



THE PATH THAT'S RIGHT FOR YOU

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We All Scream for Ice Cream

- July is National Ice Cream Month

- It takes 12 lbs of milk to make 1 gallon of ice cream. (There are about 8.6 pounds in a gallon.)

- 5 most popular flavors: vanilla, chocolate, butter pecan, strawberry, and mint chocolate chip.

- Who eats the most ice cream? Kids 2-12 and adults over 45.

- George Washington loved ice cream so much, he had 2 ice cream machines at Mt. Vernon.

- The average American eats 23 gallons of ice cream each year. That's a lot of bowls to wash!

- Immigrants arriving at Ellis Island in the 1920s were served ice cream, but most have never seen it before. They tried to spread it on bread like butter!

- Want to buy a good ice cream? Look at the weight. Heavier ice cream has less air and better taste!

- www.serving-ice-cream.com

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THE TALE OF TWO PATHS...

This is a tale of identical twins Jon and Josh. They are approaching retirement age and have chosen to call it quits at age 62 when they may first begin drawing Social Security.

Here are some specifics: Jon and Josh worked at the same job saving identical sums of money. Jon, who has one child whom he considers his best friend, has always been the twin who spent his take-home pay on travel, boating, and fishing. He has an impeccable tan and considers himself a sport fisherman. Josh on the other hand, although quite muscular, doesn't travel. He has 6 children and doesn't have time to do much more than attend his kids events. All of his take-home pay has gone toward paying for the kids needs, including college.



Both have \$100,000 left on their home mortgages, but no other debt.

So how different will their retirement look from each other? Monetarily it won't be much different. Their Social Security income will be identical. Their 401k account balances are identical, so the income from that money will be the same. Jon will likely spend the majority of his retirement income on travel, boating, fishing, and maybe a condo in Florida. Josh on the

other hand, will spend his retirement income on helping his kids out from time to time, and lavishing his grandchildren with toys, and maybe even help out with their college education.

This is a story about two drastically different lifestyles living on the same income. Sometimes you wonder how people have money to do certain things that you cannot. It doesn't always mean someone has more money, you just spend it in different ways. We all live different lives, thus why we generally live in separate houses. One way isn't always wrong, or right, just different.

- Joshua

DO I REALLY NEED IT NOW?

Insurance—a means of guaranteeing protection or safety; Coverage by contract whereby one party undertakes to indemnify or guarantee another against loss.—Merriam- Webster Dictionary

We've all heard of it. We carry it on our cars and homes, but when it comes to insuring your life, some people tend question the necessity. Common questions asked are "Do I really need it?" "How much coverage should I have?" and "Isn't that something I don't have to get until later in life?"

The amount of life insurance needed is different for each individual based on your financial circumstances. You need to ask yourself what the insurance will be used for. For example, if you are the major breadwinner for your family, insurance can help provide needed income for your family after you are gone. People have a tendency to underestimate what their future earning potential will be and how essential insurance may be to their family after such a devastating loss.

Other important factors to

consider in regards to insurance are your health and your age. I believe the longer you postpone getting adequate coverage, the greater the risk that a major medical problem could arise which could prevent you from getting insurance or getting it cheaply. We never know when we are going to die and planning for it isn't fun, but preparing for these events can help provide protection for your family, which I feel is one of the best gifts you can leave. Please ask us assist you in reviewing your life insurance needs.

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THE BULLS VERSUS THE BEARS

The nightly news has really ramped up their schedule this summer by filling in the gaps of re-run television with bad news on the financial front. Specifically, they are reporting about Greece potentially defaulting on their debt, US unemployment not getting better, the debt ceiling stand-off, and the potential for a double dip recession.

News like this makes for dramatic, time filling fodder. What I should say to you is the dramatic portrayal of what MIGHT happen is just a type entertainment. Some people

enjoy watching horror films or dooms day reporting, but I don't. The more vocal one gets about their outlook, the more I realize it is their emotion and frustration, not hard data backing up their talk.

In looking at three investment companies, Icon Capital¹, Foxhall Capital², and Russell Investments³, all three agree they do not believe a double dip recession will happen. They believe the debt ceiling will be lifted, and they believe the European Union will try their best to contain the negativity to

Greece, Ireland, and Portugal before it spreads any further by helping them out. It is in the best interest of all concerned to provide help to avoid a crash.

The market has already taken a dip. For an investor you see this as an opportunity because there is money to be made if the market turns and goes back up, which I believe will happen. Hang in there folks. I know it is hard, but long term investing is hard, and I am here to help.

1—Icon Portfolio Update—6/3/11 2— Foxhall Global Outlook 6/15/11 3— Russell Investments Spring Update 4/25/11

“The economy depends about as much on economists as the weather does on weather forecasters.”

- Jean-Paul Kauffman

WHEN TO BEGIN?

So you've finally reached that milestone in our society—the age where you can begin to draw social security benefits. The question then becomes, when do I begin receiving my benefits? What is the right age? Is it better to start at 62 or 66? Help!

Each year you receive a Social Security Benefit Statement that tells you what your benefits would be at age 62, full retirement age (usually 65 to 67), and at age 70. The longer you wait to draw benefits, the higher your monthly check will be. If you claim benefits at age 62, you would receive about 70% of your full retirement benefit. For every

month after 62 that you wait, your monthly benefit increases slightly. At full retirement age, you are eligible for 100% of your full retirement benefit. If you postpone collecting benefits until the age of 70, you could be entitled to about 132% of your full benefit. So, what is right for you?

First, it is important to look at your current financial situation and health. Are you able to continue working full-time and do you want to? If you plan to collect your benefits beginning at age 62 and continue working, a portion of your benefit will be withheld if your annual income exceeds the earnings limit. (This limit

disappears when you reach full retirement age.)

Note, if you live to your average life expectancy, the system is set up on the theory that you should earn the same total dollar amount in lifetime benefits whether you begin at age 62, full retirement age, or age 70. This is why benefits are reduced at younger ages; you should theoretically collect them for a longer period of time.

Other factors may play a role in determining what the right course of action is for you. It is something to be considered carefully. HWM is here to help you make an informed decision and a good choice for you and your family.



WHOSE IN YOUR FAMILY TREE?

Native Americans hold the largest gold reserves on the planet, and at 18,000 metric tons (collectively)...its more than **double** the US official gold reserve which totals 8,100 metric tons.— *World Gold Council*

I have been thinking about gold lately since so many people want to jump on the bandwagon. When I came across the statistic about Native American gold holdings, I

remembered watching the Lone Ranger and Tonto riding around on our movie show. (I wonder if Tonto was in on the gold boom back in the 1940s-50s?)

I decided to look up some historical figures on gold, and here is some interesting trivia:

- The US government set the gold price from the 1800s until 1968⁴. A two-tiered system was then created, and the market for gold has been free to fluctuate ever since.

- Gold's average price⁴

1830 - \$18

1920 - \$20

1950 - \$35 (Tonto days)

2010 - \$1225

6/7/11—\$1544 closing price

It may be a good idea to look into your heritage and see if you have any Native American relatives!

- Jon

4- www.kitco.com

“All the gold which is under or upon the earth is not enough to give in exchange for virtue.”

-Plato