

Matt Street Journal

12 [FROM YOU] Your photos



Jim Boyer and his son, John, center, cut a ribbon at John Boyer Inc.'s renovated offices at 1601 W. Platt St. Celebrants include, from left, Nancy Bruemmer, Sarina Correa, Peter Richard, Tina Boyer and Scott Robey.

A new space for Boyer Inc.

DOWNTOWN • The staff at John Boyer Inc. recently welcomed some 80 clients and business associates to christen its newly renovated office space at 1601 W. Platt St. The wine tasting event also marked a combined 60 years in the financial planning business in Tampa for firm founder John Boyer and his father, Jim.

Those on hand to share in the celebration included Tom and Susan Wallace, along with representatives from Accustar Accounting, Bank of Tampa, Christian Legacy Foundation, Cross, Fernandez & Riley LLP, Joshua T. Keleske PA, Pender Newkirk & Co. LLC, Richard Law Group, Risk Avoidance Managers Inc. and Zelen Communications.

Spring 2010 Edition

John Boyer, Inc. Celebrates 60 years of Financial Planning in the Tampa Bay Area.

November 5, 2009 marked a memorable evening for my Father and I. Along side my family, clients, business associates, and members of the Tampa Chamber of Commerce we celebrated 60 years of financial planning in the Tampa Bay area.

My father James Boyer, Sr., started in the investment industry back in 1950 with a firm called Thomson McKinnon Securities. His original title was a "customer's representative" now known today as a Financial Advisor. He worked for Thomson McKinnon for 39 years until the firm was eventually acquired by Prudential-Bache Securities. He retired in 1992 after 42 years of advising clients in the Tampa Bay area. In 1989, I started working alongside my father at Prudential to learn the family business. I worked as a Financial Advisor over the next 5 1/2 years in the larger firm setting before deciding to go into practice for myself. In 1995, I decided to open my own practice and founded the Boyer Investment Group. The firm went through a couple name changes over the next 15 years before we rebranded ourselves as John Boyer Inc. (JBI) in 2007. Between my Father and I, we are extremely proud of all the people we have been able to help and serve over the past 60 years and JBI looks forward to many more years of helping our clients realize their values, dreams and goals. Thank you for your trust and continued confidence with John Boyer, Inc.

-John

HAVE A LIVING TRUST? MAKE SURE IT'S "FUNDED"

Using effective Estate Planning strategies could prove to be one of your best overall investments. That's because your estate is everything you own, including the value of life insurance in most cases. One of the most effective tools families can use to properly plan their estate is the revocable living trust.

Trusts aren't just for the "rich and famous." Families of more modest means could benefit as well, provided they use it properly. Experience suggests that many revocable trusts are often "unfunded" after they've been drafted by the attorney and signed by the grantor (the person who creates the trust).

Funding the trust simply means assets are placed in the name of the trust. For example, if Bob and Mary Jones have a brokerage account in their names as joint tenants with rights of survival (JTWROS) they would need to have the account re-titled in the name of their trust(s). This isn't a big deal. It just requires some paperwork and follow-up.

It's important to know that if assets aren't placed in individual names (whether a trust is used or not) and remain as JTWROS, then the unified credit of the first spouse to die is lost forever! And, if the unified credit does revert back to only \$1 million per person in 2011, it could be an important planning issue for many "middle class" households. Note: Qualified Retirement plans (IRA, 401(k), 403(b), etc.) should not be re-titled to the trust because that's a taxable event.

Properly funding a living trust provides a variety of benefits. First, it enables the Trustee (the person who manages the trust after the grantor dies or becomes incapacitated) to manage the funds for the benefit of the beneficiaries without going through the probate process. Probate is a legal process, administered by the local court, to ensure a decedent's estate is distributed properly. The court wants to make sure any debts they may have are paid before beneficiaries receive funds.

Unfortunately, for the dearly departed and their family, probate is public. Anyone is able to obtain a copy of the decedent's will, which often lists bank accounts and brokerage statements, as well as the amount in each. And the amount each beneficiary receives may be listed as well! Some people don't care about this lack of privacy, but others find it intolerable. You can easily confirm this by going down to your local courthouse and asking to see recent wills. They'll even let you make copies and take them home if you like!

This is where the living trust really shines. Assets that have been placed in the name of the trust don't have to go through the probate process at all; it's completely private. In addition, unlike a will, funds can remain in the trust for the benefit of beneficiaries until they reach a certain age, or to protect them from predators or their own incompetence.

It's important to note that some attorneys include trust language inside a will. This is called a "testamentary trust" that doesn't become effective until after the estate has gone through the probate process. While it's better than no trust at all, it doesn't avoid the public nature of probate.

EXTRA EXTRA!!!!!!

**We have a new conference
call number!!! Mark your calendars for the
3rd THURSDAY OF THE MONTH
@ 3:00pm!!!**



**April 15, 2010
May 20, 2010
June 17, 2010
July 15, 2010
August 19, 2010
September 16, 2010
October 21, 2010
November 18, 2010
December 16, 2010**

DIAL: (800) 920-7487

**When prompted enter following code:
52148624#**

**These calls are a great way to get an up to date
outlook on current market conditions and changes at JBI. We also
encourage your friends and family to participate as well, so
feel free to pass on the above information.
Questions and comments welcomed!**

Quote of the Quarter

You make more friends by becoming interested in other people than by trying to interest other people in yourself.

-Dale Carnegie

**We want your pictures,
stories, and ideas...**

**Sarina would love some
help with the newsletter.
Send her your pictures,
stories or ideas!!**

JOHN BOYER, INC.

**1601 West Platt Street
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No matter how long the winter, spring is sure to follow!



**We would love to hear from you.
Drop us an email or give us a call!**

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