



Brought to you by Todd Minard, PGK, FICF

KNIGHTS OF COLUMBUS

# Financial Beacon

Winter 2016

## RETIREMENT PLANNING:

Is a Systematic Withdrawal Option right for you?

Turn **HOLIDAY**  
**BILLS** into  
**HOLIDAY**  
**SPIRIT**

Knights of Columbus  
Insurance reaches  
**MILESTONE**

Life insurance riders  
offer added value  
and flexibility



## A MESSAGE from your agent

### **Dear Brother Knight:**

I'm proud to tell you the Knights of Columbus has surpassed \$100 billion of life insurance in force, cementing our position as one of the largest life insurers in North America.

The \$100 billion milestone is not simply about a number, it highlights the fact that each year we are protecting the future of more Catholic families, continuing the mission of our founder, Venerable Father Michael J. McGivney.

With each dollar of insurance in force that gets added to the books, additional, meaningful security is provided to the families whose livelihoods we protect.

Since our founding in 1882, the primary mission of the Knights of Columbus has been to protect the financial future of Catholic families. Although times have changed, the value of our products and of the peace of mind they bring has not. Our exclusive portfolio of life insurance, long-term care insurance, disability income insurance and retirement annuities are—and have always been—our greatest fraternal benefit. This is truly insurance by brother Knights for brother Knights.

I look forward to continuing to assist you in taking advantage of these benefits.

Fraternally yours,

**Todd Minard**

## Is a Systematic Withdrawal Option right for you?

Planning for retirement comes with a lot of questions and a lot of concerns. Chief among them is making sure that you do not outlive your money. If this is your top priority, a Systematic Withdrawal Option (SWO) from your annuity might not be the best fit.

But for some people, the convenience of “customizing” the amount and timing of payouts, or even the ability to withdraw funds from the account relatively quickly that a SWO provides, will fit well in a retirement plan.

With a SWO, all payouts are made via electronic-funds transfer. You can choose to receive funds monthly, quarterly, semi-annually, or annually based on your projected budget and the plans you are making to enjoy life.

What is most useful to you...an interest-only payout every month, a fixed dollar amount quarterly, a specified percent of your account balance, or an annual payout split between you and the premium due on any eligible Knights of Columbus insurance policy? You can take your pick from these and other combinations if you elect a SWO with most Flexible Premium Annuities and



VANTAGE Single-Premium Deferred Annuities.

The SWO option is available for both new and in-force annuities with the following tax qualification codes: Non-Qualified, Traditional IRA, Roth IRA, and SEP. As long as the current account balance is \$10,000 or more, and you are at least 59½ years of age, you are eligible to elect a SWO. If you do so, a lifelong income stream is not guaranteed, but a SWO offers greater flexibility to have additional control over withdrawal of your funds.

Since life is full of surprises, it's comforting to know that the payout amount or payment date can be changed up to twice per contract year.

I'm here to help you understand SWOs vs. guaranteed payments for life in order to make an informed decision. Please call me if you'd like to learn more or set up a SWO. ♦

### **You have three SWOs to choose from:**

- 1 **INTEREST ONLY PAYOUT OPTION (IOPO)** pays out your annuity interest as earned, provided the account balance stays above \$10,000 at all times (without affecting the 10% free withdrawal provision for annuities with this feature).
- 2 **SPECIFIED AMOUNT** pays out a fixed, specified dollar amount, the total of which cannot exceed 10% of the account value at the time of the election (subject to the minimum balance requirement).
- 3 **SPECIFIED PERCENTAGE** pays out a specified percentage up to 10% of the account balance annually (subject to the minimum balance requirement).

# Turn holiday bills into **HOLIDAY SPIRIT**—this year and every year

The holidays have come and gone, but one thing that still remains for many is a pile of bills. Hardly the holiday cheer we'd like to remember. If this sounds familiar, it may be time to start making a plan for next Christmas. It's never too early!

While there are a lot of tips and tricks for saving, budgeting and getting good deals, the true goal is to keep the focus of Christmas where it should be—on faith and family. Eliminating the stress of paying all those holiday bills is a great place to start.

Here are some ideas you may want to consider.

## **PAY OFF YOUR BILLS**

Pay off your bills from last Christmas—the sooner the better. Don't let high interest charges on your credit cards eat into your saving plan for next Christmas.

## **BUDGET**

If you decide to create a budget, remember the other expenses associated with the holiday. Don't forget to add in the cost of decorations, food and travel.

And don't forget the "boring" bills. Christmas comes at the end of the year—for many, it's the same

time as property taxes and some other annual bills. Be sure to set aside enough to cover those expenses first.

## **SAVE**

You may remember the Christmas Club saving programs offered by banks back in the day. They began during the Depression, but saw their heyday when Baby Boomers were growing up. Accountholders would deposit a certain amount of money weekly and were able to collect the funds December 1<sup>st</sup>—just in time for Christmas shopping.

One modern day variation is the 52-Week Savings Plan. It works like this: on the first week of January you deposit \$1. On week 2 you deposit \$2, week 3 is \$3 and so forth. In case you're wondering, the grand total is \$1,378. If those weekly contributions during the second half of the year become a bit daunting, you can start over again with \$1 on week 26. Or do it backwards, starting with \$52 the first week.

## **CONSIDER DIY**

Do-It-Yourself projects are making a comeback. You can save a lot of



## **ADVANCE PLANNING PROVIDES MORE TIME TO FOCUS ON FAITH, FAMILY AND FESTIVITIES.**


money by making your own wreaths, ornaments and other decorations. And who wouldn't want a gift of homemade fudge, banana bread or a cozy knitted scarf? Not only can you save money by making your own, but everything you create has special meaning.


So get your finances in order ahead of time this year—and you'll have more time to focus on faith, family and all the festivities. And that's what Christmas is really all about. ♦

## **YOUR AGENT**



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### **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
- Disability Insurance

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



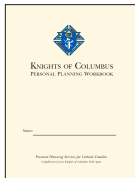
KNIGHTS OF COLUMBUS  
**Financial Beacon**

Knights of Columbus Supreme Office

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**The document your family will be glad you left behind**

In one place, you can assemble all the information your family would need to take care of basic financial matters in your absence. Your complimentary Knights of

Columbus Personal Planning Workbook helps you compile details about key contacts (attorneys, insurance agents, etc.), financial accounts, bills, passwords, the location of important documents, and more.



Contact me today for your complimentary Workbook.

Contact me today for information on long-term care insurance

## Life Insurance Riders: Because one size does not fit all

If you have a Knights of Columbus life insurance policy—or have been thinking about getting one—then you already know the importance of taking care of your loved ones. But did you know that you might be able to maximize your life insurance coverage to fit your family’s specific needs by adding a rider to your policy?

First of all, what is a rider? It’s a provision that you can add to your policy to modify the terms. It “rides” along with the policy and adds important features and benefits to it.

Some riders offer significant added value and flexibility—but your individual circumstances will dictate whether any would be advantageous for you. Some need to be included at the time you buy the original policy, while others can be added later. There may be an additional cost for certain riders—but the general thought is to review your options and add as much coverage as you can afford.

Here’s a brief look at some of the riders available and how they work.

**Guaranteed Purchase Option.** This rider lets you add additional amounts of life insurance at designated ages, regardless of any changes in your health.

**Spousal Waiver.** When spouses take out certain life insurance policies at the same time, they can add this rider at no charge. When one spouse dies, the other’s premiums are waived—until the contract date nearest the date the surviving spouse turns 65.

**Income Protection Rider.** In addition to a lump sum death payout, this rider provides the beneficiary with a monthly payment for a set period of time.

**Paid-up Additions Rider.** By adding this rider, you can make small additional payments over time or pay one lump sum at the start, increasing the policy’s cash value and death benefit.

**Chronic or Terminal Illness Rider.**

These two riders both allow the insured to receive a portion of the death benefit while still living, to cover the cost of long-term care.

**Disability Waiver.** If total disability of the insured occurs prior to the contract date closest to the insured’s 60<sup>th</sup> birthday, payment of all premiums due will be waived during the period of disability; if after, premiums are waived until the contract date closest to the insured’s 65<sup>th</sup> birthday. If the insured is under 18, special rules apply.

**Child Rider.** This rider allows you to add term insurance coverage for any child (including adopted children and stepchildren; must be at least 15 days old) under age 18 to your permanent or level term policy.

Let me help you decide if any of these are right for you! ♦