



# Kobrin Quarterly

Financial & estate planning news that you can use

**KOBRIN**  
Financial & Insurance Services

Summer 2011

## Surfing Our Website - [www.canUretire.net](http://www.canUretire.net) By Donald B. Kobrin

We have recently spent a considerable amount of time and energy in an attempt to make our website very user friendly. We have found, over the years, that some people leave our initial consultation meeting or perhaps a follow up of that initial meeting and very quickly forget the details of the retirement programs that I have outlined for them. It is always our objective to have people fully understand their retirement programs and to



even be able to explain them to others. We have now created sections of our website that address specific retirement product outlines that should simplify and help you better understand our programs.

A second aspect of our website that we focused on is how to have a client of ours introduce Kobrin Financial to a relative or friend that might benefit from our services. We have done that with a couple of short videos that you can refer them to, as well as an introduction of our staff. We also have clearly defined our objectives here at Kobrin Financial and have outlined the ways in which we serve our current and future clients. Below you will find some of our home page links that might serve towards this end...

**Our Firm...**this is a short video where I introduce myself, the objectives of our firm and offer an opportunity for a face-to-face meeting to see if I would be a good fit with a prospective client.

**Our People...**these are short yet informative introductions of those people that make up our staff.

**Event Calendar...**Here you will find all of the upcoming events that are specific for our clients and their guests, as well as the upcoming public workshops that we are currently offering.

Some of the other links will help provide both our clients and prospects a more in depth look at some of the programs we provide for estate planning.

**Annuities and Their Providers...**One of the  
*(continued on page 3)*

### Inside this issue:

<i>Invitation to Client Appreciation Event at the Sonoma County Fair</i>	2
<i>Upcoming Events</i>	3
<i>Staff News</i>	3
<i>Words to Live By</i>	3
<i>Don't file away that tax return yet</i>	4



### Did you know...

- The only place in the universe where a flag flies all day, never goes up or comes down, never flies half-mast and does not get saluted, is the moon.
- In 1950, Diners Club and American Express launched their charge cards in the USA, the first "plastic money".
- Bank of America started as Bank of Italy by Amedeo Giannini, son of Italian immigrants to the U.S., in San Francisco at 9 am on Monday, October 17, 1904.
- There are over 70,000 centenarians living in the U.S. today, and by 2020 there are projected to be over 100,000.

## Long Term Care Alternatives...are they right for you?

By Donald B. Kobrin

I just want to present the facts as they now stand:

1. There is a 50% chance that you or your loved ones will spend some time in a nursing home facility in your lifetime.
2. The average stay in a nursing home currently is 2.8 years.
3. The average cost of nursing home care is increasing at a rate far exceeding CPI and is currently in excess of

\$6,000/month.

4. The average cost of Long Term Care Insurance (LTC) is also increasing accordingly.
5. The majority of LTC policies have little or no monetary value on the death of the insured.
6. The risk of dementia increases with age. There is a 50% chance of dementia symptoms after the age of 85.

I offer these facts not to

alarm you but to prepare you for an event that has a considerable chance of happening in your lifetime or that of your spouse.

The problem many of my clients have in purchasing LTC insurance is the "use it or lose it" argument. This is a valid argument and could cost your estate tens of thousands of dollars. It is to this end that I introduced LTC alternatives at Kobrin

*(continued on page 3)*



**KOBRIN**  
Financial & Insurance Services

Client Appreciation Day  
at the  
**Sonoma County Fair**



July 27–August 14, 2011

Friday, August 12<sup>TH</sup>, 2011

10:00 a.m. - 5:00 p.m.

- ♦ **FREE** admittance to the Sonoma County Fair
- ♦ BBQ Buffet Lunch & Soft Drinks 12:00 noon until 1:30 p.m.
- ♦ VIP Tent - located north of the grandstand—overlooking the racetrack

**Tickets are limited!** RSVP required by July 14th.  
Please call (707) 566-6775 to reserve your space.  
Tickets must be picked up at our office prior to the event.



*(continued from page 1)* **Long Term Care Alternatives... are they right for you?**

Financial.

The focus of this article is MoneyGuard, an interesting program with surprising benefits.

Here is how it works:

A sum of money, say \$100K is funded into the program. Immediately a tax free death benefit is established. This death benefit decreases over 10 years and stabilizes for the remainder of one's lifetime.



Here's an example:

Initial death benefit—  
\$223,128

10 year death benefit—  
\$166,407\*

\*This is also referred to as the LTC Benefit Amount and is used to establish the monthly allowance for home health care and/or nursing

home care.

This is actually a "Living Benefit" and works like this:

$\$166,407 \div 24 =$   
\$6,933.63 per/mo,

The death benefit of \$166,407 is available for 24 equal payments of \$6,933.63 once the insured qualifies for home health care and/or nursing home care. There is no "elimination period".

An additional amount of money, in this case, \$332,844 is made available after the initial 24 months which will extend this benefit for an additional 48 months of \$6,933.63/month.

In addition to the benefits outlined, MoneyGuard offers a 100% return of premium investment at any time for any reason.

If an insured is 65 years old or younger, the program, as is, can be funded in 3, 5, 7 or 10 year installations.

This is a nice alternative to traditional LTC insurance and certainly worth investigating. Our office will be happy to run you quotes and evaluate whether you can qualify. ■

**Staff News**

Meet our newest employee, Catherine Stewart-Chatman. Catherine started with us in January and comes to us with an extensive administrative background that includes corporate event planning.. She has taken over most of Brenda's duties as Brenda is now focusing on bookkeeping and health insurance. Catherine is a former



Jazzercise instructor, a mother of 2 daughters and grandmother of 4 granddaughters.

*(continued from page 1)* **Surfing Our Website**

most important retirement planning tools we offer at Kobrin Financial are fixed index annuities. Here you will find an outline of how a fixed index annuity works and an understanding of the Income Riders that are now available with most new FIA's. Continuing through this link we will also introduce you to the main carriers that we use.

**Investment Management...** If you have an account with us through Horter Investment Management or are thinking about getting one, you can access detailed information about your account or general information about the portfolio options Horter offers through the Wealth Management link on our website. If

you have questions about how to access your account call Dan at our office.

**Long Term Care Insurance Alternatives...** These programs outlined provide alternative ways of protecting oneself from the high cost of home health and/or nursing home care while also providing a tax free death benefit to the estate.

**Health Plans...** You may not be aware that Kobrin Financial offers medical and dental insurance plans for individuals, families and seniors from all the major carriers in our area. You can research plan details, get a quote, compare plans and rates, and/or apply online. If you have questions about health insurance, call our office and ask for Brenda. ■

**Upcoming Events:**

Join us for a workshop in Oakmont at the Quail Inn Restaurant at the Oakmont Golf Course: **Wed. July 13<sup>th</sup>** at 4:00 p.m. followed by dinner—for you and your qualified guests.

**Sonoma County Fair Client Appreciation Event, Friday, August 12<sup>th</sup>**, 10:00 a.m. until 5:00 p.m. See the flyer on opposite page. ■

**Words to Live By**

*Thousands of candles can be lit from a single candle, and the life of the candle will not be shortened. Happiness never decreases by being shared.*

*The Buddha*



**Check out our new billboard located on Santa Rosa Ave. just north of Todd Road.**



## Kobrin Financial Services



**Sonoma County's  
Retirement Planning  
Specialist**

**Donald B. Kobrin,**  
*Investment Advisor  
Representative*

CA Ins. Lic. 0BI 1534

190 Wikiup Drive  
Santa Rosa, CA 95403

Phone: 707-566-6775

Fax: 707-566-1903

Toll Free: 888-883-4415

E-mail: [Service@KobrinFinancialServices.com](mailto:Service@KobrinFinancialServices.com)

**New web address:  
[www.canUretire.net](http://www.canUretire.net)**

**PRSRT STD  
US POSTAGE  
PAID  
PERMIT #470  
SANTA ROSA CA**

## Protecting and Growing Assets for This Generation and the Next

At Kobrin Financial Services we are committed to helping our clients make the most of their retirement years and their inheritable estates through appropriate planning.

Investment advice is offered through Horter Investment Management, LLC, a Registered Investment Advisor in Ohio. Insurance products and annuities are offered through Kobrin Financial Services. Securities transactions for Horter Investment Management, LLC clients are placed through Pershing Advisor Solutions and Trust Company of America.

## Don't file away that tax return yet

By Donald B. Kobrin

Now that you have completed this year's tax return, there is one more thing you must do with it before filing it away in a box never to be seen again. You should schedule an appointment in our office for a "look into the financial future" review. This simple 15 to 20 minute analysis may help you plan ahead in preparing for your next year's taxes. It may help you pay taxes only on the money you need to live on daily. By analyzing your current situation and investments, your accountant and I working together, can give you recommendations for your investments that can potentially reduce your current federal tax liability, or can also potentially reduce your future tax liability. It can help you identify areas like phantom income that you might be paying taxes on and may not even be aware of it. The review helps uncover future tax problems and helps

you learn what questions you should be asking your accountant to avoid problems and cut your tax bill in the years to come.

Give our office a call now and learn more about becoming proactive with your taxes. Ask yourself one question to determine your need for this review: Has my current advisor helped me understand my tax return and how to take full advantage of the tax laws?



**KOBRIN**  
Financial Services

### OUR MAIN FOCUS:

- ◆ Protecting current assets and providing income from these assets for the life of the client and the spouse.
- ◆ Planning for catastrophic events such as illness, death or nursing home needs.
- ◆ Maximizing the inheritable estate of the heirs.
- ◆ Providing guidance for the trust beneficiaries as the estate passes to the next generation.



Protecting and growing assets, for this generation and the next...