

## Upcoming Social Security Planning Seminar

Thursday, October 25th, 2012 from 2:00p.m.-3:00p.m.

Wells Fargo Plaza—5th Floor—seating is limited!

*Please invite a guest to attend*

Our guest speaker Norm Nystrom, is a professional in the Financial Services industry. He specializes in social security planning and maximizes Social Security benefits. Norm will help people recognize where they are at financially and diagnose if they are on track to achieve their financial goals.



Norm Nystrom

Social Security offers several provisions that can have a big impact on your overall financial plan for retirement. Understanding these provisions may help you increase your benefit.

*People that would benefit most from this seminar are between ages 55 - 69.*

### Common questions we hear about social security:

- How much am I going to get from social security?
- When is the best time to start receiving social security?
- How can I maximize the amount I do receive from social security?
- If I start receiving social security, can I change my mind?

### Strategies to be learned at this seminar:

- Claim and Suspend
- Claim Now - Claim more Later
- Do Over

### Contact:

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## Senior LinkAge Line®



A few months ago I attended a seminar hosted by the Minnesota Financial Planning Association and heard a presentation about **The Senior LinkAge Line®**. I was very impressed with their array of resources. They are a service of the Metro Area Agency on Aging in partnership with the MN Board of Aging. It's a non-profit agency that receives both state and federal funding. There is no cost to access their statewide telephone and assistance center for seniors, families and caregivers. The call center is open Monday thru Friday from 8:00am to 4:30pm.



Michael Bischoff, CFP®

### Help Available.....

Medicare & Other Health Insurance Options  
Government Services and Related Questions  
Caregiver Support  
Despite Care  
Adult Day Care  
Support Groups  
Transportation  
Home Care & Homemaking Services

Nursing Homes  
Hospice Care  
Chore Services  
Home Repair  
Senior Centers  
Housing  
Nutrition  
Volunteer Opportunities  
Employment

### Where to turn for more information:

Senior LinkAge Line®  
1-800-333-2433  
[www.Medicare.gov](http://www.Medicare.gov)  
1-800-Medicare (633-4227)

Veterans Linkage Line®  
1-888-546-5838

Disability Linkage Line®  
1-866-333-2466  
[www.ssa.gov](http://www.ssa.gov)  
1-800-772-1213  
Social Security

## Client Web Portal

With electronic delivery, you can access your Webb Financial Group statements, tax reports, newsletters, and other useful information in your 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



Contact us to sign up!



### Attention Snowbirds:

Be sure to call us with your winter address so you are able to receive your mail during the winter months.

**Webb Financial Group provides comprehensive wealth management solutions to individuals and businesses. For over thirty years, we have helped our clients achieve financial security.**

Jerry Webb, CFP® & Chairman

Michael Bischoff, CFP® & COO

Gary Webb, RFC® & CEO

Dave Verbeke, Investment Advisor

Crystal Enderson, Insurance Consultant

Michelle Brennan, RP®

Ryan Cobb, Associate Advisor

## Taxes for an Unlucky '13?

When the Affordable Health Care Act was passed in 2010, Congress had to find a way to pay for the additional cost. An investment income tax was passed and the new law goes into effect on 1-1-2013. The investment income tax adds a surtax on net investment income of 3.8% and an additional 0.9% Medicare tax on earned income. Investment income includes interest, dividends, capital gains, royalty income, passive rental income and annuity income held outside of an IRA. This tax applies to joint filers with a modified adjusted gross income (MAGI) of \$250,000 or greater (\$200,000 for singles). The complexity of this tax now requires you to monitor your MAGI level in addition to your yearly investment income.



Dave Verbeke

With some planning, we can help you prepare for the upcoming tax increase. It could be advantageous for you to shift more income into 2012 to avoid next year's tax. A Roth IRA conversion might be an option for you to move income into 2012 and then lock in the tax free distribution option that a Roth IRA gives you. Another option may be to shift investments in your taxable account to municipal bonds which are exempt from federal taxes in most cases. Lastly, to reduce your MAGI, you may want to increase your contribution to your 401k plan or IRA.

Based on the record deficits our Government is running, it's very likely that our tax burden will increase over time. As always consult your investment advisor and CPA for the best strategies for you.

## Minnesota's "Own Your Own" Future campaign



Minnesota has implemented an "Own Your Future" campaign to urge Minnesotans to have a plan for their long-term care, including how to pay for it. The campaign addresses the dramatic increase in the number of Minnesotans who will need long-term care by 2030, and the need to increase the number of individuals using private financing options to pay for their long-term care.



Crystal Enderson

Minnesotans between the ages of 40 and 65 will soon be getting a letter from Governor Dayton and Lieutenant Governor Yvonne Prettner Solon announcing the "Own Your Future" campaign. The three initiatives of the campaign are:

- Public awareness of the importance of planning now for long-term care costs.
- Develop more affordable long-term care products for use by individuals who are not poor enough to qualify for public programs, but are not wealthy enough to self-fund their long-term care.
- Change Medicaid's long-term care provisions to better align with and encourage private payment for long-term care.

Planning for your long-term care costs now will help you to preserve assets and maintain quality of life for yourself and your family. Long-term care includes medical and non-medical care to meet health and personal care needs. You may need long-term care as you grow older or have a chronic illness or disability. Your health insurance and Medicare only pay for this kind of care in very limited circumstances.

The need for long-term care can happen at any point in our lives. With planning, you can maximize your independence and have control over the kind of care and assistance you receive when you need long-term care. Make an appointment with Crystal today to talk about and develop your long-term care plan by calling 952-837-3235 or email [crystal@webbfinancial.com](mailto:crystal@webbfinancial.com).

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