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ARE YOU PREPARED FOR A 2ND STOCK MARKET CRASH OF 2020?

By Thomas Shultz

When it comes to your retirement plan and trying to “time the markets,” good luck, because no one knows when the market will go up, and no one knows when the market will go down.

Jim Cramer does not know and Dave Ramsey does not know. Suze Orman does not know. CNBC does not know. No one knows.

Do you know what the stock market crashes of 2001, 2008, and 2020 have in common? No one saw them coming; the economy was excellent; unemployment was low, morale was strong. And then, virtually overnight, the stock market crashed. And when it did, it left millions of people financially and emotionally devastated.

In just 23 trading days starting on Feb. 20, 2020, the stock market dropped a combined total of 10,997 points. This included the

worst week on Wall Street since the 2008 financial disaster, when the market dropped 4,011 in just five days.

The volatility during this month of trading was unlike anything that has ever existed. The market experienced violent swings, with one-day losses as high as 2,997 points, and one-day gains as high as 2,113 points. The Dow Jones Industrial Average dropped from a 52-week high of 29,568 in early 2020 to 18,591 in late March.

For people in their 50s, 60s, or 70s, stock market crashes like this can indeed be life-altering. Most people fail to realize just how bad losses can hurt a retirement plan.

Did you know a 30% loss in an account requires a 47% gain to get back to even?

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August

The Dog Days Of Summer Are Here!!!

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Here's what I tell clients about the effects of market volatility: "It does not have to be this way."

There are retirement accounts that will protect your principal and earnings from stock market volatility, and they have existed for decades. I personally own three of these accounts, and our firm has hundreds of clients who own them as well.

Here is the best part: when the 2008 and 2020 market crashes took place, not one single client of our firm lost one single penny from their fixed indexed annuity accounts, and they have guaranteed lifetime income they can never outlive. They never have to worry about losing money because of what is happening in the markets. They keep 100% of their hard-earned money in their pocket, and they sleep well at night. It pays to be protected.

Warren Buffet has been credited with one of my favorite sayings of all time: "Only when the tide goes out, do you discover who's been swimming naked."

In the spring of 2020, the stock market crashed; people were invested in accounts that exposed the reality of their situation. They were caught with their retirement pants down.



When the markets are riding the waves of all-time highs, everyone looks like a genius. When the markets take 30% plus drops as they did in 2020, you quickly see who was not protected!

Protect yourself and families with accounts that keep 100% of their principal safe, no matter what happens in the markets.

If you'd like to see what retirement could look like for you, we would love the chance to show you our skills!

Thomas Shultz

**SCHEDULE YOUR
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MAKE SURE THAT YOU'RE
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THE 2ND MARKET CRASH
OF 2020!**

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Wearing a mask shows...



Kindness

EVEN THOUGH WEARING A MASK ISN'T THE MOST ENJOYABLE THING TO DO, IF WE ALL JUST BUCKLE DOWN AND WEAR THEM WE MAY FINALLY GET THIS PANDEMIC UNDER CONTROL.

HERE AT LYFE ADVISORS, WE DEEPLY CARE ABOUT OUR CUSTOMER'S HEALTH AND ALWAYS WEAR A MASK. MAY GOD BLESS AND LOOK OVER EACH AND EVERY ONE OF YOUR FAMILIES.....

We appreciate your referrals!

Your referrals are gifts to whomever you refer. By making a referral, you are giving them a chance to make a difference in their financial future. Thank you for helping spread the LYFE Advisor's message.

LILLI'S TRAVELS

Hola, my name is Lillian McCord, I am from Puerto Rico. I moved to beautiful Arizona in 2017. Before Arizona, I visited and lived in many other places and yes...you guessed, traveling is my passion. As soon as I am an "empty nester" (If that ever happens) I will pick-up the traveling bug again, fingers crossed. Every month I will bring you along a traveling journey with me and I hope that you enjoy it as much as I did!



After Moving from Puerto Rico in 2002 my first stop was Charleston, South Carolina. I was thrilled as I am a history buff and Charleston is full of it! In my 3 years there, I went to school, finished my degree in Business and Business Law and traveled anywhere the streets of Charleston could take me.

Charleston started as Charles Town, in honor of King Charles II of England. By the early 18th century, the city was written as "Charlestown," and "Charleston" was formally adopted in 1783 when the city was finally incorporated.

Charleston is most known for being the starting point of the Civil War. Slavery came to a head in Charleston with the Confederate attack on Fort Sumter. The first shots turned out to be the beginning of the Civil War, and South Carolina became the first state to secede from the Union

One of the best ways to explore downtown Charleston is to take a carriage ride through its historic district.



Along with having a riveting history, Charleston is also famous for their oysters!!! And well, who does not like oysters ...

One of the best places to eat in Charleston is Raw, great name for an Oyster Bar. The sea food tastes as smooth as butter. Born and raised on the island of Puerto Rico which has some of the

best food around, I can appreciate good seafood when I try it.



I used to always love to visit the City Market in downtown. Established in the 1790s, the market stretches for four city blocks with endless shopping. The City Market also houses Charleston's Confederate Museum.



One of the prettiest places I have ever been is Waterfront Park in Old Charleston. It stretches an amazing eight acres and is full

of beauty! Whenever we just wanted to get away we would always go to the park and get lost in the beautiful flower gardens.



I haven't been back to Charleston in quite some time but have decided that once the Pandemic is over its time to see it again.

Next month we will cross the Atlantic and visit Europe, so stick around if you are curious.

Lillian McCord

RITA'S CORNER

Every month, my husband and I enjoy trying out places to eat. This month we decide to give "BJ's Brewhouse" in Desert Ridge a second chance since they changed their menu.



We hadn't been to BJ's Brewhouse in quite some time since they stopped serving my favorite Tilapia dish but decided to give them another try in our take out adventures.



**RESTAURANT
BREWHOUSE**

The first BJ's started in Santa Ana, Ca in 1978. At first, it was a Chicago pizzeria and in 1996 became a micro-brewery. Their craft beer is pretty impressive and they have won more than 150 awards in different beer competitions throughout the world. There are 4 locations in the Valley and I am lucky enough to have one just South of me in the Desert Ridge Marketplace.

enlightened menu. My husband always gets the New Orleans jambalaya and my mother chose the bacon cheeseburger with fries.



My husband felt the need to order a BJ's favorite Pizza as well. Everything was wonderful and the portion size was substantial.

Their claim to fame is the creation of a gluttonous masterpiece dessert called the pizookie which means in latin best dessert. And it is.



Bj's combines a fresh baked pizza shaped cookie with a helping of ice cream in so many different flavors. You have to have one sometime. They are delicious and large enough for two.

Even though I really loved the Tilapia, this time around BJ's lived up to our expectations!



There were quite a few other things on the new expanded menu I would like to try so I do believe we will be ordering again soon!

Rita Henderson



Their menu is extensive with over 120 offerings for food and beer. Of course, you have the standards but their entrees, including their salads and pasta favorites are phenomenal. You can get a quick meal at lunch or a wonderful upscale meal for dinner.

Because of the recent closings to dine-in they began offering family meal deals in bundles or feasts. Bundles include two meals, four sides and a family sized salad and Feasts are a family sized entrée, pizza, family sized salad and bread sticks. So, there is something for everyone's cravings.



On our take out trip, I chose the lemon thyme chicken from the

Medicare Hack #22

FOR MEDICARE, HAVING A POWER OF ATTORNEY MAY NOT BE ENOUGH...



A power of attorney (POA) is a powerful thing. A financial power of attorney document allows an appointed person to make financial, legal and property decisions on another individual's behalf. A person holding another's POA can sell the individual's car to pay medical bills, for example. A medical POA is a durable power of attorney for healthcare. This allows an agent (a trusted friend or family member) to make important and necessary healthcare decisions if the individual becomes incapacitated or unable to communicate or participate in care. For example, with this authority, the POA can make healthcare decisions for an individual on a ventilator. Establishing powers of attorney (POA) must be done while a person is of sound mind and able to make financial and medical decisions.

Because of COVID-19, this issue is very important. There's no getting around the fact that the risk for severe illness from this disease increases with age.

We have all read that hospitals do not allow visitors. Relatives must rely on phone calls, FaceTime, or communication with staff to share information and find out what's happening. This lack of access can create some serious challenges in managing a family, dealing with critical business issues, paying bills; the list goes on. But here's one concern that may not be on everyone's radar.

Take the example of Steve and Susan, a retired couple whose names were changed for this article. Steve, 77 years old, was hospitalized. He did not know that his wife, Susan, was trying to

deal with some cost and coverage issues related to his care. She tried calling his plan and Medicare but could not talk with anyone because she did not have authority to do so. Susan was stunned. Steve had executed powers of attorney so what was the problem?

The problem was that powers of attorney do not stand alone when it comes to Medicare issues.

Medicare Authorized Representative

By law, Medicare requires a beneficiary's written permission to use or provide personal medical information for any purpose not defined in the privacy notice contained in the "Medicare & You" handbook. A competent person can complete the form, called the "1-800-Medicare Authorization To Disclose Personal Health Information". Then when needed, the representative is authorized to talk with Medicare, research and choose Medicare coverage, handle claims, even file an appeal.

Note these specific instructions for completion of the form.

- 1) Check whether you authorize Medicare to release limited or any information. If limited, identify the type of information, such as claims, eligibility or premiums.
- 2) Identify whether the authorization applies for a specified period of time or indefinitely.

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3) Submit the form to Medicare. There is no fax or email submission.

The individual has the right to revoke this authorization at any time. For those no longer able to give consent, their personal representative can complete the form and attach a duly executed power of attorney.

Medicare Plans

There's one more authorization to address and that deals with the individual Medicare plans – Medicare Advantage, Part D prescription drug, or Medicare supplement. Every plan has an authorization form and it goes by many different names, such as authorization to share personal information or authorization to share protected health information. This form would provide authority to speak to plan representatives about claims or coverage, update contact information, and more, depending on the individual plan.

To start this process, check the plan's member information or contact a customer service representative.

Your To-do List

You never know what's around

the corner so the time to prepare is before you get there. A little prep work in advance may make the biggest difference in your cost and care.

Make sure to either establish or update your Durable Medical and Financial Power of Attorneys. Go ahead and identify and designate your authorized Medicare representative. Lastly, reach out to your Medicare plan to complete the authorization forms.

******ATTENTION
AZMEDICARICE.ORG
CLIENTS******

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JUST AROUND THE
CORNER AND IT'S TIME
FOR US TO UPDATE
YOUR PRESCRIPTIONS**

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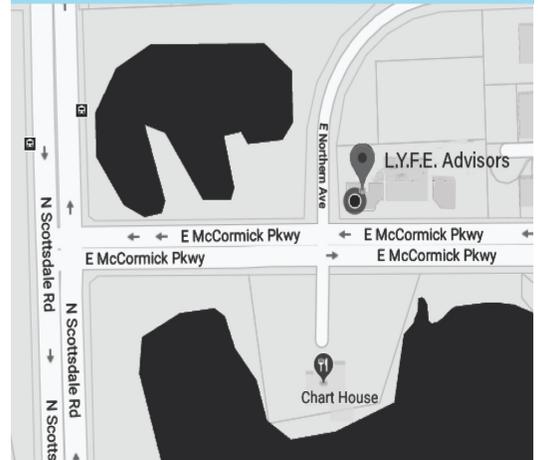
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Sudoku

	1			4			9	
9		3	8					
		5	2		6			1
		1	3			4		
5		6				8		
				7	9			2
			4	3		6		
		2			1		8	
7	4							5

July Sudoku Solution

3	4	7	6	2	8	5	9	1
9	5	8	4	1	3	2	6	7
1	6	2	9	5	7	8	4	3
5	8	9	7	4	2	3	1	6
6	3	4	5	9	1	7	2	8
7	2	1	8	3	6	4	5	9
8	7	5	1	6	4	9	3	2
4	1	3	2	7	9	6	8	5
2	9	6	3	8	5	1	7	4

August Quiz

Question 1:

Tutankhamun's tomb was discovered by Howard WHO?

- A. Stern
- B. Carter
- C. Jones

Question 2:

Whose mountain retreat was at 'Berchtesgaden'?

- A. Hitler
- B. Franco
- C. Picasso

Question 3: What happened at 11am on the 11th day of the 11th month of 1918?

- A. World War I ended
- B. World War II began
- C. World War II ended

Answers for July

Question 1: Approximately how many fireworks displays take place in America on the 4th of July?

B. 14,000

Question 2: How many hot dogs do Americans eat on the 4th of July each year?

B. 150 Million

Question 3: How Many cases of beer are sold on the 4th of July each year?

C. 68 Million

Medicare Supplement Rates Lowest Medicare Supplement Rates For 85258 Maricopa County

Gender	Age	Plan	Carrier	Premium*
Female	65	G	Humana	\$110.94
Male	65	G	Blue Cross Blue Shield	\$117.31
Female	65	GHD	New Era Life	\$40.37
Male	65	GHD	New Era Life	\$44.41
Female	65	N	Aetna	\$88.96
Male	65	N	Blue Cross Blue Shield	\$92.51
Female	66	F	Aetna	\$131.78
Male	66	F	Blue Cross Blue Shield	\$146.76
Female	66	G	Humana	\$112.83
Male	66	G	AARP United Healthcare	\$128.54
Female	66	GHD	New Era Life	\$41.40
Male	66	GHD	Mutual Of Omaha	\$50.44

Rates are accurate at the time of production. Included in the list are fraternal organizations, service organizations, and carriers with ratings above B+. *Source: CSG Actuarial effective dates 08/01/2020

Interest Rates

Highest CDs and Share Rates Highest National Rates

Duration	Institution	Yield to Maturity*
1 year	Goldman Sachs	1.10%
2 year	Quontic Bank	1.11%
3 year	Union Bank	1.26%
4 year	Connexus Bank	1.46%
5 year	Connexus Bank	1.56%

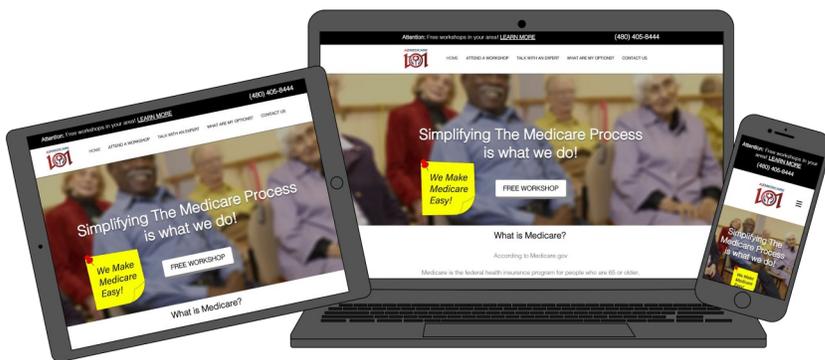
Rates are accurate at the time of production. We include banks and federal credit unions in our national search. All have FDIC or NCUA Insurance. *Source: BankRate.com 08/01/2020

Highest Fixed Annuity Rates Highest Arizona Rates

Duration	Institution	Yield to Maturity*
3 year	Guggenheim Life	2.50%
4 year	Oxford Life	3.05%
5 year	Sentinel Security Life	3.35%
7 year	Atlantic Coast Life	3.44%
10 year	Sentinel Security Life	3.55%

Rates are accurate at the time of production. Excluded from the list are fraternal organizations, service organizations, and carriers with ratings below B *Source: AnnuityRateWatch 08/01/2020

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HOW WILL THESE NEXT ROUND OF COVID-19 STIMULUS AFFECT YOUR SOCIAL SECURITY BENEFITS?

Congress is expected to make some big decisions that will affect how much money flows to Americans in the coming weeks. That includes possibly extending enhanced unemployment benefits and cutting a second set of stimulus checks. But its actions could also have big consequences for payments Americans receive years down the road, namely Social Security.

President Donald Trump and the White House so far have taken a hard line on including a payroll tax cut in the next round of stimulus legislation. Lawmakers on both sides of the aisle have pushed back on including it in the bill. Workers typically pay a 6.2% tax from their wages to fund Social Security. A payroll tax holiday would halt those contributions, at least temporarily.

Meanwhile, one side effect of the coronavirus is that individuals born in 1960 could see reduced retirement benefits over their lifetimes, a glitch that some lawmakers are looking to fix.

Social Security's trust funds, which help support the system, already have an expiration date. The question is when. The government's latest estimate in May found that the combined Old-Age and Survivors Insurance and Disability Insurance (OASI and DI) Trust Funds will run out in 2035, at which point 79% of promised benefits will be payable.

But other research has pointed to a quicker depletion of the funds, stemming from the Covid-19 pandemic. Data from the Wharton School at the University of Pennsylvania

estimates the funds could run out as soon as 2032. The issue will likely prompt Congress to either raise taxes, cut benefits or a combination of both in order to shore up the system.

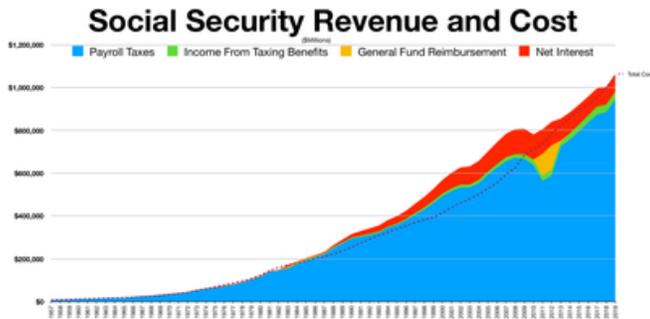
To date, lawmakers have mostly put the issue on the back burner. However, there is talk that some Republicans are pushing to include one proposal in the TRUST Act in the coming stimulus legislation.



The TRUST Act would allow bipartisan committees to fast-track decisions to shore up Social Security's trust funds, in addition to the Medicare and highway trust funds, which also face funding shortfalls. Some Social Security advocates worry that this would lead to slashed benefits if the committees decide to cut payments in order to keep the trust funds afloat.

Despite Social Security's looming shortfall, experts say they aren't worried a payroll tax cut would negatively impact the system.

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Social Security would be patched with general revenues, which means the ability to pay benefits wouldn't be affected. But it would increase the nation's debt.

Many are against the payroll tax cut proposal for another reason: While it would help pad paychecks for those who are working, it wouldn't help those who are not. High earners would stand to benefit the most.

The unprecedented pandemic has created an unforeseen consequence for one particular group of near retirees — those who were born in 1960.

This is the year that benefits will be indexed for that particular cohort, despite the fact that they will not be eligible for retirement benefits until they turn 62. The Average Wage Index used to make that calculation will decline this year, leading to lower benefits by as much as 10%.

More than 4 million individuals could be affected by this so-called notch, according to a bill proposed by Rep. John Larson, D-Conn., called the Social Security Covid-19 Correction and Equity Act.

The proposal would fix that issue for those beneficiaries and also prevent other people from seeing a similar drop in their benefit checks due to unforeseen economic events.



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1 Hour Presentation - Everything you need to know about Medicare. We explain how Medicare works and what you can expect before you choose!

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Online Workshop
Monday, August 24th
1:30pm to 2:30pm



Online Workshop
Tuesday, August 25th
11:00am to 12:00pm

Online Workshop
Wednesday, August 26th
5:30pm to 6:30pm

MARICOPA & PINAL COUNTY

Online Workshop
Thursday, August 27th
6:30pm to 7:30pm

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