

## WEALTH MANAGER 2008



**FIVE STAR**



### Best in Client Satisfaction Award

#### Webb Financial Group

has received an award in the following areas:

- Customer service
- Integrity
- Knowledge/Expertise
- Communication
- Value for fee charged
- Meets financial objectives
- Quality of recommendations
- Overall satisfaction

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### 2008 Client Appreciation Day!

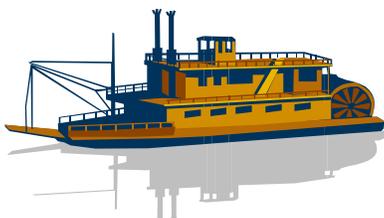
**Saturday, August 9th**  
**12:00 p.m.—3:00 p.m.**

#### **PADEL FORD BOATS**

*Harriet Island, St. Paul*

**Casino games, fun prizes, live  
music, entertainment and  
much more!**

*Invitation to follow*



## Avoid Identity Theft

By: Gary Webb, RFC®, CEO

*Identity theft crimes continue to be a growing problem. Here are preventive measures anyone can take to stay ahead of identity thieves. The most common ways identity theft happens are: mail theft, dumpster diving and phishing.*



1. Order a free credit report (annually) from each of the three major credit bureaus to ensure your information is correct and catch any unrecognized and potentially fraudulent transactions.
  - Equifax:** 800-685-1111 ([www.equifax.com](http://www.equifax.com))
  - Experian:** 888-397-3742 ([www.experian.com](http://www.experian.com))
  - Trans Union:** 800-916-8800 ([www.transunion.com](http://www.transunion.com))
2. Shred all copies of bills and other printed material that contains account numbers, passwords, birth dates, social security numbers, etc.
3. Phishing: Be careful that information you share via email or on websites is encrypted. The URL address on secure websites starts with "https" as well as a padlock icon at the bottom of your browser window.
4. Minimize your risk by managing your personal information wisely. A missing credit card bill could mean an identity thief has control of your credit card account and changed your billing address to cover his tracks. He can then use the card and you may not find out for several days, weeks or months. Your credit will be damaged and you will need to spend a great deal of time repairing it.
5. Do not give your Social Security number to people or companies that you do not know, or who really have no need for it. Never share personal information with unknown persons or companies.
6. Promptly remove your new mail from your mailbox and place outgoing mail in post office collection boxes, not your unsecured mailbox.
7. Keep the personal information you have at home and at work in a safe and secure location. Identity theft can easily take place by cleaning people, contractors, etc; who pass the numbers on to others who can charge-up your cards.
8. Do not carry extra credit cards, your birth certificate, passport, etc; that display your Social Security number in your wallet or purse, except when absolutely necessary!
9. Create unique passwords and avoid using easily available information such as mother's maiden name, date of birth, or the last four digits of your Social Security number.
10. Use passwords on your banking and brokerage accounts and do not write them on your cards or in your wallet.

If you detect a fraud is taking place, contact the fraud departments at each of the three credit bureaus listed above. Report that your identity has been stolen. Ask that a "fraud alert" be placed on your file and that no new credit be granted without your approval. For accounts that have been fraudulently accessed or opened, contact the security departments of the creditors or financial institutions and close these accounts. Put passwords (*not* your mother's maiden name) on new accounts you open. File a police report with the local police where the identity theft took place. Retain a copy of the police report in case you need proof of the crime.

## Insurance Life Preserve

Life insurance, like any other financial instrument, must be reviewed periodically to gauge actual policy performance against original expectations and make sure the policy will meet the intended goal.



### Life Preserve is a three-step process:



1. Analyze current life policies to make certain they will be in force when needed.
2. Recommend necessary changes to assure your goals are met.
3. Determine if premiums can be reduced and/or guarantees enhanced.

The Insurance Life Preserve review is another free service Webb Financial Group LLC offers their clients. Please contact Crystal Holmen today to have a review of your current insurance policies.



### Attention Snowbirds:

Be sure to call us with your summer address so you are able to receive your mail during the summer months.

**Webb Financial Group provides comprehensive wealth management solutions to individuals and businesses. For over twenty-five years, we have helped our clients achieve financial security.**

Jerry Webb, CFP® & Chairman  
Michael Bischoff, CFP® & COO  
Gary Webb, RFC® & CEO  
Ryan Shannon, Wealth Advisor  
Crystal Holmen, Insurance Consultant  
Michelle Ganske, RP<sup>SM</sup>  
Amanda Hayford, Administrative Assistant

## “Don’t Fear Recession!!”

By: Jerry Webb, CFP®



One of our clients said to me, “tell me something positive.” I responded, “Don’t Fear Recession!!”

In 2007 Michael Milken said, “If you could predict the future, you’d be wrong.”

Everybody and their brother have an opinion about the potential for a recession. Remember, a typical description of a recession is the “**temporary slowing down of the rate of growth of the economy.**” Read that again! It means the economy is still growing, but at a slower rate. We can live with that. The key is to think positively, and the best strategy is to remain invested, especially if your investment horizon is years rather than months. Investors often predict poorly, and consequently over-react.

In August 1998 the case for a recession was very compelling; in fact the market dropped 20% through mid-October. No recession ever materialized. (It helped that the Fed eased rates.)

In mid-2006 the market again dipped, as many investors began to believe a recession was near; their prediction was wrong again.

The important idea to take away is that, even if there is a recession in 2008 and even if we are in one right now, you don’t want to overestimate its potential financial impact. The credit crunch in January caused retail sales to weaken (but then they got better) and investors were bailing out of stocks. Opportunities abound since these potential recession dips take prices far below their intrinsic values. These dips set the stage for rallies. A wise action at this point would be to increase your contributions to your 401K plans because everything is currently on sale!

Remember, the stock market’s historical tendency is to lead the economy by 6 to 9 months at major turning points. News is usually good at market peaks and bad at market bottoms. We may be seeing a classic market bottom right now. In spite of this harrowing start to the New Year, we are bullish for the prospects for the current year’s market performance.

It is important that you know we are monitoring the market and the assets we manage very closely. We’re on the job and we’re watching the market, so rest easy. 2008 will be very exciting!

## \$225,000 Needed to Cover Retiree Health Care Costs

By: Michael Bischoff, CFP®



A 65-year-old couple retiring in 2008 will need approximately \$225,000 to cover medical costs in retirement, according to Fidelity Investments' latest health care cost estimate. Since the estimate was first calculated in 2002, the number has risen a total of 41 percent, with an average annual increase of 5.8 percent.

As in past years, the 2008 estimate assumes individuals do not have employer-sponsored retiree health care coverage and includes expenses associated with Medicare Part B and D premiums (30%), Medicare cost-sharing provisions ~ co-payments, co-insurance, deductibles and excluded benefits (39%) ~ and prescription drug out-of-pocket costs (31%). It does not include other health-related expenses, such as over-the-counter medications, most dental services and long-term care.

In an effort to help individuals better plan for retiree medical costs, Webb Financial Group offers the following recommendations:

- ◆ Create an individual retirement plan
- ◆ Start early and maximize opportunities to save
- ◆ Assess health status and become a smarter consumer of health care
- ◆ Determine details of any employer-sponsored coverage
- ◆ Understand the financial impact of health care cost on Social Security Income