



# Dillard

Financial Solutions, Inc.  
Smarter Retirement Strategies



**Steve and Teresa Dillard**  
Chartered Federal Employee Benefit Consultants<sup>SM</sup>

We are your NASCOE National Benefits Provider

Quarterly Newsletter

October 2016

## How Strong is your "Retirement Foundation"?

STEVE DILLARD

Yes, your financial foundation controls a lot of what you will have or will not have in the future when it comes to your retirement income.

A lot of what you have now and what you will need later on from your "Nest Egg" will depend on your financial foundation.

Just like your home once you build in the state and county you live in you have requirements that explain the do's and don'ts that you must follow to be able to live there.

Some financial plans are driven by risk products, annuities, or a pension. The big question is where is the best place to have your future income in place to provide a monthly income and be able to stay up with all risk, inflation, and politics of Washington, D.C. including taxes and future expenses. Also, the downturn of many funds will affect your foundation, which must be strong to provide you with the future life style you're accustomed to.

Many Americans are cutting out the middle man to have more money each year. People are living longer and people are getting smarter with their IRA's, 401k's, and TSP's. Each Year, millions of people are moving their IRA's, 401K's, and TSP's to Insurance Companies to remove them from market risk and losses.

Since the late 1990's, millions of people have used Insurance Companies to manage Risk. The reason that men and women use them today is to provide a life time of income for both. This provides a more reliable and secure way of receiving a monthly income.

There are over 50 Insurance Companies that provide income products to choose from and many different kinds of Fixed and Fixed Index Annuity Plans available. To learn more about how Dillard Financial Solutions, Inc. options and products for future income, please call us toll free today at 800-692-7643 or email us at [dillardfs@aol.com](mailto:dillardfs@aol.com) (Over 20 years of experience helping men and women plan their future income).

God Bless,  
Steve Dillard, ChFEBC<sup>SM</sup>



Sources: [www.nafa.com](http://www.nafa.com), [www.banking.sc.gov](http://www.banking.sc.gov) and [www.sec.gov](http://www.sec.gov)

\*Returns are guaranteed by the reserves of the insurance companies.

We are a **Verified Vendor** on the United States  
Federal Contractor Registry  
**DUNS: 078747605**

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Wishing Everyone a Thanksgiving that is full of many blessings, in everything give thanks and praise. Merry Christmas to all. Remember the reason for the season. The Savior is born.

Steve & Teresa Dillard, and  
Dillard Financial Solutions, Inc Staff.



### Why Choose a National Ethics Association Certified Member?

In Today's Financial World... *TRUST IS A MUST*. Now, more than ever, there is an increased need to know who you can trust in the financial services industry. By choosing an approved member of the National Ethics Association™, you will gain the added assurance of knowing that you are working with an advisor who has successfully passed our Ethics Check System™ and has agreed to maintain our membership standards. Dillard Financial Solutions, Inc. is a Certified Member of the NEA (National Ethics Association). The NEA is a membership organization of financial professionals who have successfully passed a series of background checks and have agreed to uphold the principals and standards of the NEA.

All members are admitted into NEA's online national registry, where consumers can view a member's approval status and professional profile. NEA is not a financial designation, nor does it sell or endorse any financial products. The background check includes: Criminal background check, Professional license check and Civil background check.

To learn more about the NEA, visit [www.ethics.net](http://www.ethics.net)



# SHAW AIR FORCE BASE SUMTER, SC

## CELEBRATING THE 75<sup>TH</sup> ANNIVERSARY 20<sup>TH</sup> FIGHTER WING



**Colonel Daniel Lasica**  
Commander of the 20<sup>th</sup> Fighter Wing,  
Shaw Air Force Base, SC

**Steve Dillard**  
CEO & President of  
Dillard Financial Solutions



**Greer Blackwelder**  
Past President of  
Sumter Chamber of Commerce

**Steve Dillard**  
CEO & President of  
Dillard Financial Solutions

**Major General (Retired)  
William Dutch Holland**



## NASCOE NATIONAL CONVENTION PICS

**NASCOE National Association of State County Office Employees**  
**Cedar Rapids, IOWA**



## NASCOE PRESIDENT WES DANIELS VISITS AMERICAN EQUITY



Wes Daniels, NASCOE President (Left) with Ron Grensteiner, President of American Equity Investment Life Insurance Company (Right).



Pictured Left to Right: Denny Southern (Southern Regional Vice President), Teresa Dillard, Wes Daniels, Kirby Wood (Chief Marketing Officer), Steve Dillard CEO of Dillard Financial Solutions, Inc.



## NASCOE PRESIDENTIAL MEMBERSHIP AWARD

**NASCOE MASSACHUSETTS HAD THE MOST INCREASED MEMBERSHIP FOR 2015-2016**





# Investing For Women:

## Why Women Make Excellent Investors

**By: Nancy Tengler**  
author of *The Intelligent Woman's Guide to Stock Investing*

One thing is for sure: women are increasing their role in business. According to a report published by the Small Business Association (SBA), "women-owned businesses account for 28.7% of all businesses nationwide" (Survey of Business Owners). And in the past sixteen years women-owned businesses have grown at 1.5 times the national average according to a study conducted by American Express OPEN. The study also found that these businesses "grew at a faster rate than all but the largest publicly traded companies" (Banc Investment Daily).

### Women Are Financially Strong but Lack Investing Confidence

It is also true that women's control over the nation's wealth is also increasing. The numbers are hard to pin down; some say women control \$14 trillion soon to be \$22 trillion. Others place the number at closer to \$8 trillion. A great deal of money no matter how you calculate it. Yet, fewer than 20% feel well-prepared to make financial decisions. Add to that the fact that women tend to live at least a decade longer than their husbands. A study by Thakor and Kedar revealed that 80% of men die married, while 80% of women die single. It is, therefore, safe to assume that at some point in a woman's life she is going to be required to make important financial decisions.

### Getting To Know the World of Finance

I meet very smart and competent women all the time who either ignore their investments or delegate the decisions to their advisor or husband, brother or friend. Yet, women possess all the attributes of good investors. Somewhere along the line most women were not properly introduced to the world of finance and seem to lack confidence as investors.

A problem easily solved. Just as you take an interest in your health though you are under the care of a physician—educating yourself on the right foods and fitness—the same should be true with your wealth. Even if you have a financial advisor you must understand what is in your portfolio and why and whether your holdings

**Women-owned businesses account for 28.7% of all businesses nationwide.**

match your long-term goals. If you don't have an advisor, you can still generate long-term growth in your wealth. In fact, your hurdle for excess return will be lower because you aren't paying a hefty fee. I've written many times about the eroding effects of management fees—most recently on Yahoo.

### Tip On Getting Started Investing: Gain Knowledge Every Week

Start with the informative articles you find on the site. Make an electronic file with good investment ideas you find there and pay attention to the news and performance of those investments. Each week, each month, you will become more knowledgeable. And knowledge reduces your fear increasing your confidence as an investor (see my recent NerdWallet.com post).

Investing is not magic. It is a discipline. And with a little effort and time you can turn a flabby, sickly investment portfolio into a muscular (and therefore bigger) pool of wealth.

**For more information on Safe Retirement Planning and Investments, Please contact us at 1.800.692.7643 or find us online at DillardFSInc.com**



**We would like to congratulate the Formula 1 boat racing team sponsored by Dillard Financial Solutions, Inc. for an excellent year.**



**Congratulations to the golf teams of Dillard Financial Solutions, Inc. for a successful year.**





# DEBUNKING 12 MYTHS ABOUT FIXED INDEXED ANNUITIES

## **Myth 1: FIA policyholders assume risk.**

Fact: With FIAs, your principal can never decline in value due to index volatility.

## **Myth 2: People buy FIAs for higher returns.**

Fact: People buy FIAs for safety of principal and guaranteed lifetime income.

## **Myth 3: Companies keep value of annuities upon death.**

Fact: FIAs can allow proceeds to go directly to a beneficiary in the case of a death.

## **Myth 4: FIA owners have no access to their funds to help in lifestyle changes.**

Fact: FIAs can include enhanced benefits. Riders and other contractual benefits are generally available to help consumers in a time of need.

## **Myth 5: FIAs are only for conservative savers.**

Fact: FIAs can be a key component of a balanced financial plan.

## **Myth 6: FIAs are for more savvy savers.**

Fact: FIAs can be a retirement product for savers at any level.

## **Myth 7: Any retirement account can help generate lifetime income.**

Fact: FIAs can guarantee a steady lifetime income stream.

## **Myth 8: Withdrawing monthly from retirement accounts is the same as a FIA.**

Fact: FIAs offer the benefit of a steady lifetime income with minimum guaranteed interest credits.

## **Myth 9: There are no tax benefits to FIAs.**

Fact: FIAs can offer tax-deferred growth.

## **Myth 10: Only retirees purchase.**

Fact: Even younger savers are interested in FIAs, recognizing the benefits of growth and balance.

## **Myth 11: FIAs are a risky way to save for retirement.**

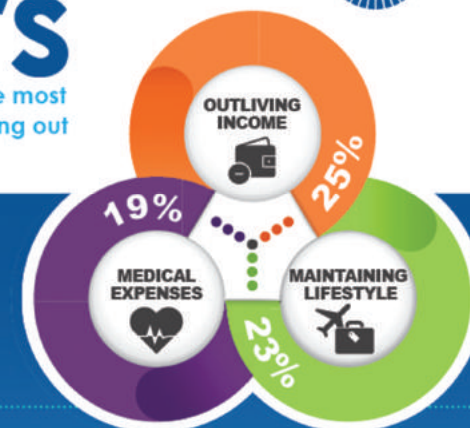
Fact: FIAs protect your principal from the uncertainty of market volatility.

## **Myth 12: FIAs offer no growth.**

Fact: FIAs protect your principal, while still giving you potential interest credits – assuming no early withdrawals.

## Americans' Greatest Retirement Fears

Survey finds Americans are most afraid of their money running out before their life runs out.



They're equally afraid that while they are alive, they won't have the funds to enjoy their life and cover basic necessities.

SOURCE: INDEXEDANNUITIESINSIGHTS.COM  
[INDEXEDANNUITIESINSIGHT.COM](http://INDEXEDANNUITIESINSIGHT.COM)

IF THERE IS A DECLINE IN INTEREST RATES WHERE WOULD YOU RATHER HAVE YOUR MONEY, A RISK PRODUCT OR AN INSURED PRODUCT?



**SHAW AIR FORCE BASE CHIEFS GROUP, CHIEF ROBINSON, CHIEF SEVILLE, AND CHIEF GRIMSLEY PRESENTS** Steve Dillard a recognition award for outstanding support and donations for the military and the Chief's Group.

# NAPS NATIONAL CONVENTION PICS

NATIONAL ASSOCIATION OF POSTAL SUPERVISORS  
NATIONAL HARBOR, MARYLAND



# THRIFT SAVINGS PLAN OPTIONS

## NEW INCOME OPTION FOR TSP

A very big question is how much will I get from TSP at the end of the month? First, I ask, have you put together a spending plan per month? This would help you know how much you will need in monthly income. Second, you can compare the payouts from different plans offered by income accounts. These payouts should be for a lifetime, not fifteen to twenty years. Most Americans are living longer and people will need more income as they get older.

Is the MetLife Life Annuity and Joint Life Annuity the best option? Starting now and going forward, over four million TSP members have got to make a choice when it comes time to get a monthly income.

Each state has a Department of Insurance and each Department of Insurance provides information on insurance companies in their state. Each state also has a list of companies that are approved to do business in their state. The Laws and Regulations providing each person with protection and guidelines for approval for the state.

There are many choices for income from the insurance companies. Only insurance companies can make a lifetime commitment and promises. There are different types of income choices. Most people would like to be able to keep up with inflation. The fixed and fixed indexed annuities have income riders that grow and give you choices for income growth. Many of these options have benefits such as matching bonuses and rider for wellbeing, terminal illness and nursing home care.

To learn more about your choices please contact us today to receive the list of approved insurance companies available in your state.



**ACT NOW TO FIND OUT  
WHAT IS APPROVED IN YOUR  
STATE TO MAXIMIZE YOUR  
RETIREMENT INCOME**

You & A Guest  
Are Invited To

The

*Dillard*  
Financial Solutions, Inc.  
*Christmas Social*

*Games • Prizes • Food • Fun*  
*Live Entertainment*

**December 17, 2016 6:00PM**  
Bethesda Church of God  
2730 Broad St. Sumter, SC 29150

*No Children Please*

**Deuteronomy 28: 8**

The LORD will send a blessing on your barns and on everything you put your hand to. The LORD your God will bless you in the land he is giving you.



## DFS STANDS BEHIND DEPARTMENT OF LABOR RULINGS

Dillard Financial Solutions, Inc. and its representatives have always tried to act as a fiduciary for each and every client. The Dillard Financial Team feels each client needs to understand the products and details and all cost or fees associated with each product. We always want to place our clients in the products that best fit the needs of our clients, whether it be growth, income or pass onto beneficiaries.

### WHAT IT MEANS FOR INVESTORS: RULES FOR FINANCIAL ADVISERS ARE CHANGING

A big change for investors is set to come down the pipe. That's when the Department of Labor unveils the final version of its long-awaited fiduciary rule, which is designed to ensure that investment choices.

**Q: What does the rule mean?**

**A:** Under the Department of Labor's fiduciary rule, financial advisers providing investment advice for retirement accounts (including employer-sponsored retirement accounts, Individual Retirement Accounts and even many Health Savings Accounts) will now be subject to a fiduciary standard, which requires them to put the client's interest first, rather than the looser suitability standard that simply requires that an adviser have a "reasonable basis to believe that a recommended transaction or investment strategy involving a security or securities is suitable for the customer, based on the information obtained through reasonable diligence."

A fiduciary standard, on the other hand, requires the adviser and the company to act with the care, skill, prudence and diligence that a prudent person would exercise based on the current circumstances. Both the firm and the adviser must avoid misleading statements about fees and avoid conflicts of interest. This is great news for consumers. The end result is that the new rule will now align the interests of both the investor and the adviser and put them on equal footing when it comes to all the information they both need to make the best decisions.

**Q: What will be the effect on fees?**

**A:** The expectation is that advisers required to act as fiduciaries will recommend lower-fee investments to their clients. The DOL has estimated that this will save investors up to \$40 billion in fees over the next 10 years. The practical implication of the fiduciary standard is that when choosing between two otherwise very similar investments, a fiduciary would choose the one with the lower costs. This is very helpful as the structure of much of the financial services industry is full of inherent conflicts of interest that don't always favor consumers.

**Q: Will this new rule be hard on advisers?**

**A:** This rule isn't much of a change for advisers who already hold themselves to the fiduciary standard, and will not have a big effect on their business model (but could lead to some compliance and paperwork changes). For those who are new to following the fiduciary standard, there could be a lot of long-term benefit to advisers here in that customers will now know

SOURCE: [WWW.DOL.GOV](http://WWW.DOL.GOV)



that the adviser is legally and ethically required to work in their best interest, which fosters greater trust in their guidance and can lead to a more fruitful relationship for both over time. For advisers whose business model depends on high fees and commissions, the rule is going to be disruptive, and those advisers may want to look at this rule as an opportunity to adapt their business model to one that serves the best interest of the consumer, or face losing clients to the myriad more transparent and lower-cost options out there.

**Q: How will it affect the average investor?**

**A:** The fiduciary rule will have a positive effect on the average investor because it now places that investor and the adviser on the same side of the table. Investors should see their costs go down over time and their trust in advisers go up as they experience more transparency in fee and compensation disclosure, and know that the adviser is held to a recognized legal standard to uphold the investor's interest over their own. Investors who don't meet the minimum account standards for traditional advisers still have many great, low-cost options. Those investors may want to consider working with a financial adviser that charges a flat hourly, monthly, or annual fee instead of an asset-based fee. Another option is one of the new "robo-advisers" that typically charge lower fees and have lower asset minimums. Many reputable online investment firms, such as Vanguard, offer low-cost investing and inexpensive telephone guidance from financial planners. Investors who have unbiased financial wellness programs as an employee benefit can also get free financial education and guidance to help them make their own investment decisions.

## DILLARD FINANCIAL SOLUTIONS, INC. WILL BE GLAD TO OFFER RETIREMENT EDUCATION

# SAVING FOR RETIREMENT

**As you approach retirement, there are many things to think about. Experts advise that you will need about 80 percent of your pre-retirement income to continue your current quality of life. The exact amount, of course, depends on your individual needs. Some important factors to consider include:**

- At what age do you plan to retire?
- Can you participate in an employer's retirement savings plan, such as a 401(K.) plan, or a traditional pension plan?
- Will your spouse or partner retire when you do?
- Where do you plan to live when you retire? Will you downsize, rent, or own your home?
- Do you expect to work part-time?
- Will you have the same medical insurance you had while working? Will your coverage change?
- Do you want to travel or pursue a new hobby that might be costly?
- What will be your Expenses?

# BENEFITS OF USING OUR WEBSITE

WWW.DILLARDFINANCIALSOLUTIONSINC.COM



- View our Benefits of Educational Annuity Videos
- Products for Postal Employees
- Products for Federal Employees
- Products for Farm Services Agency Employees
- Social Security Benefits for all Postal, and Federal Employees
- Resources for Retirement for Income Planning
- How to Receive a updated analysis of Federal Income
- Questions to ask when preparing for Retirement



**To Receive a copy of your FERS Analysis, which includes TSP, FERS Pension, Social Security and Social Security Supplement. Call today to get your Information Packet.**

**Dillard**  
Financial Solutions, Inc.  
Specializing in Federal Employee Benefits

To receive an Analysis check the following that applies to You

**WHICH FEDERAL PENSION PROGRAM APPLIES TO YOU?**

☐ CSRS  
☐ CSRS OFFSET  
☐ FERS  
☐ FERS W/ CIVIL SERVICE

We will need a copy of your most recent LRS Statement(s).

**VCP INFORMATION**  
Only for CSRS

☐ ELIGIBLE Amount: \_\_\_\_\_

**WHICH TSP PROGRAM APPLIES TO YOU?**

☐ TSP FERS  
☐ TSP CIVIL SERVICE  
☐ TSP BIRTH BEN

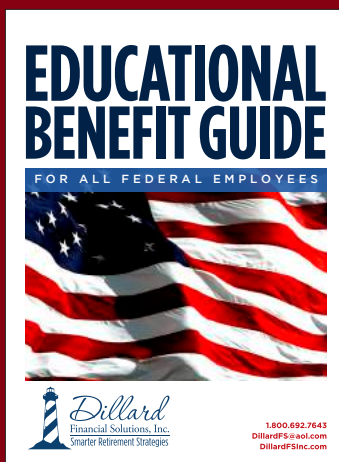
We will need a copy of your most recent TSP Statement(s).

**WHICH SOCIAL SECURITY STATUS APPLIES TO YOU?**

☐ SINGLE  
☐ MARRIED  
☐ DIVORCED  
☐ SPOUSE DECEASED

We will need a copy of your most recent Social Security Statement(s).

Name: \_\_\_\_\_ DOB: \_\_\_\_\_  
 Spouse: \_\_\_\_\_ DOB: \_\_\_\_\_  
 Address: \_\_\_\_\_ Job Title: \_\_\_\_\_  
 City / State / Zip: \_\_\_\_\_  
 Email Address: \_\_\_\_\_  
 Cell #: \_\_\_\_\_ Work #: \_\_\_\_\_  
 Hire Date: \_\_\_\_\_ Retire Date: \_\_\_\_\_ TSP/401k Contribution %: \_\_\_\_\_ TSP/401k Balance: \_\_\_\_\_  
 Value of Other Investments & Retirement Products: \_\_\_\_\_ Federal Life Insurance? ☐ Y ☐ N  
 Value of Spouse's Retirement/Pension: \_\_\_\_\_  
 Sick leave: \_\_\_\_\_ Annual leave: \_\_\_\_\_ Salary: \_\_\_\_\_ Agency of Employment: \_\_\_\_\_  
 Military Service Time: \_\_\_\_\_ Purchased Time: ☐ Y ☐ N Amount: \_\_\_\_\_ Tobacco Use in Last 12 Months? ☐ Y ☐ N  
 DFS-609-VCF



**ASK ABOUT  
OUR FEDERAL  
BENEFITS GUIDE.**

## **DILLARD FINANCIAL SOLUTIONS RETIREMENT WORKSHOPS**

**We offer individual and group workshops  
on the following retirement topics!**

- Life Insurance Companies
- Insuring Your Retirement Income
- Matching Bonus for TSP Rollovers
- Monthly Deposit Roth IRA's
- Provide Lifetime Benefits
- Independent Retirement Reviews
- Roth and Traditional IRA's
- Federal Employee Retirement System
- Federal Employee Group Life Insurance Alternatives
- Thrift Savings Plan Options
- LifeLock Identity Theft Protection
- Benefits Analysis
- Life Insurance/Term to 100
- Civil Service Retirement System
- Products That Provide Income for Life
- Survivor Benefit Plans

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Fax: (803) 499-3174 • Email: dillardfs@aol.com**

**Home Office: 2381 Peach Orchard Road • Sumter, SC 29154  
We have representatives to assist you nationwide!**

We have a team of agents nationwide to assist you with your retirement needs. Call us toll-free at 1.800.692.7643 to set up a complimentary benefits consultation.