
It's Your Money!

Investment World

Presented by: Michael Allbee, CFP® & Paul Horn, CFP®, CPWA®, MS

Michael Allbee, CFP®

Principal, Senior Portfolio Manager



- Michael is a member of the Investment Committee. His main responsibilities include managing and monitoring client portfolios, researching and monitoring investments, and reviewing portfolios with clients. He has been with Benefit Financial Services Group (BFSG) since 2007. He became a principal at BFSG in 2020 and serves as BFSG's Chief Compliance Officer.
- Michael has a Bachelor of Science degree in Psychology from the University of California, Los Angeles (UCLA). He is a Certified Financial Planner™ (CFP®) professional and is a notary public.
- When not working with clients, Michael can be found having fun playing sports with his 2 sons (especially soccer), or in the mountains or at the beach with my wife and family. He loves to travel and have new experiences or help others through volunteer service.

<https://www.bfsg.com/our-team/>

Senior Financial Planner



- As a Senior Financial Planner & Wealth Manager, Paul takes an active role in educating clients to help them grow, manage and protect their wealth. Paul assists clients in various aspects of wealth management including clients in transition, retirement planning, succession planning for business owners and planning for executives. He began his career in 2005 with Wells Fargo and has over 15 years helping high net worth individuals with complex retirement, investment, tax and estate planning. Paul is also a member of our investment committee.
- Paul is a Certified Financial Planner™ (CFP®) professional and a Certified Private Wealth Advisor™ (CPWA®). Paul holds a Master of Science degree in Portfolio Management and Security Analysis from Creighton University. Paul spends his time outside work with his wife and two young children.

<https://www.bfsg.com/our-team/>

Registered Investment Advisor vs. Brokers



Fee-Only Registered Investment Advisor

- Legally functions under the **fiduciary** standard
- A **fee-only** registered investment advisor does not sell products.
- Act with prudence, that is, with the skill, care, diligence and good judgment of a professional
 - A fee-only registered investment advisor is agnostic to the investment providers used when managing assets
- Full and fair disclosure of important facts
 - Internal fees are disclosed and exposed to negotiate lower costs. Fiduciary duty requires cost controls and making decisions based on participant and beneficiaries best interests
- Eliminate and disclose conflicts of interest and fairly manage unavoidable conflicts in the client's favor



Registered Representative (Broker)

- Legally functions under the **best interest** standard, effective June 30, 2020
 - Must act in the best interest of the retail customer at the time the recommendation is made
 - Broker needs to take into consideration only the brokerage accounts available (not the overall relationship)
- Sells a product for a commission
 - **Transactional relationship** vs. ongoing
- Must exercise reasonable diligence, care, and skill
 - May be able to recommend more expensive security or investment strategy if there are other factors about the product or strategy that reasonably allow the broker to believe it is in the best interest of the retail customer, based on that retail customer's investment profile
 - Does not prevent a broker from offering only proprietary products, placing material limitations on the menu of products, or incentivizing the sale of such products through its compensation practices
- Identify and at a minimum disclose conflicts of interest (does not apply to associated persons of broker-dealer)

How to Find a Financial Advisor



Not all advisers are created equal. Here are some important considerations:

Fiduciary – Make sure they legally function under the “fiduciary standard” and must act in your best interest and not simply under the “best interest standard”. Under the “best interest standard” it is more of a transactional relationship.

Fee Only – This aligns their interests with yours and reduces conflicts of interest (no product sales, no commissions, no referral fees).

Proper Education – Most widely recognized designations are:

- Certified Financial Planner™ (CFP®) – Specializes in financial planning
- Certified Public Accountant (CPA) – Specializes in taxes
- Chartered Financial Analyst (CFA®) – Specializes in investments

Assets should be held at a 3rd party custodian – Have your assets with a custodian like Schwab, Fidelity or others for your protection.

Confirm they can meet your individual needs:

- Do they work with similar clients?
- How often will they meet with you?
- How do they make investment decisions?
- What services do they offer?

Research potential Advisers and their firm:

- Review Form ADV at <https://www.adviserinfo.sec.gov>.
- Use Broker Check to see advisers background and potential disciplinary history at <https://brokercheck.finra.org/>.

Who Oversees the Financial Services Industry?

The Security and Exchange Commission (SEC): U.S. governmental agency that regulates securities transactions, activities of financial professionals and mutual fund trading to prevent fraud, manipulation and deception

The Financial Industry Regulatory Authority (FINRA): A self-regulatory organization (SRO) and the member regulation, enforcement and arbitration operations of the New York Stock Exchange. It is a non-governmental organization that regulates member brokerage firms and exchange markets



The SEC is the government agency and ultimate regulator of the securities industry including FINRA

What Do These Licenses Mean?

Series 7: sell all securities products except commodities and futures

Series 24: supervise and manage branch activities at a broker-dealer

Series 53: supervise municipal securities activities of a securities firm or bank dealer

Series 63: holder can solicit orders for any type of security in a particular state

Series 65: holder can give investment advice



Use [BrokerCheck.finra.org](https://www.brokercheck.finra.org) to do background check on any prospective advisor

Life Insurance: Term vs. Permanent

Term

- Covers for a specific term (Usually between 5 to 25 years or until age 65)
- Premiums are relatively lower but increase after term expires (Annual Renewable Term, Level Term, Decreasing Term)
- Expires with no cash value, all of the premiums go to securing a death benefit to beneficiaries
- No flexibility, no ability to borrow against policy or to withdraw money
- Very inexpensive at young ages



Permanent

- Covers for the entire life
- Premiums are higher but remain level for lifetime (vary from single premium to level premiums)
- Build a cash value from a percentage of premiums
- Cash value grows without being taxed
- Receive interest on the cash value
- Flexibility including ability to borrow against your policy
- Expensive and there is no flexibility with premium payments

Types of Deferred Annuities



Fixed Annuity - Receive a guaranteed rate of return for the money to grow. Older contracts this may be 3% or more but new contracts are under 1%.



Variable Annuity – Money is invested in stocks and/or bonds so the returns fluctuate with market returns. You carry the investment risk and have the potential to make or lose money.



Indexed Annuity – Your return is linked to a stock market index (most commonly the S&P 500). You make money if the index goes up but if the index is negative your return is 0% instead of losing money.

Understanding Annuity Fees

Surrender Period - The amount of time you must keep an annuity without paying a fee to end the annuity contract.

Sample Surrender Fee Schedule

Period of Time Held Contract (Years)	Surrender Penalty (%)	* Annuity Balance	= Surrender Fee (\$)
1	8%	\$100,000	\$8,000
2	8%	\$100,000	\$8,000
3	7%	\$100,000	\$7,000
4	6%	\$100,000	\$6,000
5	5%	\$100,000	\$5,000
6	4%	\$100,000	\$4,000
7	3%	\$100,000	\$3,000



Most annuities allow you to withdraw 10% of the contract value per year without penalty



Understanding Variable Annuity Fees

Variable Annuities – Since the potential growth is uncapped they have higher fees than other annuities

- Mortality and Expense - The general cost to have the annuity
- Administration – This fee can be combined
- Fund Expense – Annual costs for the underlying investments
- Rider Costs (if any) – Costs for additional guarantees on the annuity

Example of VA Fees

Mortality and Expense	1.25%
Administration	0.25%
Fund Expense Ratio	1.00%
Living Benefit Rider	1.00%
Total Fees paid each year	3.50%

Understanding Index Annuity Fees

Index Annuity Fees: There are caps on potential returns, so you typically do not have additional fees



The total return for the S&P 500 was 15.76%

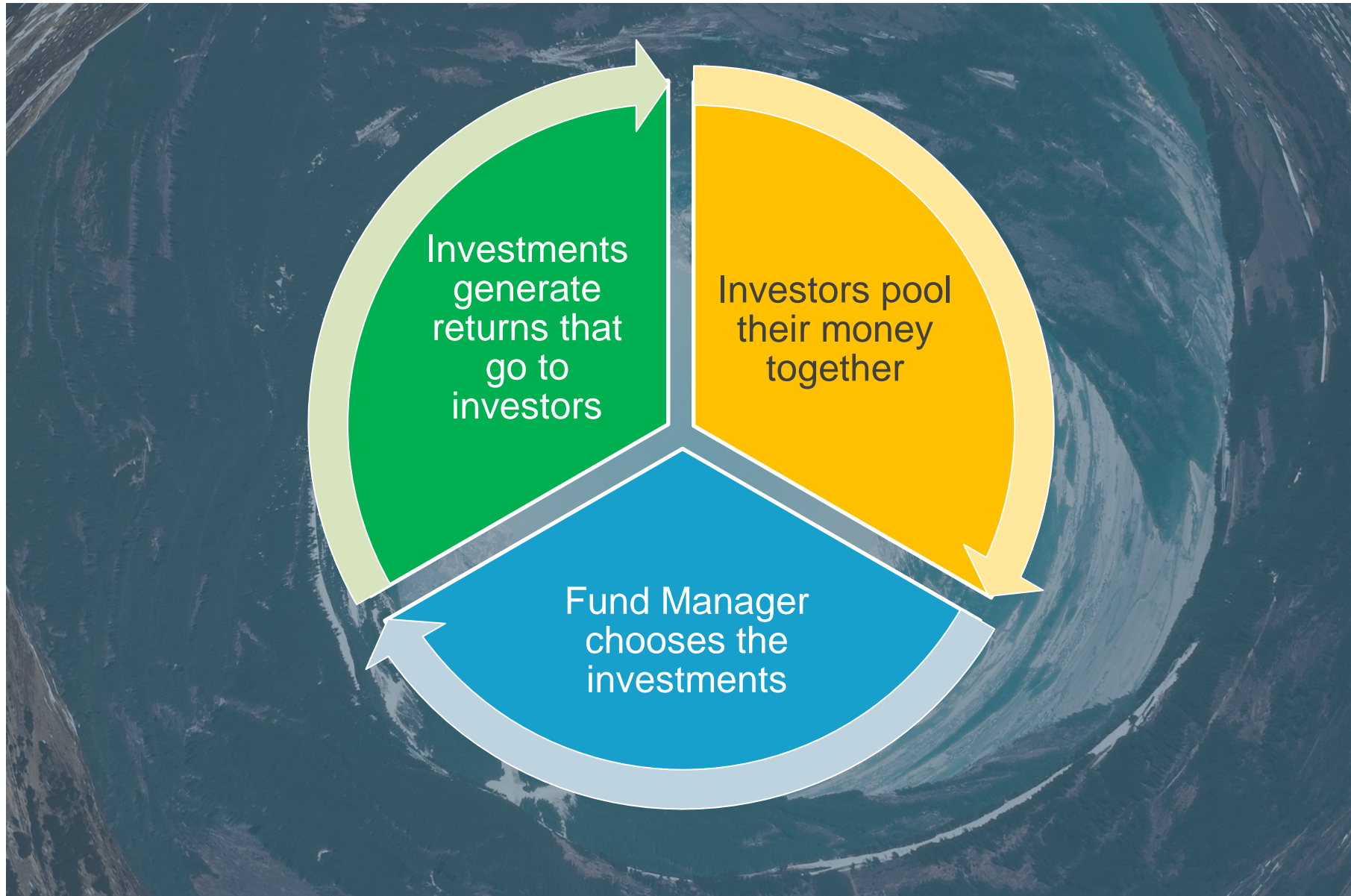
Example of a client's index annuity return for 2020

S & P 500 Index

Monthly Cap 1.00%

Policy Month	Monthly Index Rate	Capped Monthly Rate
1	3.285%	1.000%
2	-1.340%	-1.340%
3	4.981%	1.000%
4	1.968%	1.000%
5	2.901%	1.000%
6	2.797%	1.000%
7	-10.678%	-10.678%
8	-10.529%	-10.529%
9	8.339%	1.000%
10	10.855%	1.000%
11	-1.522%	-1.522%
12	6.548%	1.000%
Sum of Capped Monthly Rates:		-16.06%
Annual Index Rate:		0.00%

What are Mutual Funds?



Mutual Fund Expenses



Mutual Funds With Loads: Sold by brokers or licensed insurance agents and carry a large commission

Class A: Front load of typically 5.75% and lower ongoing expenses

Example: Invest \$100,000 will have a commission of \$5,750 so you only invest \$94,250

Class B: Back Load and higher ongoing expenses

Tip: Possibly the worst share class with the highest fees

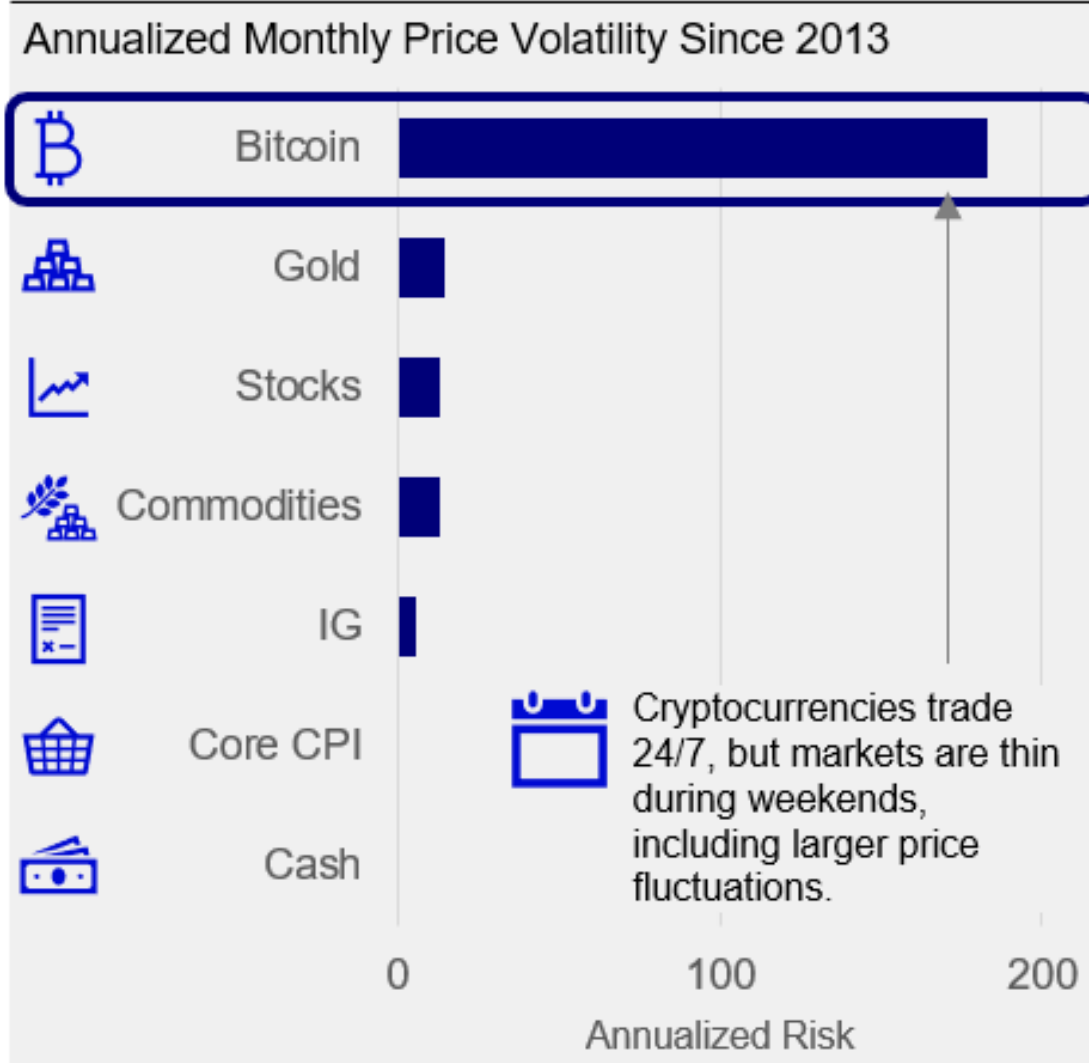
Class C: No initial fee but higher ongoing expenses typically around 2% per year

Example: Invest \$100,000 and then pay annual fee of \$2,000



Mutual Funds With No Loads: Sold directly from the mutual fund company and there is NO commission

Bitcoin: Is It a Currency? We Don't Think So



Store of Value

- Bitcoin is far too volatile to be considered a reliable store of value
- Price behavior is erratic with 183% annualized volatility



Unit of Account

- Product prices are not quoted in bitcoin amounts. Instead, pricing is based on a fiat currency amount converted using bitcoin's spot rate



Medium of Exchange

- While some platforms permit the use of Bitcoin for payment, there is little evidence to suggest that this is what makes it attractive

- Sources: Bloomberg, as of 31 March 2021, and *Bitcoin – Currency of the Future or Speculative Asset*, John Greenwood and Adam Burton. Note that “Core CPI” refers to the United States consumer price index, less the effects of food and energy. Past performance does not guarantee future results.

Beware of “Hot Tips”

1600s

1700s

1800s

1900s

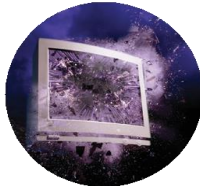
2000s



1711 South Sea Bubble
A speculative mania that ruined many British investors, centered on the fortunes of the South Sea Company and trade with Spanish America.



1840s Railway Mania
Britons were swept up again in a speculative frenzy, many lost their life savings.



1990s
Americans were swept up the “Tech Bubble” of the late 1990s.



2022
Speculative behavior from r/wallstreetbets movement driven by “FOMO”

1636 Dutch Tulip Mania
First bubble in modern history.



1792 Panic of 1792
a credit crisis that hit newly formed Bank of the United States.



1929 Great Depression
Roaring 20s culminate with a prolonged depression in the US

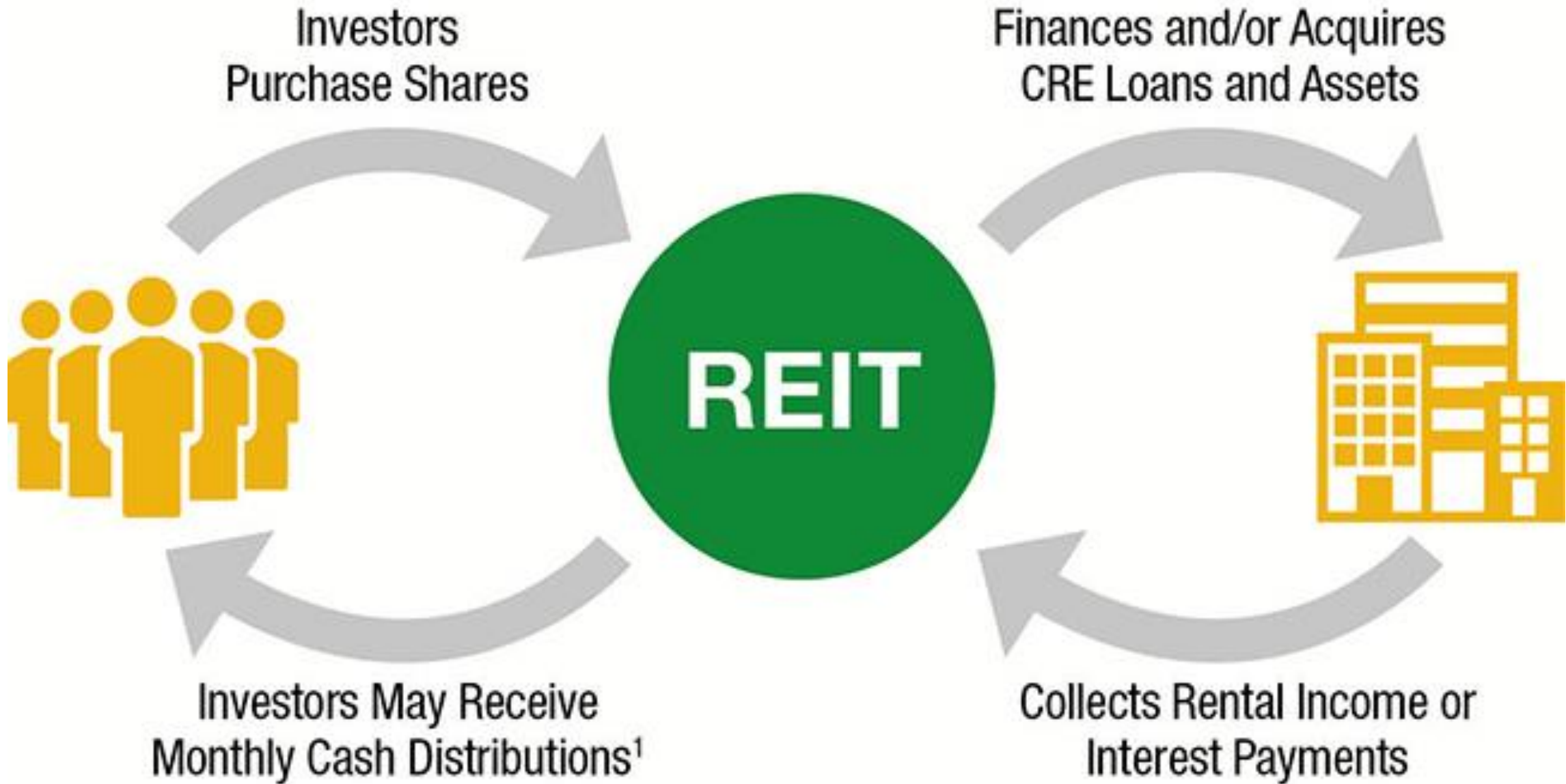


2008 US Financial Crisis
Began with a crisis in the US mortgage market and developed into a full-blown international banking crisis.



- Images: Selected images from Wikipedia: Creative Commons and Public Domain.
- Slide is for illustrative purposes only

Real Estate Investments



Reverse Mortgage

The Spectrum of Potential Reverse Mortgage Uses



Portfolio/Debt Coordination for Housing	Pay off an Existing Mortgage Transition from Traditional Mortgage to Reverse Mortgage Fund Home Renovations to Allow for Aging in Place HECM for Purchase for New Home
Portfolio Coordination for Retirement Spending	Spend Home Equity First to Leverage Portfolio Upside Potential Coordinate HECM Spending to Mitigate Sequence Risk Use Tenure Payments to Reduce Portfolio Withdrawals
Funding Source for Retirement Efficiency Improvements	Tenure Payments as Annuity Alternative Social Security Delay Bridge Tax Bracket Management & Taxes for Roth Conversions Premiums for Existing Long-Term Care Insurance Policies
Preserve Credit as Insurance Policy	Support Retirement Spending After Portfolio Depletion Protective Hedge for Home Value Provides Contingency Fund for Spending Shocks (In home care, health expenses, divorce settlement)

- Sources: Wade D. Pfau, www.retirementresearcher.com

Additional Resources

BFSG Resources

- ❖ [Is An Annuity Right For You?](#)
- ❖ [Financial Misadvice: Common mistakes and assumptions made by financial advisors \(Part 4: Annuities\)](#)
- ❖ [Don't be Sold Insurance](#)
- ❖ [Behavioral Investing \(webinar\)](#)

Other Resources

- ❖ [The Complicated Risks and Rewards of Indexed Annuities](#)
- ❖ [What is a Variable Annuity?](#)

THANK YOU

Benefit Financial Services Group
contactus@bfsg.com
714-282-1566

BFSG Disclosure

Benefit Financial Services Group (BFSG) is a Registered Investment Advisor. These materials are provided for general information and educational purposes based upon publicly available information from sources believed to be reliable - we cannot assure the accuracy or completeness of these materials. The information in these materials may change at any time and without notice. We are not soliciting any action based upon this material. You should not assume that any discussion or information contained in this webinar serves as the receipt of, or as a substitute for, personalized investment advice from BFSG. To the extent that a viewer has any questions regarding the applicability of any specific issues discussed, you are encouraged to consult with your professional advisor. BFSG is neither a law firm nor a certified public accounting firm and no portion of the presentation content should be construed as legal or accounting advice. A copy of the BFSG current written disclosure statement discussing our services and fees is available for review upon request.