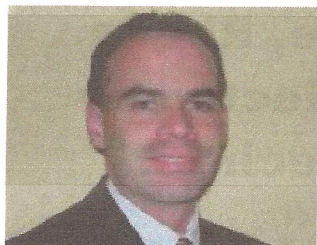

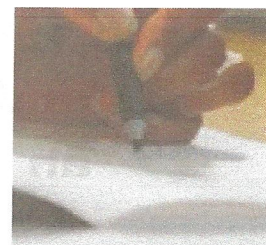


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**Eric Wasson, CFP®**  
CERTIFIED FINANCIAL PLANNER™  
Member FINRA/SIPC



**We are settling nicely into our new office at 660 Central Ave. in Dover. We have our open house scheduled November 12th from 4-7 pm. We will be providing refreshments and I hope you can join us!**



**[www.aztecfcg.com](http://www.aztecfcg.com)**

### **In This Issue**

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### **Interesting Facts!**

**Did you know?**

**One vote can make a difference...**

- **In 1962, the Governors of Maine, Rhode Island and North Dakota were elected by an average of one vote per precinct.**
- **In 1994, Tony Knowles was elected Governor of Alaska by a margin of 1 vote per precinct.**
- **In 1997, Vermont State representative Sydney Nixon was seated by just one vote. Unfortunately, he had to step down after a recount, when it was determined that his opponent, Robert Emond, had actually won by one vote.**

**Your vote matters, so remember to take a moment on November 6th to make your voice heard!**

### **A Growing Trend -Women Entrepreneurs**

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Center for Women's Business

Research (2011), three quarters of women-owned

The business landscape is always changing- technological advances, corporate downsizing, restructuring, and telecommuting have reshaped the marketplace. Although these improvements have a great impact on our working environment, perhaps the most notable trend has been the rapid growth in the number of women-owned businesses. According to the



businesses are those wherein women own a majority share, and each year, women-owned businesses generate \$1.9 trillion in sales.

In fact, additional statistics from the Center for Women's Business Research reveal impressive gains for women in the marketplace:

- An estimated 10.1 million companies are owned by women.
- Women-owned businesses employ 13 million workers.

### **The "Push" Behind the Numbers**

What's driving these significant numbers? Women have made remarkable progress in the workplace, but they still face a variety of obstacles in terms of opportunities for career advancement. Thus, **entrepreneurship** has become a very viable option for women.

One out of eleven women owns her own business and is responsible for employing one out of seven workers. It appears that much of the push behind the increase in women-owned businesses is the desire for independence-in large numbers, women have chosen entrepreneurship as their route to financial freedom. As the figures indicate, many women have been able to channel their drive for success into starting and running their own businesses.

### **The "Pull" Exerted by This Trend**

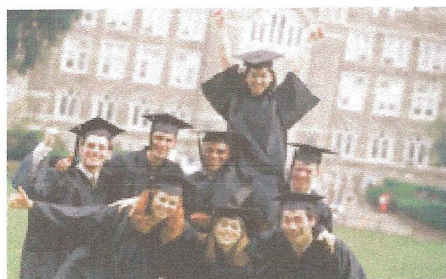
Women entrepreneurs are bringing a fresh perspective to the business world, which creates a new generation of inspirational role models. The ideas generated by this dynamic force translate into innovations in the marketplace that benefit both other businesses and individual consumers.

From a market perspective, women-owned businesses expand the field of opportunity. From insurance and other financial services to communications and office products, businesses will need to address women business *owners* as business *customers*. This will require a change from the long-standing view of the women's market as a singular consumer market at the retail level.

In many ways, we are a society in which "money talks." As women gain more economic power through the success of their own business ventures, they will exert greater influences on the financial, social, and political institutions that will shape the future for all of us.

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## How to Fund a College Education



College tuition costs continue to rise with no obvious end in sight. Including tuition, fees, room and board, the average cost at private colleges tops \$38,000 per year (Source: *Trends in College Pricing-2011*, The College Board). With this in mind, the projected cost of educating today's newborn is staggering.

Consequently, whether you are considering a public or private college for your child, it is essential that your planning begin as *early* as possible. Many parents procrastinate because they feel the task is overwhelming, or they think that saving the required amount of money will force them to compromise their current lifestyle. While both of these concerns are legitimate, they need not stand in the way of establishing-and maintaining-an effective college funding plan.

The starting point for developing a plan is to understand the available funding options. Let's take a look at some of them:

- **Scholarships.** While certainly desirable, there is no way to predict whether your child will qualify for a scholarship. Counting on scholarship money is similar to counting on lottery winnings-there are far more applicants than winners.
- **Financial Aid.** Usually in the form of loans, aid rarely covers total college costs. Even if you qualify on a "needs" basis, there is no assurance that the college of your choice will be able to help all those in need.
- **Personal Income.** Some parents expect to fund college expenses from current income. Would you be able to pay the current cost for one year out of your present personal income?
- **Personal Loans.** While generally available, they could prove costly over the long run when total interest charges are considered.
- **Savings.** This is the one funding option over which you have complete control. While it may not be easy for a young family to save, even small amounts can grow substantially through the effects of time and **compounding**.

Because of the uncertainty of all funding options *except* savings, it is critical to make **personal savings** the cornerstone of your college funding program. However, even a well-conceived savings plan is vulnerable. Should you die, your savings plan could come to an end.



To protect against this uncertainty, **life insurance** can help assure the completion of a funding plan. In addition to the protection aspect of insurance, the *tax-deferred* buildup of **cash values** can be part of your college savings plan, though not without impacting the policy. Distributions under a policy (including cash dividends and partial/full surrenders) are not subject to taxation up to the amount paid into the policy (cost basis) \*. If the policy is a Modified Endowment Contract, policy loans and/or distributions are taxable to the extent of gain and are subject to a 10% tax penalty. Access to cash values through borrowing or partial surrenders can reduce the policy's cash value and death benefit, can increase the chance the policy will lapse, and may result in a tax liability if the policy terminates before the death of the insured.

It is also important to know that life insurance cash values are excluded from the **needs analysis formula** for financial aid used by government agencies and most schools. This means that you can build an asset without being penalized when applying for financial aid.

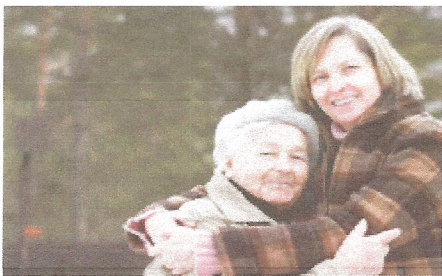
All potential funding sources should be considered when developing a college funding program. However, a regular savings plan, along with life insurance, may be the best way to help ensure that your child will have the means to attend college. Let time be your ally by starting your savings program now.

\*Insurance policy guarantees are based on the claims paying ability of the issuing company.

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## Adult Day Care May Expand Options for Caregiver Respite



Caring for a loved one can be time-consuming and stressful. With the added responsibilities of a family and career, caregivers may experience *caregiver burnout*, a condition characterized by feelings of exhaustion, irritability, anger, resentment, guilt, anxiety, and depression. According to the American Medical Association, primary caregivers are at increased risk for illnesses such as colds and flu, cancer, heart disease, and depression. But there is a solution to caregiver burnout. It's called *respite*.

Respite refers to temporary relief from the usual caregiver routine. It may be as brief as a few hours or as long as a week's vacation. Respite is essential so that the caregiver may relax, revitalize, and recharge. Respite is not a luxury. It is a necessity. Finding ways to take periodic "timeouts," however, requires preparation, financial planning, and assistance from others.

### **What Is Adult Day Care ?**

Adult day care (also called adult day health) provides a safe, therapeutic, and caring environment for a loved one while his or her caregiver obtains respite. Generally, there are two types of adult day health programs. A medical model provides comprehensive medical, therapeutic, and rehabilitative care, while a social model provides supervised activities, peer support, friendship, and recreation. Adult day health service centers are often found in a community-based group setting, and most offer planned activities, appropriate exercise, social interaction, transportation, and meals and snacks, as well as some assistance with personal care, including toileting, eating, taking medication, and other activities of daily living.

To find an adult day health provider, check with local senior centers, mental health facilities, or the area agency on aging. Talk to health care professionals, neighbors, or friends. For each facility, inquire about eligibility criteria and payment options. Be sure to request a calendar of events and activities, menus, hours of operation, and an application.

### **Paying for Care**

According to an ongoing national survey by the National Council on Aging and the National Adult Day Services Association, fees for adult day health programs may range from \$30 to \$75 per day depending on the services, with an average of \$50 per day. These costs may be covered by long-term care (LTC) insurance. Policies vary, but in general, they provide a set amount of coverage that can be used to cover the expenses of nursing homes, assisted living facilities, adult day health services, or at-home care. LTC insurance coverage may expand options for a loved one's care, as well as opportunities for caregiver respite.

### **Strategies for Caregivers**

Obtaining regular respite is vitally important to managing caregiver stress. Also consider the following strategies:

- Find support through a local or online caregiver support group, or one-on-one counseling with a mental health professional.



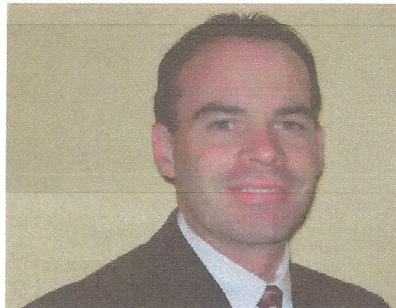
- Exercise daily and strive to maintain a healthy diet.
- Reserve quiet time for meditation and/or relaxation.
- Whenever possible, rotate responsibilities with another person.
- Stay active and involved with hobbies.
- Maintain friendships and other social connections.
- Keep up with your own healthcare and preventive screenings.

Asking for help is not a sign of weakness, but a sign of strength. Remember, in order to be an effective caregiver, you must take care of yourself first.

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