



Brought to you by D. Todd Minard, PGK, FICF

KNIGHTS OF COLUMBUS Financial Beacon

Summer 2012

Set financial
priorities
through the
**PYRAMID of
WEALTH**

PUA Riders:
An affordable way to
boost life insurance
cash value and
death benefits

DISABILITY INSURANCE:

**Are you covered
for rehabilitation
and retraining?**



A MESSAGE from your agent

Dear Brother Knight:

Selling insurance isn't the same as selling shoes or computers. Few consumers wake up in the morning and say, "I really should shop for life insurance," or "I've gotta go out today and find a secure retirement savings program."

Many of us only address these issues in response to something that happens among our family or circle of friends. But I believe it's my responsibility to help you establish a financial foundation for your family through regular financial reviews, at least every year or two. It's a free service you've earned as a member of our Order, and it's my job—my privilege—to deliver this service.

The Knights of Columbus doesn't blanket its market with advertising or resort to hard-sell tactics. Our agents reach out personally to council members to inform and educate. I enjoy this because—even though addressing life, health, and retirement issues may be the last thing you feel like doing—I know how good you're going to feel when you've done it.

Fraternally yours,

D. Todd Minard

Disability insurance can also cover rehabilitation and retraining

Whatever it takes. That's the attitude breadwinners usually have about getting back to work after an illness or injury prevents them from doing their job for a time. Whatever it takes to get back to work. Whatever it takes to earn a living, even if that means doing a different job—or doing the same job in a different way. Disability insurance can help make that happen.

Although disability insurance's main purpose is to provide monthly income when you can't work because of a covered medical condition, policies such as Income Armor from the Knights of Columbus can also pay some costs for retraining and rehabilitation.

With Income Armor's "Rehabilitation and Retraining Benefit," while you're receiving monthly benefits, we can work with you to create a written plan for receiving training to help you move on to another career, or learn how to modify your current job.

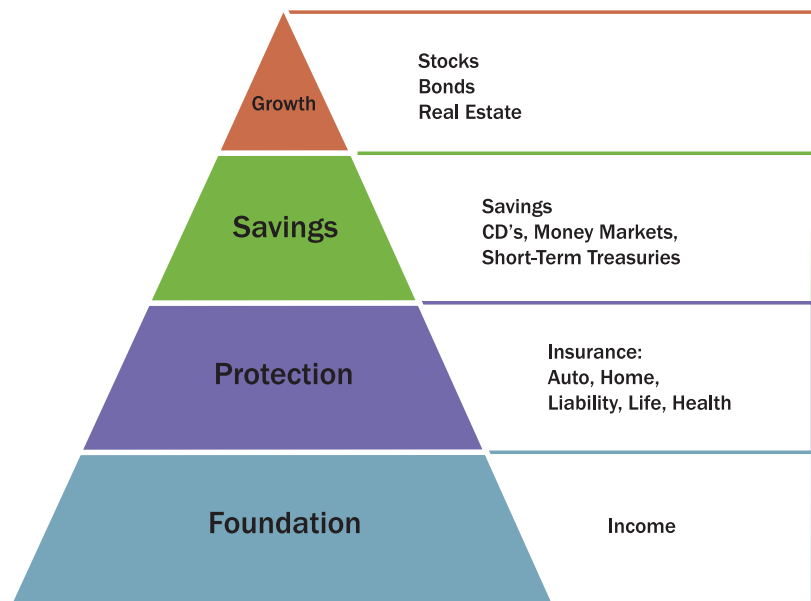
Perhaps you'll need to go back to school, or work with an occupational therapist. You may be eligible for help in purchasing equipment you need to adapt to a disability and get your work done. It's all voluntary, and the simple goal is your successful return to doing rewarding work.

Rehabbing from a disabling condition can be stressful and demanding—on individuals and on their families—but having a clear destination of a good job ahead is powerful motivation. If you're not sure whether you have rehabilitation and retraining benefits through work or through a private disability insurance policy, I'd be glad to help you sort that out and discuss your options. ♦

This information is based on the Knights of Columbus disability insurance policy, Income Armor. This is intended as general information and doesn't replace the policy's specific terms, coverages, limits, or exclusions.

THE PYRAMID OF WEALTH

How do you prioritize the dollars you commit to your financial future? Build from the foundation up. Establish the safety net that will preserve your income in the event of a breadwinner's death or disability. This protects your family in the short run, and the wealth you accumulate over the long run.



A little-known, affordable way to boost life insurance's cash value and death benefit

One of the key advantages permanent (or “whole”) life insurance has over term life insurance is that a portion of your premium builds cash value. In addition, Knights of Columbus permanent life plans are eligible for dividends* over time which can provide added death benefits and cash value. And many permanent life policies allow a little-known option—a “paid-up addition” (PUA) rider—that ramps up this cash value faster, while adding to the guaranteed death benefit at minimal cost.

Without a PUA rider, your premiums more gradually build the policy's cash value, which is the amount you can take from the policy as a loan for any purpose. With a PUA rider, in addition to your policy's regular premium, you contribute an extra lump sum in the beginning or smaller amounts over time that add a paid-up death benefit to the policy.

This cash value immediately begins earning interest and is eligible for any dividends paid by the insurer. (Keep in mind that dividends aren't guaranteed, but the dividend scale for Knights of

Columbus permanent life policies has been one of the industry's best over the years.)

With Knights of Columbus policies, you have two PUA rider options:

- **Pay all at once.** Purchase a single-deposit PUA when you first purchase a permanent life policy. This can be from other sources such as savings accounts or through a “1035 Exchange” by transferring the cash value from another life policy into a new life policy.
- **Pay over time.** When you buy a permanent life insurance policy with monthly, quarterly, or annual premium payments, you may choose a PUA that allows you to buy additional paid-up life insurance on that same schedule.

Front-load your policy's cash value

Using a PUA to add cash value early in your policy's life gives you flexibility down the road.

For example, say you want the lifelong security of permanent life insurance without having to pay premiums after you retire. A PUA essentially front-loads your policy's cash



value, increasing its ability to earn interest and dividends during your peak earning years. When retirement nears, you may have built up enough to use your PUA's cash value to pay the base policy's premiums.

On the other hand, perhaps at retirement it will be more important to continue paying premiums to keep the maximum death benefit in place for your beneficiaries. Or maybe you'll be in a position to use most or all of the cash value as a supplement to your retirement income.

Work with a qualified tax professional, especially if you're transferring cash value from one policy to another, so the transaction doesn't trigger income taxes. Call me anytime to talk about life insurance and PUA options that make the most sense for your family. ♦

* Dividends are not guaranteed.

YOUR AGENT



D. Todd Minard, PGK, FICF

📍 10009 Merton Ave.
Oak Lawn, IL 60453

☎️ **PHONE:** (708) 955-2362
FAX: (760) 284-7257

✉️ **EMAIL:** todd.minard@kofc.org

Family benefits & services

Knights of Columbus insurance consistently ranks at the top of the industry in financial stability and ethics. Please call to discuss these services:

- Financial needs analysis
- Life insurance
- Tax deferred fixed-rate annuities
- Long-term care insurance
- Retirement account rollovers
- Estate preservation
- Scholarships
- Family fraternal benefits

Contact me today for information on long-term care insurance.



KNIGHTS OF COLUMBUS
Financial Beacon

D. Todd Minard, PGK, FICF

10009 Merton Ave.
Oak Lawn, IL 60453

FROM HUMBLE BEGINNINGS TO FORTUNE 1000.

In 1882, protecting Catholic families was at the forefront of Father Michael J. McGivney's thinking when he founded the Knights of Columbus. Today, his vision carries us to a place on the *Fortune* 1000 list.



While the times have changed, our mission to keep Catholic families safe never will.

Contact me today for more information on a life insurance Paid-up Addition Rider!

The stay-at-home option for long-term care

Long-term care (LTC) insurance is sometimes called “nursing home insurance,” but don't be misled by that term. With the Order's LTC insurance, called Knights of Columbus Care, you can choose an option that pays for care at home.

In general, LTC insurance pays for “custodial” care, that is, assistance with the basics of daily living such as dressing, eating, using the bathroom, and getting around.

Custodial care can quickly drain your savings. Medicare doesn't pay for custodial care. It generally covers skilled care services for a brief period and only when performed by what LTC policies term “skilled providers” such as doctors, nurses, and specialists. Medicaid may pay if you're eligible only after your financial

resources are spent down to your state's limits.

A comprehensive LTC insurance policy gives you more options and flexibility, including home care. The feeling of independence and the comforts of home are priceless. Also, you and your family can have more control over your daily care.

In addition to a daily benefit for assistance from an in-home LTC provider, Knights of Columbus Care also provides benefits for:

- ✓ Respite care, which allows an in-home provider or facility to take over primary care from a family member or friend who needs a break for a few hours or days.
- ✓ Transportation to and from some appointments and activities.



- ✓ A home modification benefit that helps you install equipment or accommodations you need to receive proper care at home.

LTC insurance has many options and coverage levels to choose from. Let me help you sort through the choices and see whether this is a good strategy for preserving your family's assets and providing reliable care—on your own terms. ♦