

Matt Street Journal



Fall 2009 Edition

What's new at John Boyer, Inc.?

Fall is in the air!

This has certainly proved to be an interesting year, not only in the markets, but also here at JBI.

We have been working hard to get new systems and procedures in place that have not only proved to be a huge asset to our firm, but will give us more time to spend one on one with our clients. We are working on a calendar of events for 2010, and on a quarterly basis you will receive updates on all the happenings.

The purpose of this newsletter is not to tell you how your accounts are doing, but to keep you informed on hot topics that

we feel clients want to hear about. We also look at this as a great way to share our families with the people we work for day in and day out.

As some of you know Fritz left our firm in late April to pursue other adventures in the financial field. We spent a couple of months exploring our options and interviewing candidates and finally we found someone who we not only feel is a great fit here at JBI, but someone that clients would benefit from as well.

We welcomed Terrell Boone in August. Terrell has over seven years of financial services experience. He attended University of South Florida where he received a degree in Finance.

He holds several financial services licenses and CLTC designation (Certified Long Term Care Specialist). Terrell is currently enrolled with the American College pursuing his ChFC designation (Chartered Financial Consultant). This process takes three years of studying and consists of over 22 hours of testing. He is a great addition to our team, and is looking forward to meeting all of you.

In addition to Terrell, we also brought on a part-time student to assist Sarina on the operations side. Becca Van Riper is attending St. Petersburg College and pursuing a degree in Business Management.

Continue on page 3

Paying for Healthcare in Retirement

BY: TERRELL BOONE



A 65-year-old couple retiring today will need on average a tidy \$200,000 set aside to pay for medical costs in retirement, according to an annual Fidelity Investment study released this week.

Of course, as with any study, the devil is in the details. For instance, Fidelity's estimate, which assumes that Americans do not have employer-sponsored retiree health care, includes expenses associated with Medicare Part B and D premiums (\$64,000), Medicare cost-sharing provisions such as co-payments, coinsurance, deductibles, excluded benefits (\$72,000), and prescription drug out-of-pocket costs (\$64,000). Fidelity's numbers do not include other health expenses, such as over-the-counter medications, most dental services and long-term care.

But no matter whether you need more or less than

\$200,000, the fact remains that retirees will need lots of money to pay for medical costs in retirement.

So what is one of the best ways retirees can pay for or reduce the cost of health care in retirement?


Consider buying long-term care insurance or a catastrophic health insurance plan. Fidelity's estimate of health care expenses in retirement doesn't include the costs associated with long-term care, such as home-health aide (presently about \$19 an hour), assisted living facilities (presently about \$35,000 per year), or nursing homes (presently about \$74,000 per year). And that means pre-retirees and retirees need a just-in-case plan to cover those costs.

Pre-retirees and retirees who don't maintain a healthy lifestyle might consider buying long-term care insurance, especially if they have access to a group plan. Those who live a healthy lifestyle, are better off setting aside the money they

might have used to pay for long-term insurance in savings as well as toward a catastrophic health insurance plan. Most of diseases and illnesses associated with long-term care are due to lifestyle decisions. Pre-retirees should buy long-term insurance when they are younger rather than older. It is especially important since many older applicants get turned down because of one health issue or another.

Final word is that health care cost can skyrocket into hundreds of thousands of dollars more than your portfolio can support. Don't hesitate to give us a call on these matter so we can work together to find an affordable solution. There are more options out there than you might think.

If you would like more information on Long Term Care of planning for medical expenses in Retirement, please contact our office at (813) 254-9500.



We need your help!!!! This newsletter is for you the client. We would love to have you be a part of it. Send us your pictures, stories, or articles. We would also love to feature your business. Give Sarina a call and share your ideas with her. As you all know she loves to talk!

Securities offered through Securities Service Network, Inc. Member FINRA/SIPC. Advisory services offered through John Boyer, Inc., a Registered Investment Advisor.

~Housekeeping Items~



Office Hours

As many of you know family time is very important to all of us here at JBI. In an effort to provide more time with our young children, spouses and loved ones, our office hours will be changing October 1st from 7:30am to 4:30pm. Our families thank you for your understanding.

Radio Show

Check us out Saturday mornings in the Tampa Bay Area

John is the host of Money Made Simple and the show airs live at 7am on WTBN 570AM.

Conference Calls

Don't forget! John hosts a monthly live conference call and we encourage all of our clients to join us.

November 12th @ 3pm

December 10th @ 3pm

Call Sarina if you need dial in instructions.



Open House

Join us for a Wine Tasting & Open house as we celebrate our sixty year heritage of Financial Planning in the Tampa Bay Community.

Thursday, November 5, 2009 at five-thirty in the evening.

Hors d'Oeuvres & Refreshments will be served. Wine tasting experience provided by Charles Visalli with Time for Wine.

Please R.S.V.P. To Sarina by October 30th (813) 254-9500

or

Sarina@johnboyerinc.com

What's new at JBI con't....

When calling into the office be sure to welcome Becca and Terrell to the team, we are happy to have them with us.

We have also been busy sprucing up the front of our building. Our new sign went in a few months ago so we are officially John Boyer Inc. to those driving by! If you have not had a chance to see the improvements, our door is always open. Come on by!

Again we thank you for the opportunity to be part of your family. The kindness and most of all the referrals over the past couple of years don't go unnoticed. The last 20 years in this business have been an interesting journey, here is to many more!

Have a wonderful season and we will see you all soon!

John



"This is the true joy in life ... being used for a purpose recognized by yourself as a mighty one ... being a force of Nature instead of a feverish selfish little clod of ailments and grievances complaining that the world will not devote itself to making you happy ... I am of the opinion that my life belongs to the whole community and as long as I live it is my privilege to do for it whatever I can. I want to be thoroughly used up when I die. For the harder I work the more I live. I rejoice in life for its own sake. Life is no brief candle to me. It's a sort of splendid torch which I've got to hold up for the moment and I want to make it burn as brightly as possible before handing on to future generations."

~George Bernard Shaw



SAVE THE DATE
ANNUAL THANKSGIVING CLIENT
APPRECIATION DINNER

The annual dinner in Canton, Ohio will be November 17th! This year's dinner will be held at the Quarry Golf Course.

The annual dinner in Tampa, Florida will be November 19th! This year's dinner will be held at Maggiano's (Westshore Mall area).

CONTACT US!

John Boyer
Info@johnboyerinc.com

Local Number
(813)254-9500

Terrell Boone
Terrell@johnboyerinc.com

Sarina Correa
Sarina@johnboyerinc.com

Toll Free
(800)813-1829

Becca Van Riper
Becca@johnboyerinc.com

JOHN BOYER, INC.

1601 West Platt Street
 Tampa, FL 33606