

RETIREMENT *IN* SIGHT

Presented by Steven L. Wegner, CFP®

MONTHLY NEWS AND INFORMATION FOR CURRENT AND FUTURE RETIREES

AUGUST, 2013

"I arise in the morning torn between a desire to improve the world and a desire to enjoy the world. This makes it hard to plan the day."

- E. B. White

QUICK & HEALTHY

Citrus Twist Orange Roughy

3-5 Orange Roughy Filets
1/2 Cup Fresh Orange Juice
1/2 Cup Fresh Lemon Juice
1 Tbsp. Extra Virgin Olive Oil
1/2 Tsp. Lemon Pepper
1-2 Pinches of Dill

Use one large skillet. Set heat to "high" and heat olive oil for three minutes. Re-set heat to "medium" and add fish filets. Cook until fish is flakey (about five minutes). Lightly pour lemon and orange juices over the top of the filets as they cook, sprinkling dill and lemon pepper on last.

BRAIN TEASER

Anniversary of an Anniversary

July 1-6, 2013 marked the 100th anniversary of an anniversary gathering. The event was held in Pennsylvania and attended by over 50,000 men. What were they commemorating?*

DID YOU KNOW?

Online Shopping ...

Before you pay, take a moment to compare online retailers to make sure you're getting the best deal. Don't forget to figure shipping costs into the equation. Before clicking "purchase", check sites for coupons and special offers.

READY TO SELL THAT BUSINESS AND RETIRE?

Seriously thinking about it? You're not alone. A survey conducted by Pepperdine University (with the help of two trade groups) indicates that retirement, not tax hikes, was the biggest contributor to business sales in Q4 2012 and Q1 2013.

If you are considering selling your company and retiring, consider these factors - they may help you make the most of the decision. One, give yourself enough lead time - three years to leave the business isn't too long. You will gain time to try and maximize business value and refine your exit/succession strategy.

Some questions to answer: How attractive is your cash flow to an Mergers and Acquisitions firm, and can your EBITDA be improved? How competent are your managers? What recurring revenue streams do you have in place? Is your industry growing fast, or slowly? Is your business too reliant on a single customer, supplier or employee? How attractive and functional is its brick-and-mortar presence? Finally, what kind of value proposition are you offering? These are all key factors in valuation. Building a team of professional advisors is a key step toward planning a worthwhile outcome.¹

AGING IN PLACE? THERE MAY BE AN APP FOR THAT.

Just about all of us would prefer to grow older at home, among family and friends. The good news is: the technology to support this desire is expanding. We have smartphone apps joining sensors and webcams in the effort to provide better home security and alert others in case of a fall or emergency. Medication monitors and disease management tools could come to your phone, tablet or PC soon.

IT veteran and futurist Laura Orlov, who publishes the Aging in Place Technology Watch newsletter, told U.S. News & World Report that what is now a \$2 billion industry serving health care and seniors could expand into a \$20 billion industry by 2020.²

ON THE BRIGHT SIDE

Following the lead of Standard & Poor's, Moody's Investors Service has upgraded the U.S. credit outlook from "negative" to "stable" and upheld America's AAA credit rating.^{3,**}

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*Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) is essentially net income with interest, taxes, depreciation, and amortization added back to it, and can be used to analyze and compare profitability between companies and industries because it eliminates the effects of financing and accounting decisions.

**An obligation rated 'AAA' has the highest rating assigned by Standard & Poor's. The obligor's capacity to meet its financial commitment on the obligation is extremely strong.

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* TRIVIA ANSWER: Stumped? Contact me for the answer! 571-969-4262

CITATIONS:

- 1 - foxbusiness.com/personal-finance/2013/07/18/tips-for-boomers-read-to-sell-their-business-to-enter-retirement/ [7/18/13]
- 2 - money.usnews.com/money/blogs/the-best-life/2013/07/17/how-technology-will-support-an-aging-america [7/17/13]
- 3 - online.wsj.com/article/SB10001424127887323309404578614181019140610.html [7/18/13]