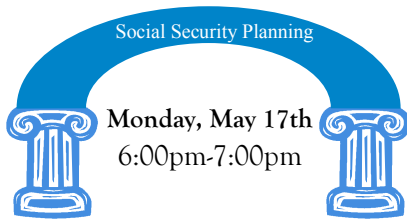


UPCOMING SEMINAR



Social Security Planning

Will Social Security be there for me?

How much can I expect to receive?

When should I apply for
Social Security?

How can I maximize my benefits?

How do I sign-up for Medicare?

To what benefits is my spouse
entitled to?

Presented by:

Jim Czechowicz

A Social Security Public Affairs Specialist

Hosts:

Crystal Enderson, Insurance Consultant

Sabrina Dolan, Attorney at Law

Find out how you can maximize benefits through effective Social Security planning and understand the rules, strategies and the future of Social Security.



Light refreshments will be served

RSVP to:

WEBB FINANCIAL GROUP at
952-837-3200 or
marketing@webbfinancial.com
by May 10th-please bring a guest



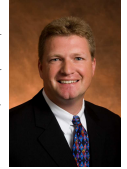
Wells Fargo Plaza
Building Conference Room
Suite 550

7900 Xerxes Avenue South
Bloomington, MN 55431

Seating is limited

What is your strategy to pay off your house by retirement?

On January 31st, I was a guest on the Minnesota Home Talk Show on KSTP AM 1500, hosted by Jason Walgrave. The show's discussion revolved around your house and different strategies of paying it off by retirement. This topic is a significant part of a sound, long-term financial plan.



Michael Bischoff, CFP

It is difficult for retirees to maintain their standard of living if they're making house payments. All situations are different, but the fact is you'll have less disposable income after paying the mortgage. It doesn't make sense to take money from your retirement accounts, pay the income taxes on the withdrawal and then turn around and make a mortgage payment. Your retirement account balance would need to be sizeable in order for that to be successful over the long-term.

There are a few strategies to ensure you won't have a house payment in retirement:

Make additional principle payments on your mortgage

Add an extra \$200 to each monthly mortgage payment and be consistent with it. An extra \$200 will shorten a 30-year loan of \$200,000 at 6% down to 21 years. It is another way to invest for your future and will save you a lot in mortgage interest. We can help you determine the proper payment amount in order to pay it off by a specific date. This way, you can maximize every dollar you have today, working toward your goals. There are some people who simply take a lump sum from their savings and pay off the mortgage note in-full. This is usually done when the balance is small and they are at or very near retirement.

Downsize

Many retirees choose to downsize at retirement whether that be selling one of their homes, moving to a townhouse or condo, or relocating out of the city. I find that this is the toughest decision for a retiree to make. If you choose to do this, you can then access the equity you have accumulated in the value of your real estate. When you downsize, it's very important to make sure the house you will live in doesn't carry a mortgage, even if you're making some improvements. Pay off all debt first. Then, any remaining proceeds can be placed into a sound investment that will generate a monthly income. Some of the advantages of downsizing are lower monthly utility bills, less maintenance work and costs, and lower property taxes. I have yet to have a person tell me they regret leaving their big house and downsizing to a townhouse.

Reverse Mortgage

A reverse mortgage is a bank-issued product that helps people over age 62 live off the value of their house. Many people feel that a reverse mortgage is the last option to look at. It should be done before spending down all of your investments. If you have approximately \$200,000 in equity in your house, you'll be able to generate a monthly income of around \$1,000 per month with a reverse mortgage. Also, if you have a current mortgage, the payments will cease when you begin the reverse mortgage. This can change your monthly cash flow up to \$2,000 per month. A reverse mortgage can be a life changing event and you can live in your house for as long as you choose to. I tell retirees to take care of their retirement income first; leaving an inheritance is secondary.

Each situation is different and can be complex. These decisions may take years to make and that is why I encourage everyone to have a plan.

WEALTH MANAGER 2010



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- Communication
- Value for fee charged
- Meets financial objectives
- Quality of recommendations
- Overall satisfaction

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Webb Financial Group
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have helped our clients achieve
financial security.

Jerry Webb, CFP® & Chairman

Michael Bischoff, CFP® & COO

Gary Webb, RFC® & CEO

Ryan Shannon, CFP®

Crystal Enderson, Insurance Consultant

Michelle Ganske, RPSM

Amanda Hayford, Administrative Assistant

Client Web Portal

With electronic delivery, you can access your Webb Financial statements, tax reports, newsletters and other useful information on the Client Web Portal.

You will benefit from:

- Convenient access to account document history
- Paperless delivery to reduce the amount of mail
- Greater convenience and security



If you decide to take part in this program, please e-mail us at marketing@webbfinancial.com, and then you will receive an e-mail titled "Client Web Portal Access" and a link to your personal Client Web Portal Reports:

<https://admainnew.morningstar.com/crmwebportal/cwphome.aspx>.

Step 1: click on the link in the e-mail

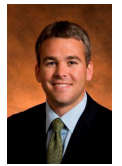
Step 2: enter your e-mail address and select:

Forget your password?

[click here to reset and set up your own password](#)

The "Lost Decade" for Investors

As investors, we are all aware of the two bear markets we have lived through over the last ten years. So it is no surprise that we hear of sensational stories that all investors lost money last decade. That claim couldn't be further from the truth. It's true that the S&P 500 10 year return as of the beginning of March was -3%, but much more importantly, a moderate portfolio with a diversified allocation of large cap, small cap, and international stocks, bonds and cash returned over 40% for that time period and did so with 37% less volatility. The question is, how has your portfolio been positioned? Ten years ago, the "experts" were telling people that all one needed to do was put their money in an S&P 500 index fund. Wow, have they been proven wrong. History has illustrated once again that successful investing lies in constructing a well-diversified portfolio and remaining disciplined.



Ryan Shannon, CFP®

Life and Annuity Riders can pay for Long-Term Care

Most long-term care insurance is purchased as a stand-alone policy, but some life insurance and annuity products now offer riders that provide long-term care benefits. This is a way to offer life insurance products with "living benefits" that will help you pay for expenses.

Today in the Twin Cities long-term care costs on average are:

- \$54,000 per year for nursing home stay
- \$30,000 per year for assisted living

Everyone at some point will be faced with how to pay for long-term care costs. If you do not qualify for a stand-alone long-term care insurance policy, or are worried about paying premiums for long-term care insurance that you may never use, a long-term care rider within a life insurance or annuity policy might be a solution for you. If you never have long-term care costs, the death benefits and annuity values are just passed along to your beneficiaries when you die.

If you would like more information on long-term care riders with life insurance or annuity products offered in Minnesota, contact Crystal at 952-837-3235 or crystal@webbfinancial.com.



Crystal Enderson

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