one of my seminars already know the answers to their questions.**

If you haven't been to one of my seminars, I hope that I have stimulated your curiosity a bit. It would take too many pages here to answer all the questions, so you'll have to come to one of my dinner seminars to get the full story.

**I promise you that I will show how BOY actually does everything in the 12 questions.**

Sadly, Mike and Sue were not able to get past their "illusion of knowledge" and look at BOY for what it actually does. Even after we went over the "how" several times, they still could not get what I was trying to say. In the end, they were unable to open their minds to something new and different.

This is a common problem we all face, even me! We look at everything new based on what we THINK we know. If something is "out of the box" it is very hard to overcome our natural pessimism and idea that we already know what we need to know. If something goes against what we believe is the truth, we have a hard time overcoming that. Things that are new and different are very hard for us to deal with most of the time.

**YOU CAN MAKE IT DIFFERENT IF YOU WANT TO!**

All of us are going to be in for some real tough changes the way things are going today. No one except for a handful of experts really understands what is going to happen to Social Security, Medicare and the other government entitlement programs once that very large group of baby boomers starts to use them.

**I can guarantee you that what goes down will not be pretty! Anyone who is depending on government programs to provide financial security for them is going to be sadly**

**disappointed by what happens. You cannot depend on anyone except yourself for your financial security.**

## **Something Very Special Is Happening in October**

By now you should have received an invitation to our Nelson Nash Two Day Intensive seminar on October 6 & 7<sup>th</sup>. We will hold the event at The Yankee Peddler in downtown Torrington. The event is open to all existing clients. The price of admission will be to bring a “buddy” with you who knows nothing about Bank On Yourself. We will have a cocktail hour on Friday night and plenty to eat during Saturday’s class.

This is a two day event that will give you a chance to learn from the man who created the Infinite Banking Concept that we call Bank On Yourself. Nelson is no spring chicken, so I cannot guarantee that he will be able to come to Torrington to visit us again.

**We are very fortunate indeed to get him to come to Torrington.**

When I saw him the end of April, I jokingly asked him if he would like to come to see the autumn colors. I don’t think that the colors are quite as good in Birmingham, AL, but of course, I am prejudiced. Another gentleman at that meeting from Boone, IA told me how Nelson did a class for him. We joked about how if he could go to Boone, IA he could come to Torrington, CT. To my surprise, Nelson said he would be happy to come. In fact, he is bringing his wife so she can enjoy our hospitality as well.

Nelson started developing the Infinite Banking Concept back in the mid 70’s when we had the 20% interest rates. At that time, he had made some real estate investments and owed quite a bit of money to banks at those high interest rates. The concept was developed out of necessity, as a way for him to get out of the mess he was in with the banks. He learned how to “Bank On Yourself” and personally take over all his financing needs from banks and other commercial lenders. He learned how to recapture the interest he was paying and turn it into personal wealth and a tax free income for life.

Nelson gradually refined the concept and became a very successful teacher and practitioner of the concept. For the past few years he has spent all his time teaching his course and mentoring people like me on the best ways to use the concept.

**I think that attending this course will repay you many times over for the 10 hours you will invest over the two days by coming to it.**

I am offering this event as a “thank you” to all of you who already have started BOY plans, which is why I am not charging admission. However, I do want you to bring a buddy so we can expose more people to this wonderful financial strategy.

**Is there someone you care about enough to bring along and learn about this life changing strategy?**

As I am writing this there are still a few seats left, so don’t wait too long to call us!

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