The Frequently *Unanswered* Questions

1. What is The Wealth Gap?

Wealth is "hidden" in the words that define it. Wealth has very little to do with actual money. The ONLY difference between Wealthy people and everyday people is the way they think about their money. That is truly the Wealth Gap.

2. What is Legacy?

Legacy is NOT our money. It is our ability to L.O.V.E. in the most ABUNDANT way! ***L**eave **O**thers with **V**aluable **E**xperiences*

3. What is a Legacy Bank?

Traditional Financial Planning focuses only on money. However, no one talks about money in their last days. They only talk about their important assets: Their families, experiences, and life changing impacts. The Legacy Bank is the system/process that uses financial tools to recapture Lost Opportunity Cost with the sole purpose of creating, transferring, and maintaining true wealth from generation to generation.

4. Why is Financial Planning so challenging?

The challenge of keeping pace with an ever-changing financial landscape can be difficult as personal financial information is scattered among multiple financial professionals, institutions, and accounts. Consumers often become confused and frustrated as they attempt to properly arrange the pieces of their financial puzzle. What's missing is a single, simple, and easy to understand plan you can LIVE by - NOT a book of charts, graphs, and reports: "A picture."

5. What is the Real Cost of Living?

When you hear 'cost of living', what immediately pops into your mind? Most people would say… inflation. However, this is only part of the picture.

"Inflation", as measured by changes in the Consumer Price Index is frequently identified as the only factor that affects your total cost of living. While inflation certainly impacts your cost of living today and into the future, there are actually six factors that must be considered when determining your increase in the total cost of living.

- Inflation
- Taxes of all forms
- New goods and services
- Product wear and tear
- Improved lifestyle
- Unexpected life events

6. What are people not telling me?

For many, the effects of financial myths can be a destructive force impeding important lifestyle and legacy objectives.

- "My money only needs to keep pace with inflation."
- "I will be in a lower income tax bracket at retirement."
- "My 401(k) plan creates tax savings, which can be spent or invested."
- "Compounding interest creates a financial miracle."
- "I won't need life insurance when I retire."
- "A 15-year mortgage costs less than a 30-year mortgage."
- "Disinvesting is the same as investing."
- "Rate of return on my assets is more important than regular savings habits."
- "To increase protection, my cash flow will suffer."

7. What's wrong with "My Number?"

Deciding how much to save for a given event can feel like pulling a number out of a hat. Over time everything changes: Markets ebbs and flows, costs rise, goals fluctuate. If you can't tell me for CERTAIN how much life will cost 2 years from now then, maybe "your number" needs help. There is definitely a better way to create certainty without relying on guesses, unknowns and predictions!

8. How do I know if my plan will work when I need it?

TEST IT! You wouldn't wait until you NEED your brakes to test them, would you?

Will your plan work:

- If You Get Sick or Have An Unexpected Death?
- If You are in a Good or Bad Economy?
- If You Get Sued
- If you Lose Your Job?

It Should!

Will your plan allow you to:

- Build Maximum Wealth?
- Spend money Today and Tomorrow without fear of running out of money?
- Transfer your wealth to whoever you wish other than the government?
- Create a Blueprint for others to follow for Generations?

It Must!

9. What's the best investment strategy?

85% of investment advisors don't invest in the market but say you should! In fact, if Wall Street Gurus could predict the market, why would they need your money? **WAIT…** the "MARKET" is still one of the best places to get a great return on your investment HOWEVER, it is not what or when you're investing that makes a difference. It's WHY and WHEN you will need the money. Now that's a different strategy!

10. Which should I do first? Invest, Get out of Debt, or Save?

Hmm… Spend it, Lend it, or Defend it? I guess the question should be, "If you only had one dollar what would you do with it?" People forget that financial planning is not about money. It's about life! However, most people spend 95% of their life focused on their money. When you think about the issue of paying down debt before saving money or investing before paying down debt, it's important to take a step back and consider the big picture.

11. What's the best type of life insurance to have?

Life insurance has got to be the MOST misunderstood financial tool in the world. It is named after what it GIVES but described based on what it takes, LIFE! Term is RENTING insurance. Whole is OWNING insurance. Would you rather rent a million dollar house or OWN It? Ok, so the issue has never been which one people wanted. It has ALWAYS been how can they afford it. Well, there is a way to OWN all that you want and need without changing your lifestyle. The problem is, it's easier to sell term because it's cheap and you don't mind if you never use it.

12. How much can I really spend in retirement?

The truth is, I don't know. Nobody does because, we don't know how long we will live. However, there is a way to maximize the amount of money you can spend without worrying about running out of money. Most people think retirement is about "how much money they have." When it is actually about how much income can my money generate for my lifestyle. This is why people chase Rates of Return.

13. When investing what rate of return should I expect.

There are three rates of return ALL portfolios experience.

- The Annual Rate of Return- This is the one you can own.
- The Average Rate of Return- This is the one you can calculate.
- The Actual Rate of Return- This is the one you can spend.

You tell me, which one do you think most people really care about? Economists say a good portfolio should yield approximately 4% actual return in income. However, there is a way to create more income without affecting your portfolios or their rates of return.

14. What is the best asset allocation when building a wealth portfolio?

Asset allocation refers to the mix of investments in a portfolio. It describes the proportion of stocks, bonds and cash that make up any given portfolio—and maintaining the right asset allocation is arguably the most important decision long-term investors can make. However, if I put $1,000,000 of your life's labor on your kitchen table and said, this is all of your money. How much of it can you risk losing? You would probably say, **NONE of it!** So, your portfolio needs more than asset allocation. It also has to incorporate asset location and orchestration. Your portfolio nor the world are flat. They both should be well rounded.

15. Should I diversify in real estate to lower my risk.

Real Estate is one of the best investments a person can obtain. It grows in equity and value, it is often more stable than the market, and is one of the biggest controlling factors of the economy. However, most investors buy investment properties on a "SPECULATIVE" basis vs a "CALCULATIVE" basis. You can no longer rely just on your "gut feeling". **The property MUST MAKE MONEY!!** Every TV show tells you how to get in the deal. They just don't show you how to get out of the deal **with CASH!**

"If we do the RIGHT things for the RIGHT reasons, I PROMISE everything will be ALL RIGHT." **Randy Jones**

Click the link below if you are ready to hear the Rest of the Story!

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