

**Welcome NAFEC!**

*As of October 2018, Dillard Financial Solutions, Inc.  
is the National Retirement Benefits Provider for NAFEC*



# NEW CHANGES FOR THE FEDERAL SYSTEM



*Dillard*  
Financial Solutions, Inc.

**2018 FALL  
NEWSLETTER**

**Your Federal Benefits & Retirement Specialists!**

Providing Benefits for NASCOE, NACS, NAPS, Postal, Federal Employees & Law Enforcement

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*A feast is made for laughter, and  
wine maketh merry: but money  
answereth all things.*

**ECCLESIASTES 10:19**



**Steve and Teresa Dillard**

***Love More, Complain Less***

***More Smiles, Less Stress***

***Less Hate, More Blessed***



# In Today's Financial World...TRUST IS A MUST.

**CHOOSE A CERTIFIED  
NATIONAL ETHICS  
ASSOCIATION MEMBER**

Now, more than ever, there's 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 gain the added assurance of knowing that you're working with an advisor who has successfully passed the Ethics Check System™\* and has agreed to uphold the principals and impeccable standards of the NEA.

***Dillard Financial Solutions, Inc. is a Certified Member of the NEA*** and is proudly listed on their Online National Registry. At this site, consumers are able to view member approval statuses and professional profiles. The NEA is *not* a financial designation, nor does it sell or endorse any financial products.

*\*Background check includes: Criminal background check, Professional license check & Civil background check.*

**Learn more about the NEA at [www.ethics.net](http://www.ethics.net)**



## Statement to Our Clients

Dillard Financial Solutions, Inc. is not affiliated with the *Security and Exchange Commission (SEC)*.

Dillard Financial Solutions, Inc. and its agents produce Fixed Income Products that are guaranteed by the licensed insurance companies active in your state of residence.

All of our agents are ChFEBC<sup>SM</sup> trained and certified by the Chartered Federal Employee Benefit Consultant organization. ChFEBC<sup>SM</sup> is a designation administered to licensed insurance agents who have been specifically trained in Federal Government Benefits Programs.

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**Dillard Financial Solutions, Inc. is not affiliated with a company named *Federal Employee Benefits Counselors*. This agency is based in Atlanta, GA and are not listed on the ChFEBC<sup>SM</sup> website.**

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Should you need further clarification or assistance with this matter, please call our home office.

Nationwide Toll-Free  
**1-800-692-7643**

# TSP Withdrawal Changes Go Into Effect September 2019

While the TSP Modernization Act passed in 2017 and most retirement specialists are eager for improvements in the system, the roll-out isn't expected for another year.

Experts estimate that the new TSP withdrawal choice will go into effect in September 2019, according to FEDweek.

Not only is the extended deadline disappointing for some employees and investors, it also comes with news that the TSP updates will all roll-out at once, rather than one at a time. Most people had hoped that some features would debut earlier than others, meaning changes could go into effect within a few months.

## THE FOUR MAIN CHANGES THAT MOST RETIREES WILL HAVE TO WAIT FOR INCLUDE

1

Giving employees the ability to make multiple TSP withdrawals if they are 59½ or older.

2

Allowing employees to decide whether they want to withdraw savings from their Roth balance, traditional balance, or a mixture of both.

3

Permitting employees older than 70½ to make partial withdrawals instead of mandating a full withdrawal or a mandatory partial minimum distribution each year.

4

Letting employees choose between quarterly or annual payments and allowing them to make changes to the frequency at any time.

SOURCE: [myfedbenefitshelp.com/tsp-withdrawal-changes/](https://myfedbenefitshelp.com/tsp-withdrawal-changes/)





*get the party started!*



*Dillard*  
Financial Solutions, Inc.

DEC 15TH, 2018 ♦ BEGINS AT 6PM

# CHRISTMAS

## *Client Social*

SAVE THE DATE

ENTERTAINMENT ♦ DOOR PRIZES ♦ FUN ♦ DESSERT CONTEST

*Bethesda Church of God*

2730 BROAD STREET  
SUMTER, SC 29150

BRING A  
GUEST



*Retirement...*

*When you stop living at work  
and start working at living*



# BRENT DILLARD

TAKES EUROPE  
BY STORM!



Brent Dillard (foreground) with Proud Parents, Steve & Teresa



*Summer 2018: Driver Brent Dillard—representing USA—made his international debut on the UIM F2 European Tour by securing 2nd Place on the grid for the Opening Round of the UIM F2 Series Tour at Kaunas, Lithuania; and Finishing 4th out of 30 World-class Competitors!*

LEARN MORE ABOUT F2 UIM RACING  
[F2WORLDCHAMP.COM](http://F2WORLDCHAMP.COM)





# Critical Condition Coverage



Thanks to advances in technology, many Americans are surviving critical conditions that may have been fatal in the past. Almost everyone knows someone who has experienced a critical condition of some kind and survived.

Critical condition insurance is designed to provide financial assistance to policyowners facing challenges associated with being diagnosed with a critical condition.

In some instances, benefits are paid directly to you. You choose how to spend the funds at a time when you and your family may need extra cash the most.



## Critical Condition Coverage

NOW OFFERED BY DILLARD FINANCIAL SOLUTIONS, INC.

### Examples of how you may elect to use your benefit pay out:

- Co-pays and deductibles
- Home healthcare
- Cost of caregivers
- Lost income of self or spouse
- Daily living expenses
- Non-covered “experimental” treatments
- Housekeeping or childcare
- Maintenance of your family’s quality of life

Dillard Financial Solutions, Inc. utilizes several companies for Critical Condition Coverage. Contact us to find the perfect product for you and your family.



# Refer

a friend.



# Receive

a gift card.



# Repeat

The more referrals you send,  
the more gift cards you'll receive.\*

*Dillard*  
Financial Solutions, Inc.

## Client Referral Program

You must be a current client and have purchased an Insurance, Annuity, or Retirement Product from Dillard Financial Solutions, Inc. in order to participate. Contact us for details.

GET IN  
TOUCH

803-499-6623

dillardfs@aol.com

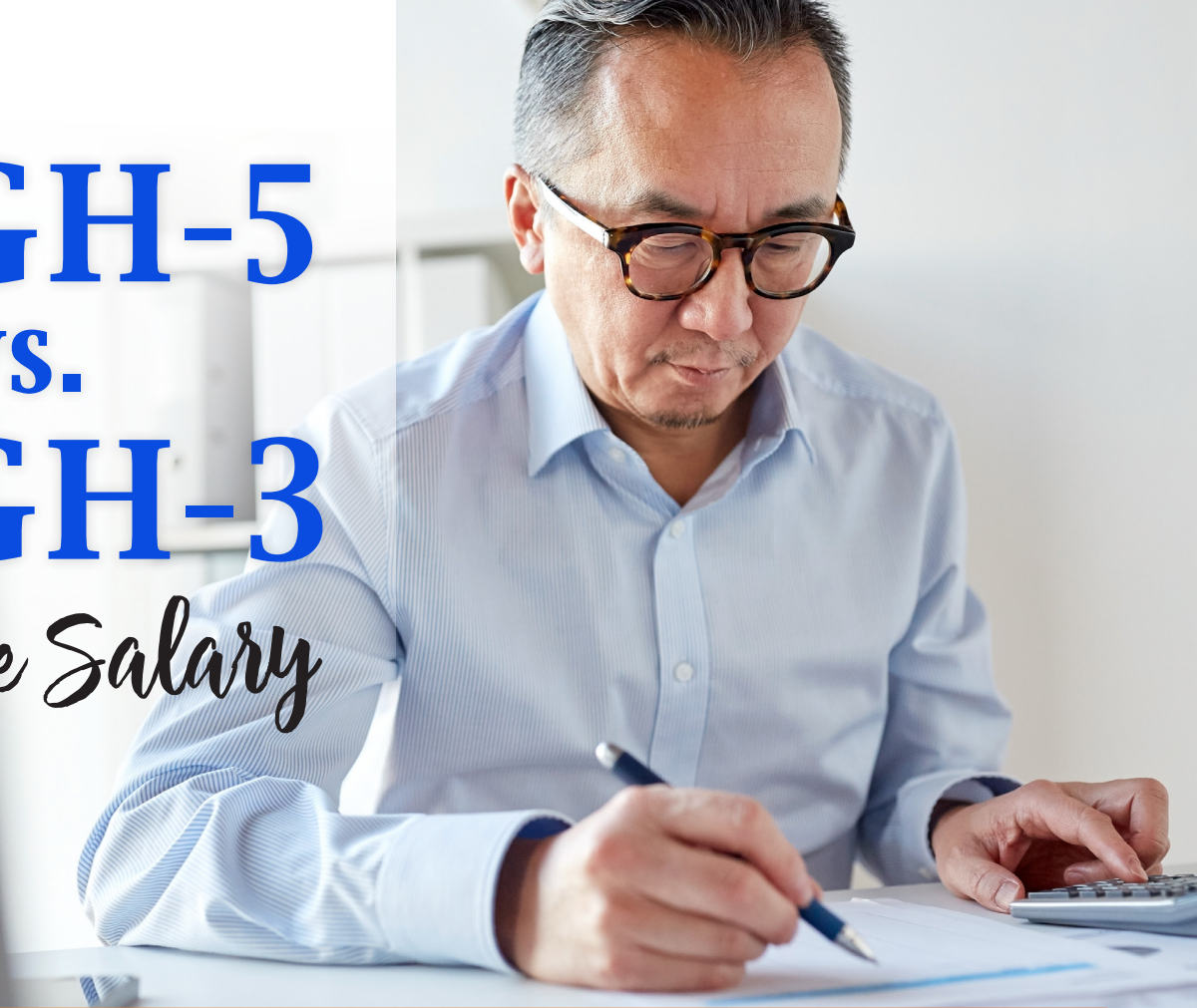
\*Referrals must qualify & meet suitability requirements. Gift cards are mailed after referrals are verified.

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DFS\_660\_GEN



# HIGH-5 VS. HIGH-3 *Average Salary*



*All Federal Employees Receive Either a CSRS Annuity, a FERS Annuity, or both Annuities that are computed based on their length of service & their High-3 Average Salary—switching to a High-5 system could impact your bottom line*

## High-5 Average at a Glance

For years, federal workers have been fearful Congress would make a simple change in their retirement formula that would have a big impact on their lifetime annuity payments.

The High-3 to High-5 proposal is back on the legislative docket. And while it's true that it would have relatively little impact on the annuity of most federal workers, it could put a major kink in the benefits of upwardly mobile feds who get frequent promotions, pay and in-grade raises, and those who relocate to cities with a higher federal pay scale.

SOURCE: [federalnewsradio.com/mike-causey-federal-report/2017/09/high-5-would-slam-some-high-flyer-feds/](http://federalnewsradio.com/mike-causey-federal-report/2017/09/high-5-would-slam-some-high-flyer-feds/)

## Running the Numbers

Based on a salary of \$100,000 in the 5th year before retirement and an annual pay increase of 3%. For simplicity's sake, it doesn't account for variations created by step increases and promotions happening at varying times of the year.

Year 1	\$100,000
Year 2	\$103,000
Year 3	\$106,090
Year 4	\$109,272.70
Year 5	\$112,550.88

HIGH-3  
**\$109,304.52**

HIGH-5  
**\$106,182.72**

Under High-3, the figure used in your annuity computation is **\$3,246.36 less** than your final salary, where under High-5, it's **\$6,368.16 less**.

SOURCE: [fedweek.com/reg-jones-experts-view/high-5-versus-high-3/](http://fedweek.com/reg-jones-experts-view/high-5-versus-high-3/)

# Get Ready For Retirement!

## TAKE OUR AWESOME ASSESMENT QUIZ

*If you're considering retiring sometime soon, it's a good idea to think about how prepared you are. Here's a quick way to assess where you stand.*

**For each of the 10 questions, choose the answer that best describes your situation.**

### ***Which of the following best describes your contributions to the Thrift Savings Plan?***

- a. I've increased them within the last 2 years
- b. I plan to increase them with my next salary increase
- c. A & B
- d. I'm already contributing the maximum
- e. I can't contribute due to a 6-month ban on contributions after taking a financial hardship in-service withdrawal (there's an exception to this for recent hurricane victims)
- f. I can't afford to contribute more than I currently am contributing
- g. I do not participate in the TSP

### ***When was the last time you re-allocated your TSP funds or rebalanced your overall retirement investments?***

- a. Not recently, because I am invested 100% in one or more of the life cycle L Funds, so I don't need to rebalance or reallocate
- b. I am 100% invested in the G Fund because I have other retirement investments outside of the TSP that are diversified
- c. I check at least once per year and rebalance as necessary
- d. I'm aware of the ups and downs when investing for long-term growth, so I watch my investments, but don't touch them very often
- e. I'm not sure
- f. All my retirement savings are in the G Fund
- g. I know I should, but I don't know how to do it

### ***How do you plan to handle your TSP funds in retirement?***

- a. Delay my withdrawal until I'm fully retired or until I'm required to take a distribution after I'm 70 ½ and retired
- b. Leave my money in the TSP to take advantage of the simplicity, low management and administrative fees, and options for withdrawals
- c. Move some or all of my TSP investments to an individual retirement arrangement to take advantage of more flexible withdrawals and more specific investment options

- d. A & B, or A & C
- e. Cash out a large lump sum of my TSP and use it to pay down debt or pay for a long-awaited retirement expenditure, such as a home remodeling project
- f. Move my money to an investment a friend of mine said was doing well
- g. I don't participate in the TSP

### ***Which of the following best describes your beneficiary designation forms for retirement benefits, life insurance, TSP and unpaid compensation?***

- a. I think I have copies of some or all the forms in a safe place where my beneficiary can find them
- b. I didn't file some or all of my beneficiary designation forms because I'm comfortable with the standard order of precedence for payment
- c. A & B
- d. I'm pretty sure my designations are up to date, but I'll add checking on this to my to-do list
- e. I didn't know there were so many beneficiary forms
- f. I don't think I updated my forms and am not sure how to change them

### ***With respect to planning for those within five years of retirement eligibility, which of the following best describes your situation?***

- a. I'm more than five years from retirement eligibility, so this question doesn't apply to me
- b. I've received an estimate of my retirement benefit or have requested an estimate
- c. I've reviewed my Electronic Official Personnel Folder and have made copies of documents that show my health benefits, life insurance coverage, beneficiary designations, beginning and ending dates of creditable service, changes in my retirement plan or work schedule, and any other documents that might be relevant to my retirement benefits
- d. B & C
- e. I've reviewed the annual benefits statement provided by my payroll system

- f. I'm not sure how to get a retirement estimate
- g. I'm sure I can estimate my benefit on my own, so I don't need my human resources office to provide an estimate

**Where do you stand when it comes to factoring Social Security into your retirement planning process?**

- a. I've created my Social Security account
- b. I'm not eligible for Social Security benefits because I haven't earned 40 credits of coverage
- c. I'm already receiving Social Security retirement benefits (or spousal or widow's benefits)
- d. A & B, or A & C
- e. I'm not ready to begin receiving benefits, but I have considered when I might file for benefits
- f. I'm not sure when to file for benefits
- g. I haven't considered Social Security retirement as part of my retirement plans, although I do have 40 credits of coverage

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**What have you done to prepare for the possibility of needing long-term care later in life?**

- a. I've considered the possibility and researched options for cost and type of care
- b. I've already purchased coverage if it was clear I couldn't self-insure against the potential need for long-term care
- c. I already know I'll need long-term care and have a plan in place to get it
- d. A & B
- e. I'm sure my family will take care of me, if needed
- f. I don't want to think about the possibility of needing long-term care
- g. I have no idea how to assess long-term care options

**What is your life insurance situation?**

- a. I've recently reviewed my current life insurance coverage and determined it is adequate for my needs

- b. I've reduced or increased my life insurance coverage within the past five years as my needs have changed
- c. In addition to using Federal Employees Group Life Insurance for my basic needs, I've considered purchasing additional life insurance
- d. All the above
- e. I'm not sure how much life insurance I need, but I have FEGLI in the same amount that I had when I was first hired
- f. I haven't given serious consideration to my life insurance needs

**What is your understanding of health insurance?**

- a. I always review my insurance needs during the annual open season or when I have a major life event
- b. I've changed my health plan at various times in my life to coincide with my specific health needs
- c. I take advantage of tax savings by using flexible spending accounts, health savings accounts, and making sure I pay my health insurance premiums with pre-tax dollars (if still employed in government)
- d. Any combination of A, B, & C
- e. Health insurance options confuse me, so I enrolled in a plan that a co-worker, friend, or family member recommended
- f. I have the same health plan I chose when I was first hired, and haven't reviewed my coverage options

**For every answer, assign the following point value:**

- |             |             |
|-------------|-------------|
| a. 4 points | e. 3 points |
| b. 4 points | f. 1 point  |
| c. 4 points | g. 1 point  |
| d. 5 points |             |

## How Did You Score?

**40-50 POINTS** You're doing a great job preparing for retirement. Keep up the good work!

**20-39 POINTS** You're hitting the mark on some retirement planning issues, but may need to address others with a little more research and preparation.

**10-19 POINTS** There are items that are important to your future financial security that you need to address. One good way to start is by making a to-do list of items you need to assess based on the questions above. Then focus on the first two items on the list. Retirement planning can be overwhelming, so it makes sense to start small.

**Didn't score as high as you'd hoped? Call us, providing retirement solutions is what we do!**

**NATIONWIDE TOLL-FREE  
1-800-692-7643**





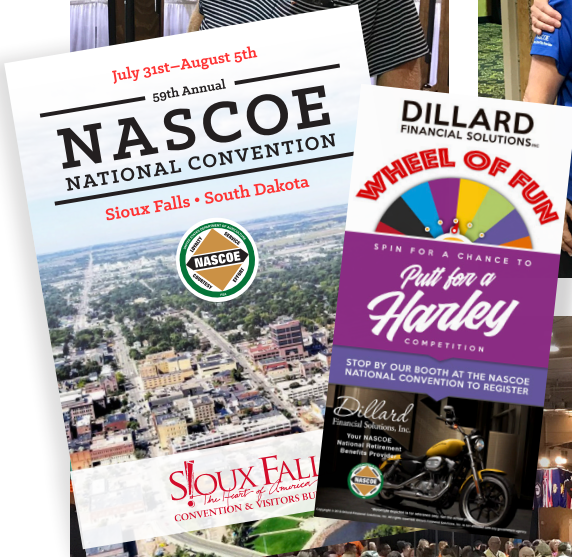
# NASCOE National Convention

July 31st–August 5th

59th Annual

## NASCOE NATIONAL CONVENTION

Sioux Falls • South Dakota



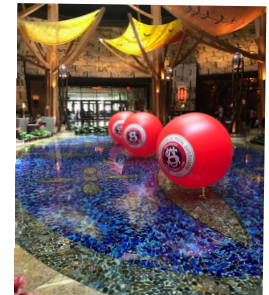


# NAPS

Mohegan Sun  
Connecticut | 2018



# National Convention



# Let Us Help Promote Your Next Event!



We build excitement around NAPS Events by creating flyers, invites, and posters catered towards the specific needs of your State or Branch.

**NEWS FOR NAPS MEMBERS**  
YOU AND YOUR SPOUSE ARE INVITED TO THE  
**2018 RETIREMENT BENEFITS EXPO**  
HOSTED BY NAPS BRANCH 130  
Presentation by DILLARD FINANCIAL SOLUTIONS INC.  
Saturday, April 28th  
DOUBLETREE BY HILTON GRAND RAPIDS AIRPORT  
4747 28th St SE - Grand Rapids, MI 49512  
11:00 AM - 4:00 PM  
Bring Your Most Recent Financial Statements  
Personal Benefits // Quarterly TSP // Social Security

**NAPS BRANCH 172 MEETING**  
SUNDAY  
**JULY 15<sup>TH</sup>**  
FOR ALL NAPS MEMBERS  
AND THEIR SPOUSES  
**URGENT INFORMATION REGARDING YOUR RETIREMENT**  
YOU MAY BE IMPACTED AS EARLY AS THIS YEAR  
MEETING HELD AT THE **COPPER KITCHEN** 1225 Copper Creek Dr PLEASANT HILL, IA 50827 **5 PM**  
Featuring A Complimentary Retirement Benefits Workshop  
DILLARD FINANCIAL SOLUTIONS INC.

**FOR ALL NAPS MEMBERS**  
**SAVE THE DATE**  
JUNE 3<sup>RD</sup> 2018  
**NOON-6:00 PM**  
RETIREMENT BENEFITS PRESENTATION BY  
DILLARD FINANCIAL SOLUTIONS INC.  
SPOUSES WELCOME & ENCOURAGED TO ATTEND  
AT THE **PALATINE INN RESTAURANT**  
95 W NORTHWEST HWY PALATINE, IL 60067  
Bring Your Most Recent Financial Statements  
PERSONAL BENEFITS // QUARTERLY TSP // SOCIAL SECURITY  
TO SCHEDULE ONE-ON-ONE PRE-RETIREMENT & RETIREMENT BENEFITS CONSULTATIONS, PLEASE CONTACT:  
LUZ MORENO lunaps@yahoo.com KATIE LEVERNIER katie3302@aol.com

**NAPS Branch 299 Retirement Education Workshop**  
Hosted by NAPS Branch 299 Fayetteville, NC  
**Saturday, July 28, 2018**  
Ramada Plaza Bordeaux Convention Center  
1707-A Owen Drive Fayetteville, NC 28304  
TWO SESSION TIMES  
**9:00 AM - AND - 2:00 PM**  
Please RSVP to John Geter for your preferred session time.  
704-869-6112  
geterlibase@aol.com  
This seminar covers the following topics, plus discusses issues that Shared Services & OPM won't tell you about  
• TSP-Roth-options for retirement • Social Security options • FEGLI life insurance options  
• Options for growing TSP • Supplemental income age 59-62 • Tax-free benefits for retirement  
• Income planning: TSP, 401K, IRA • Spouse Survivor Benefit options • FERS, Social Security, TSP analysis  
You are encouraged to bring these forms:  
• Most recent Personal Benefits statement • Any other life insurance information  
• Social Security statement • All other outside retirement and benefit account statements  
• Quarterly TSP account statements  
**SPOUSES ARE WELCOME and encouraged to attend**  
Dillard Financial Solutions, Inc. | Your NAPS National Retirement Benefits Provider  
GET IN TOUCH **803-499-6277**  
NAPSretproviders@aol.com  
Steve & Teresa Dillard, CNFBC®  
Licensed Representatives  
Steve: #190459 | Teresa: #195638  
We are Verified Vendors on the United States Federal Registry and Chartered Federal Employee Benefits Consultants®  
DUNS: 07614769  
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**Grand Rapids Financial Seminar**  
PLEASE RSVP TO THERESA SMITH  
616-364-5802 • TheresaSmith1980@gmail.com  
HOSTED BY BRANCH 130  
Free To Attend - Lunch Provided  
APRIL | **28** | 2018  
11:00 AM - 4:00 PM  
Presentation By  
**DILLARD FINANCIAL SOLUTIONS INC.**  
Your NAPS National Retirement Provider  
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*Hurry, Space is Limited!*

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3 week minimum lead time required for all print deliverables



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## Our Educational Workshops Focus on These Retirement Benefit Topics

- Life Insurance Options
- Insuring Your Retirement Income
- Matching Bonus for TSP Rollovers
- Monthly Deposit Roth IRAs
- Personal Retirement Reviews
- Roth & Traditional IRAs
- Federal Employee Retirement System
- Thrift Savings Plan Options

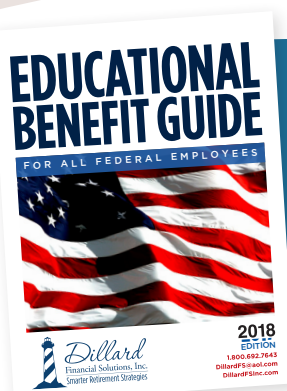
- Benefits Analysis
- Family Life Insurance
- Civil Service Retirement System
- Products That Provide Income for Life
- Spouse Benefit Plans
- Federal Employee Group Life Insurance Alternatives

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Get a copy of  
our Educational  
Benefit Guide!

Featuring valuable information regarding **YOUR**  
Federal Benefits—completely complimentary



WE ARE A  
**VERIFIED VENDOR**  
ON THE US FEDERAL  
CONTRACTOR REGISTRY

YOU HAD A CHOICE

# Thank You for Entrusting Us!

AND YOU CHOSE DILLARD FINANCIAL SOLUTIONS, INC.



## THANK YOU

### NACS MEMBERS

**GROUNDLED**

*in Service*

**INVESTED**

*in Your Future*

**LENDING**

*a Voice*

**LEADING**

*the Way*



*Thank You  
Postal Supervisors  
for Eleven Years of Support*

## NAPS

**Promotes the Prosperity**

— OF ITS —

## MEMBERS

— AND —

**The Postal Service**



## THANK YOU

### NASCOE MEMBERS

Assure successful operation  
of FSA and the attainment  
of FSA's objectives.

Cooperate with other groups  
and organizations.

Conserve and improve  
our soil resources.

To secure equitable salaries,  
working conditions, and  
retirement provisions for  
all county office employees.

Promote the professionalism  
of our employees.