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SGA SCHILLING GROUP ADVISORS

# Financial

# focus

ADDRESSING THE NEEDS OF INDIVIDUAL INVESTORS AND PLANTING THE SEEDS FOR A SECURE FUTURE.

*Estate Planning for Disabled heirs? Consider a trust to take care of your charge after your demise. Be sure to contact an Estate Attorney as the issues are complex and mistakes can be costly.*

## Helping you achieve your financial goals

**Add** up all those medical expenses your insurance did not cover in 2011. You may be able to itemize this year, however, you won't know unless you check.

**“Covered Bonds”** A new entry, considered “Self-Stimulus”. It has been reported that Banks will be allowed to bundle Mortgages, Car Loans, Home Loans as well as Student Loans and they will be insured by the FDIC. Sweet!

### **Bank Fees!**

The hidden costs of checking——Banks

might call it free checking, but fees are buried in reams of rules they're counting on you to ignore. The numbers here reflect 250 types of checking accounts offered online by the top 10 U.S. banks.

Disclosure pages for a checking account: 111

Amount you can be charged per day in overdraft fees: \$140.00

Different account fees you could be charged:\$49.00

Source: Pew Charitable Trust, 2011



## MARKET WATCH

Look before you leap into ETF's. You might be buying exchange-traded funds without understanding their risks and how they work warns the North American Securities Administration. Along with fluctuating prices, there are other risks associated with ETF's, particularly the nontraditional ones that use sophisticated hedging techniques and derivatives as well as being highly leveraged. Make sure an ETF is appropriate before you invest. Find out more at [www.nasaa.org/investor\\_education](http://www.nasaa.org/investor_education), clicking on “Investor Alerts & Tips”, then on Exchange-Traded Funds.



## Getting the most from an Insurance review.

*This year, for the first time, many people experienced the devastation water can cause homeowner's. Re-view your current policy when your renewal is due, and consider adding Flood Insurance if it is an option.*

**Although the Market** has had an incredible run up, some last minute to-do's:

- Take losses
- Give away gains
- Convert your Ira to a Roth.
- No need to take a big hit, do it incrementally over the next few years as we are sure to have a Tax increase to cover some of the benefits this administration has provided to jump start our economy.

**Although** people know they must take RMD's at 70 1/2, they fail to realize that they must

also take a distribution before year-end for the current year as well.

**Charities** outside local stores may not be legit. Do be careful and check before you give at [www.navigator.org](http://www.navigator.org) for information.

**Coupons** in your bank statement? Yes, new marketing ploy as banks have a captive audi-

ence when they deliver month-end statements.

How long has it been since your last review? If a year or more has passed, call for an appointment so you stay on track for your goals.

made. Sell before the date, and buy after.

**End of year** often brings benefits into focus. Review your plans to decide if you want to change your health-care coverage during your company's open-enrollment period.

**If you are** buying or selling mutual funds before the end of the year, check to see when dividend and capital-gains distributions are

## SMARTER INVESTING:

Time to think about funding your retirement.



Consider that you will need at least 80% of your pre-retirement income to sustain your current standard of living in retirement. That does not take into account what you will need in ten years due to the ravages of inflation. Sure the Government may help with an annual COLA, however they are currently reevaluating the way they calculate the cost of living.



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