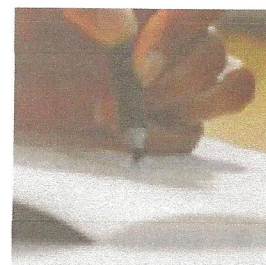


**LPL Financial**  
**Eric Wasson, CFP®**  
CERTIFIED FINANCIAL PLANNER™  
Member FINRA/SIPC



I would like to thank everyone who submitted answers to our question last month. The winner of the drawing for the June newsletter question is (not drawn yet). Congratulations, (xxx)!

This months drawing will be for a \$25 gift certificate to Strafford Farms on New Rochester Road (Route 108) in Dover. And the question is...

What two reasons do most people give for continuing to work after retirement? [Click here](#) to submit you answer by email. Good luck!

Happy Independence Day to our great country! As most of us enjoy our day off of work, time with family and friends and 4th of July festivities, take a moment to reflect on the privileges and freedoms we enjoy everyday as Americans and the cost through which it was won.



**Aztec Financial Group**  
**[www.aztecfg.com](http://www.aztecfg.com)**

### **In This Issue**

[Interesting Facts!](#)

[Family Business: Stepping Out of Your Predecessor's Shadow](#)

[Securing Future Care with a Special Needs Trust](#)

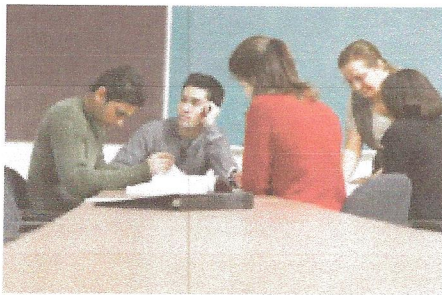
[Getting More Miles from a Tank of Gas](#)

### **Interesting Facts!**

**2.5 million**  
**In July 1776, the estimated number of people living in the newly independent nation.**

**316.2 million**  
**The nation's estimated population on this July Fourth.**

### The Benefits of Volunteering



With the cost of providing health care and other employee benefits rising, small businesses often find it difficult to compete with larger companies in attracting and retaining the most talented workers. Compared with other types of benefits, an employee volunteer program is relatively affordable, is easy to administer, and can go a long way toward improving employee morale, building employee skills, and boosting your company's

standing in the community.

Regardless of the size of the organization they work for, employees tend to appreciate the chance to engage in charitable activities with the support of their employer. Fortunately, there are many different ways to structure volunteer programs so that they meet the needs of employers, workers, and nonprofits alike. When thinking about where to focus your efforts, there are three basic considerations that should be taken into account: the needs of the community, the skills and interests of employees likely to donate their time, and the resources of your organization. Before implementing a program, meet with a group of your employees to discuss what charities they would like to support and what forms of volunteering are most practical given your employees' work and family responsibilities.

In some cases, a team of employees may take paid time off from work to volunteer for a charity. Volunteering as a group can promote team-building and encourage employees to get to know each other outside of the usual work environment. In other cases, employees may agree to take on occasional pro bono work for a nonprofit and incorporate the assignments into their normal workload. Selected appropriately, these pro bono assignments can challenge employees to broaden



their skills. Full-time employees who normally have little extra time to volunteer in the community may especially appreciate the chance to perform work that stretches them, both personally and professionally.

As well as providing employees with the good feelings that come with giving back to the community, volunteering can offer great networking opportunities and enhance your company's image among potential customers and business contacts. You may also wish to encourage employees to recruit family members and friends to participate in volunteer projects, thus broadening the effort and enabling them to spend much-needed quality time with people they care about.

For an employee volunteer program to succeed, it is, of course, essential to have policies in place that clearly outline how employees are permitted to use their time when contributing to charity. These guidelines should include information about the types of organizations and activities employees may engage in with company support, as well as how employees will be compensated for the time they spend volunteering. Some companies provide workers with additional paid time off when volunteering, while others ask employees to use vacation, sick, or personal days to volunteer. Employees are typically also asked to submit requests to take time off for volunteering well in advance, so that coverage can be scheduled for these absences.

If you are uncertain whether your employees would be interested in volunteering, consider testing the waters by taking a day off as a company to participate in a volunteer activity. For example, instead of inviting employees to eat lunch at a restaurant, ask them to spend an afternoon planting trees or cleaning a beach in conjunction with a local environmental group, followed by a picnic. If the outing is well received, more ambitious volunteer programs could be developed.

Copyright © 2013 Liberty Publishing, Inc. All Rights Reserved.  
BNVOLUN1-AS

## Insurance Considerations for a Stay-at-Home Parent

---



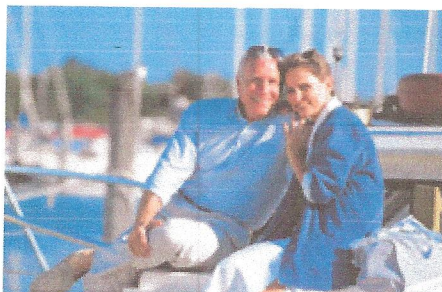
- The job of homemaker can be rewarding, and the care a stay-at-home parent provides is invaluable to his or her family. But when it comes to calculating life insurance needs, many families believe that obtaining coverage for the primary breadwinner is sufficient. They often fail to realize that the death of a stay-at-home parent would not only be a tough emotional situation for the family, but it could also create financial challenges for the surviving spouse and children.
- Since homemakers do not earn a paycheck, estimating the economic benefit of their contributions to the family can be challenging. Clearly, the cost of the services provided by a stay-at-home parent can be substantial. Precisely what those costs entail depends on the family's circumstances. For example, if the children are younger, child care costs must be budgeted. If the surviving spouse works long hours, the family may also need to factor in the cost of a housecleaner or landscaper.



- The first step in calculating an appropriate amount of life insurance coverage for a stay-at-home parent is to consider how much it would cost to pay others to perform the tasks currently performed by the homemaker.
- Here are some examples of tasks typically performed by a stay-at-home parent:
  - Family Care
  - 1. Shopping
  - 2. Recordkeeping and Household Management
  - 3. Food Preparation
  - 4. Housekeeping and Maintenance
  - 5. Yard and Car Care
  - 6. Laundry and Clothing Care
- In addition to having to pay for help in these areas, a family that has lost a parent may find that other expenses go up due to pressure and time constraints. For example, the family may dine out or buy expensive convenience foods more frequently. Also, a working parent may have less time to devote to shopping for bargains on groceries, clothing, and other items.
- Clearly, replacing the contributions of a homemaker and caregiver would be very expensive, especially considering the number of years it takes to raise a family. Therefore, it makes sense to obtain life insurance for the parent who works at home, not just the family's main earner. If something were to happen to a stay-at-home parent, life insurance could help the family through the difficult period of adjustment.
- Proceeds from a life insurance policy could be used to help cover final expenses or allow the surviving spouse to take a leave of absence from work in order to spend time with the children. A lump sum could also be used to help clear debt. In some cases, the policy money may be used to help pay for child care or housekeeping services after the surviving spouse returns to work. In other cases, it may be possible to save at least a portion of the life insurance proceeds to help pay for future college expenses.
- Losing a parent can be devastating. But financial hardship as a result of that loss is not inevitable. Life insurance coverage can help ensure that the surviving spouse is not forced to work long hours or take a second job in order to pay the bills. Instead, the surviving spouse may focus on caring for the children.
- It is important to assess your family's specific needs and prepare accordingly. With adequate life insurance coverage, you can rest assured that your family's financial needs can be met well into the future.

Copyright © 2013 Liberty Publishing, Inc. All Rights Reserved.  
INLISAH1-AS

## Entrepreneurship and the New Retiree



For more and more retirees, retirement signals not the end of a career, but rather the beginning of a new phase-entrepreneurship. Many baby boomers view retirement as an opportunity to start a new chapter in life, and hope to use their hard-earned skills and knowledge to create their own independent businesses.



With increased longevity, retirement often accounts for 25%-30% of a person's life. According to the *2012 Retirement Confidence Survey* conducted by the Employee Benefit Research Institute (EBRI), around seven in ten workers plan to work in retirement. Certainly, financial reasons, such as paying bills and keeping health insurance or other benefits, are primary considerations in the decision, but retirees who work most often say they do so because they want to stay active and involved (92%) or enjoy working (86%).

Regardless of personal motivation, there are many advantages that those age 50 and older possess when starting their own business ventures. By retirement, mortgages have often been paid and children have graduated from college. With fewer financial obligations-and perhaps a cushion from a lifetime of saving-the retiree may have the opportunity to take his or her time in developing a strong business plan and concept. Retirees also have the ability to utilize the many business contacts and skills garnered over their working years to further product development, marketing, and sales. This can prove extremely useful for those who wish to use their experiences in a particular field to strike out on their own. Many retirees find the opportunities of their dreams during their golden years. For example, prior to retirement, Bill and Helen (a hypothetical case) had thriving careers in accounting and travel services, respectively. After retiring, Bill and Helen quickly discovered they were not content to stay at home and felt that combining their skills would serve them well in their own business endeavor. Drawing upon Helen's years of customer service and Bill's bookkeeping finesse, the couple opened a bed and breakfast, which has allowed them to use their pre-existing expertise in a new and challenging way. If you want to use your years of wisdom to build *your own* company, here are some questions to consider:

1. **Are you personally motivated?** Building a business requires intense dedication. You will need to develop your own ideas, set your own schedule, and manage a variety of responsibilities.
2. **Are you a "people" person?** Running your own business will likely involve a great deal of interaction with various professionals and personality types. If you can harness the people skills you gained from four decades in the working world, you will be better prepared to handle difficult clients or professionals.
3. **Do you have the ability to think quickly?** Representing your own company can mean that you will have to provide answers and decisions at a fast pace, and sometimes under pressure.
4. **Do you have passion and stamina?** It is often said that you must love what you do. Realize at the start of the enterprise that a good deal of time and effort may be required, but also know that the rewards can make your labors worthwhile.
5. **Are you organized?** Thorough organization and planning can lead to continued business success. Finances, invoices, and schedules are just a few of the tasks at which you must be or become proficient. According to the Small Business Administration (SBA), poor planning is responsible for a majority of failed business attempts.

6. **Is your motivation level high?** A business requires a lot of work, and it can be physically and emotionally stressful. Those who are highly motivated often do well under stress because their "hunger" drives them forward.
7. **Will your family be supportive?** A new business can consume a lot of your time, mental energy, and sometimes, capital. Make sure to tell your family what they can realistically expect the experience to be like, and gain their support and trust.

There are many advantages to self-employment. The chance to be your own boss, experience the payoff of your own hard work, and harness the limitless financial and growth potential, all combine to make entrepreneurship an exciting and educational adventure. Interestingly, a lack of experience often accounts for many small business failures. Therefore, a lifetime of knowledge can put you far ahead of the game before it even begins, and many of today's retirees welcome the challenge.

Copyright © 2013 Liberty Publishing, Inc. All Rights Reserved.  
RPENTR00-AS

---

AZTEC Financial Group  
660 Central Avenue, Dover, NH 03820  
Phone: (603) 343-4515 Fax: (603) 343-1863  
Email: [eric.wasson@lpl.com](mailto:eric.wasson@lpl.com)

Securities and Advisory Services offered through LPL Financial, A Registered Investment Advisor,  
Member FINRA/SIPC.

---

Eric Wasson, CFP®  
LPL Financial

(603) 343-4515



[Eric.Wasson@LPL.Com](mailto:Eric.Wasson@LPL.Com)

<http://www.aztecfcg.com>

[Forward email](#)



This email was sent to eric.wasson@lpl.com by [eric.wasson@lpl.com](mailto:eric.wasson@lpl.com) |  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).

LPL Financial | 6 Atkinson Street | Dover | NH | 03820



