

2021 Spring Edition NEWSLETTER

Greetings,

Spring is in the air! A new season, climate changes, nature awakening, and many other good things seem to be popping up, all around us.

With each passing day, our hope is that clarity and optimism continue to reintroduce themselves. Like many others, we have ventured out into our community and it appears the economy is slowly bouncing back. Panic has flipped and a new normal is paving the way.

We want to let each of you know that we are praying for you. We all need to stick together and look out for one another.

Steve & Tenesa Dillard



Your Federal Benefits & Retirement Specialists

PROVIDING BENEFITS FOR NASCOE, NACS, NAFEC, NAPS, FSA, USDA, TSA, POSTAL, LAW ENFORCEMENT, AND ALL FEDERAL EMPLOYEES

The President's Corner

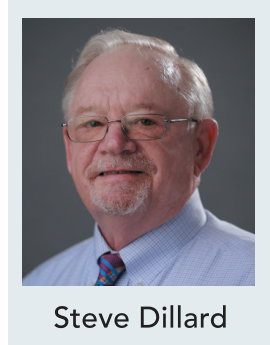
Insight from federal retirement benefits authority, Steve Dillard.

A Little Forward Thinking Can Go A Long Way!

As many of you are aware, securing your future has never been more critical. With a little forward thinking and proper planning, you can go into retirement with a peace of mind knowing that you will not run out of money. Planning is key.

Did you know that more people plan for a vacation, than they do for retirement? But saving for the future does not mean you have to deprive yourself of vacations. And just like planning for any trip, there are key steps you must take before you embark on your retirement journey.

Although vacations can offer wonderful experiences and memories, they shouldn't get in the way of retirement savings. The good news is that, with some crafty financial planning, you should be able to work both into your life. If you need a little assistance finding that balance, why not contact Dillard Financial Solutions, to assist you in your retirement journey with safety and ease. After all, Dillard Financial Solutions is your ticket to a better retirement!



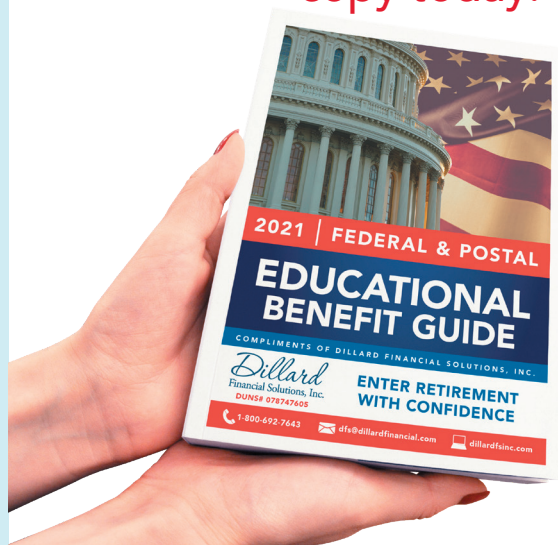
Steve Dillard is the CEO and president of Dillard Financial Solutions, Inc. He has helped federal employees for over 28 years invest in their retirement. Steve is the author of hundreds of articles; he travels throughout all 50 states sharing his strategies and is a sought-after federal retirement benefits educator. He has been featured in Forbes magazine twice and Dillard Financial Solutions Inc. is a verified vendor on the U.S. Federal Contractor Registry and provides educational workshops with retirement solutions.

*Applicants must meet suitability requirements. Returns are guaranteed by the reserves of the insurance companies. Dillard Financial Solutions, Inc. is not affiliated with any government agency.

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Call to get your complimentary copy today!



Five

THINGS TO KNOW BEFORE YOU RETIRE



1. Assess Your Retirement Accounts

Hopefully you have been putting money away in a 401K, IRA, or TSP account. Starting to think about retirement is the perfect time to take a look at those accounts and assess the balance and what that means in terms of income during retirement.

2. Map Out A Retirement Budget

Before you retire, create a new budget that details the expenses you expect to encounter once your career comes to a close. You'll probably have to tweak that budget as you go, but having one in place will give you a good sense of whether your nest egg will suffice during your golden years.

3. Read Up On Healthcare Options

Healthcare can be expensive at any stage in life, however it becomes increasingly higher the more you age. Understanding your healthcare cost can save you money and headache later on.

4. Work Towards Claiming Social Security

Social Security will make up a large portion of your retirement. Depending on when you select to take your social security, though, you might lose some of your full benefits if you take Social Security before your full retirement age. This is not necessarily a bad thing though, because you will get your funds sooner and may be paid out more over your lifetime.

5. Figure Out What To Do With Your Time

While the idea of having unlimited free time might sound appealing while working, after retirement you might find it difficult to fill that time. It is difficult to go from a full-time schedule to a total lack of structure. This can lead to depression in many retirees. To avoid pitfalls like this determine activities you know you will enjoy doing on a regular basis and make sure your budget reflects your new lifestyle. Make a list of activities and to-do's!

INTRODUCING



We are expanding the education and benefit needs of our members.

Stay tuned for more details!

"We Are Your Ticket To A Better Retirement."

WHAT DO YOU WANT TO DO IN RETIREMENT?

ANSWER

2021 Changes For Retirement Savings Plans



The CARES Act in 2020 eliminated annual required minimum distributions (RMD) for retirees for last year, and also allowed people younger than 59½ to withdraw up to \$100,000 from retirement accounts without the usual 10% penalty. If the withdrawals were COVID-19 related, the person making the withdrawal also could spread the retirement plan's taxes over three years (instead of one) and he/she also had the ability to replace that money taken from the account.

RMDs will restart in 2021 and owners of retirement accounts will have to make their withdrawals now by age 72 rather than 70½ and pay income tax on the amount withdrawn from the specific retirement account. The early withdrawal penalty is back in 2021, and income on withdrawals will count as income for the 2021 tax year.

For 2021, the amount you can contribute to an IRA stays at \$6,000 per year, for those age 50 and under and up to \$7000 for those 50 and over. If a person chooses to invest money into a 401(k) plan or another employer retirement account, they can invest \$19,500 in 2021 and consumers aged 50 and over can add up to \$6,500 to these accounts, making a total investment amount of \$26,000.

Happy Retirement

May you be proud
of the work you
have done, the
person you are,
and the difference
you have
made

Source: <https://annuityalliance.com/articles/2021-changes-retirement-savings-plans/>

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We have the answers to these questions and more!

- What do I do first?
- What will my income be?
- How do I secure my retirement?
- Can I retire?

Is COVID-19 Real?

Many people believe that Covid-19 is not real. Many people feel that the numbers that the CDC are giving are inflated. Many people believe that masks are ineffective. Many people believe that their individual rights are being compromised.

I am not one of those people! It is definitely for real! How do I know? Because I had it! And I wouldn't wish it on my worst enemy.

I always believed it was real but I didn't take all of the precautions like I should have. Mainly when it came to family I treated it as if it couldn't penetrate us. We all took precautions. We all washed our hands a billion times. We wore our mask outside of the house. But when it came to being around family there was no social distancing. We treated it as if it happened away from us not within us. And because of that we paid the price! I paid the price!

The CDC said not to gather for Christmas. But surely, it didn't mean my family. We had just taken the kids to Disney World for Thanksgiving and nothing happened to us. Why would anything happen at Christmas? But it did. We don't even know how we got it. It doesn't matter. We did.

First my daughter had symptoms. Then her husband. She decided to go get tested and what do you know. She, her husband, and their 10 year old all tested positive. That's when the rest of us decided to get tested. Well, we all came back positive, My son, his wife, and his daughter. My wife and I also get positive results. But what does that actually mean? I'll tell you. For everyone except me the symptoms were fairly mild; weakness, loss of taste, maybe a fever. For me it was a little more serious. I had issues with my breathing. I couldn't talk a minute without coughing. And the cough was a dry, hacking cough that would go on for minutes at a time. I had no energy and no desire to eat. When I forced myself to eat I couldn't taste anything. If I got out of bed all I wanted to do was get back in bed. I lost about 13 pounds and I looked malnourished.

The incubation period was 10 days and the symptoms went away for everyone during that time except for me. The hacking cough lasted almost 3 weeks and the energy level took its time getting back to normal.

I can say now that I feel like I'm back to normal. The coughing has stopped, the energy is back and I gained back about 8 of the 13 pounds I lost. But I will never forget how I felt during my time with Covid. It was no joke! It is no Joke!



Please take it seriously and do what you can to keep from getting it. More importantly, take the precautions to keep your loved ones from getting it. It's as Real, as Real can Get!

Mike Fields

Dillard Financial Solutions Inc.
Licensed Federal Benefits Representative



Beef & Cabbage Stew

1 ½ pounds beef stew meat, cut into 1-inch pieces
1 cube beef bouillon
2 cups beef broth
1 large onion, chopped
¼ teaspoon ground black pepper
1 bay leaf

2 potatoes, peeled and cubed
4 cups shredded cabbage
2 celery ribs, sliced
1 carrot, sliced
1 (8 ounce) can tomato sauce
salt to taste



Step 1

Cook and stir stew meat in a large saucepan or Dutch oven over medium heat until browned on all sides, 10 to 15 minutes. Drain any excess grease.

Step 2

Stir beef bouillon into beef broth in a bowl until dissolved; pour over stew meat. Add onion, black pepper, and bay leaf; cover and simmer until stew meat is very tender, at least 2 hours. Add potatoes, cabbage, celery, and carrot; cover and simmer until potatoes are tender, 30 to 45 more minutes.

Step 3

Stir tomato sauce and salt into the stew; simmer, uncovered, until tomato sauce is fully incorporated and flavors have blended, 15 to 20 minutes.

SPRING HOLIDAYS

March 12 - Plant A Flower Day

March 14 - Daylight Savings

March 17 - St. Patrick's Day

April 1 - April Fools Day

April 4 - Easter Sunday

April 10 - Golfers Day

April 15 - Tax Day

April 22 - Earth Day

May 4 - Teachers Day

May 20 - World Bee Day

May 31 - Memorial Day



contest!

Find all of the Bees hidden throughout this newsletter and email the total to

DFS@dillardfinancial.com

to be entered into a drawing to win a special prize!

NEWS BULLETIN

Dillard Financial Solutions, our national benefits provider, uses software to run Federal Employee retirement analysis.

PERSONALIZED COMPLIMENTARY RETIREMENT ANALYSIS

With the concern that employees can not obtain their retirement figures, our benefits provider can offer these services to all of our members.

Contact Now! **1-800-692-7643**
nacs@dillardfinancial.com

In order to run your analysis, please contact our office or email the following statements.

TSP Statement

FERS Benefit Statement

Social Security Statement

Visit **TSP.gov**

Visit Your Personnel Home Page & Go To The Left Of The Screen

Visit **SSA.gov**

your protecting retirement with guaranteed income

For generations, employer-sponsored pension plans provided workers with a paycheck for life — one not subject to market or longevity risks. However, throughout the past 50 years, the availability of these plans has declined by as much as 65 percent. This lack of predictable, lasting income combined with low interest rates has challenged traditional retirement funding strategies, a challenge made more acute by increased longevity.

Accordingly, pre-retirees have had to identify other solutions to help them accumulate enough wealth to last throughout retirement. Fixed and fixed indexed annuities have always provided a compelling value to consumers interested in protecting their retirement savings from market declines while still owning your money. In addition to offering principal protection, traditional fixed rate annuities provide competitive interest rates for continued asset accumulation that may compare favorably to CDs, government bonds, and other fixed-income investments. Fixed indexed annuities also guarantee safety of principal but offer more upside potential, linking your money to a market index. These type of accounts allow you to pass on the remainder of your account balance to your loved ones.

As 10,000 people turn 65 each day and access to employer-sponsored pension plans continues, to decline, creation of guaranteed lifetime income is critical. In response, the fixed annuity industry has implemented the guaranteed lifetime withdrawal benefit (GLWB). When added to a fixed indexed annuity, this benefit is designed to provide contractually guaranteed lifetime income (cash flow) as part of the annuity owner's retirement income plan, at a potentially higher payout rate than a traditional annuitization may provide.

How a Withdrawal Benefit Rider Works

A guaranteed lifetime income or withdrawal benefit is typically optional on a fixed or fixed indexed annuity, and added to the annuity contract in the form of a rider. Whereas the underlying annuity has a contract value, the rider has a separate value commonly referred to as the income benefit base or income value.



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Dillard Financial Solutions, can assist in building a detailed plan that fits your needs, before and during retirement. It is our duty to put our clients interest ahead of our own.

The contract value of a fixed or fixed indexed annuity grows through the crediting of interest, either through a declared interest rate, or interest linked to the positive performance of a market index. With a fixed indexed annuity, the owner has a choice of fixed and index-based interest crediting strategies with which to earn interest. For each index-based strategy, the annuity credits interest to the contract value during periods in which the index increases. The more the index increases, generally the higher the interest credit, subject to certain caps, participation rates or other limitations. However, in a period that the index declines, the annuity's contract value is completely protected and suffers no loss whatsoever.

Ultimately, the annuity owner(s) can enjoy more peace of mind knowing that he, she or they may withdraw that amount from the annuity every year for life and pass it down to their beneficiaries.

Four Reasons to Rollover Retirement Accounts to an Annuity

1. You control what happens with the money

A tax-deferred annuity will provide lifetime income for the rest of your life and is not impacted by external factors (employment, life events, expected medical conditions). Some annuities also may provide long-term care assistance through an income rider. There are many different types to fit your needs. All of your options can be discussed with a licensed retirement professional.

2. Work with a retirement professional

With a licensed retirement professional, he/she can analyze your retirement accounts and provide you with expertise and guidance on what to do with your retirement money.

3. Build a Customized Retirement Plan That Fits Your Needs

We here at Dillard Financial Solutions have access to multiple top-rated insurance carriers and annuity products, which you can choose to align with your short-term and long-term retirement goals. Compared to a bank CD, a short-term fixed annuity, multi-year guaranty annuity (MYGA), or fixed indexed annuity (FIA) may earn more interest during a three-to-five-year period. For long-term, carriers have annuity products with stable growth and lifetime guaranteed income designed for planning for unknown expenses, growth of income, and protection.

4. Peace of Mind

Even in the worst financial years, an annuity will protect your retirement funds as you cannot lose your original premium amount in an annuity due to market volatility. Know your money is there when you need it the most!

“To me, retirement means doing what you have fun doing.”

- Dick Van Dyke



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dealing with adversity

Last winter, I received a frantic phone call from my 22 year-old son. “Dad, I was in a car accident...I side-swiped a highway patrol car on the freeway.” You can imagine all the thoughts that ran through my head after hearing those words! As it turned out, it was a multi-car pileup caused by poor visibility. Miraculously, no one was injured. Yes, the car was totaled, but as I told my son “No one was hurt, so ALL IS WELL. The damaged car is only a minor setback in your life.”

Our lives are filled with setbacks and adversity. Car accidents, illness, and even mother nature has likely dealt each of us some adversity. While you cannot prevent adversity from happening, there are ways to minimize the damage so we can bounce back. We buy health insurance in anticipation of doctor or hospital visits. We buy auto insurance in case we are involved in an accident. We even buy homeowners insurance to protect our homes in case of hurricanes or tornadoes. All of these insurance policies are designed to help us survive a major financial setback. Why not insure our retirement accounts as well?

Last March, the Covid-19 pandemic sent the world economies into a tailspin. Our stock market collapsed in a very short time. Those that were heavy into the market may have had some sleepless nights. Fortunately, as of this writing, the markets have rebounded. However, when will the next market collapse occur?

Dillard Financial Solutions can help you secure your financial future in case of sudden adversity! Whether you are in the early stages of retirement planning or you have already retired....Dillard Financial Solutions can help you avoid major financial setbacks and allow you to get a good night's sleep knowing “all is well”.

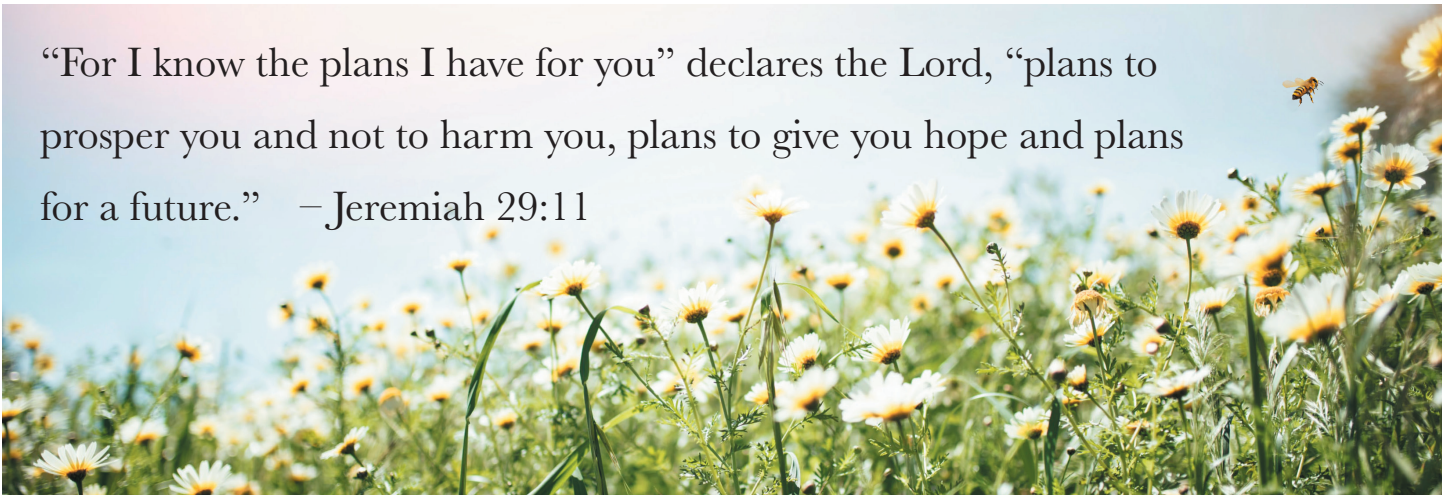


Kerry Zimmerman

Dillard Financial Solutions Inc.
Licensed Federal Benefits Representative



“For I know the plans I have for you” declares the Lord, “plans to prosper you and not to harm you, plans to give you hope and plans for a future.” – Jeremiah 29:11



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Now, more than ever, there's an increased need to know who you can trust in the retirement services field. By choosing an approved member of the National Ethics Association™, you gain the added assurance of knowing that you're working with a consultant 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 proudly featured on their online registry.

Visit www.ethics.net to view our up-to-date member approval status and professional profile.

**Background check includes: Criminal, professional license & civil background verification.*

Visit www.ethics.net for NEA details

2021 CHANGES FOR SOCIAL SECURITY



For 2021, retirees that qualify for Social Security will see a 1.3% cost-of-living adjustment (COLA) with the average retirement payment gaining \$20 per month from 2020. The maximum monthly benefit rose \$137 to \$3,148 for workers at full retirement age (66 years, 2 months for people born in 1955; 67 for those born in 1960 or later).

Even with the cost-of-living adjustment happening, some retirees may see lower increases due to other factors, like receiving benefits before reaching full retirement age and possible Medicare premiums being deducted from their monthly checks. Medicare Part B monthly premiums raised to \$148.50 (A \$3.90 increase in 2021).
Source: annuityalliance.com/articles/2021-changes-social-security/

What is a RoR?

Rate of Return

A rate of return is the net gain or loss of an investment over a specified time period, expressed as a percentage of the initial investment. When calculating the RoR you are determining the percentage change from the beginning of the investment, until the end.

MYTH: I Cannot Have A Fixed Indexed Annuity If I Have A 401K Or An IRA

FACT: Yes you can! Fixed Index Annuities pair well with other retirement plans because they are guaranteed against loss due to market volatility. When you purchase an annuity, you don't have the same contribution limits as you would with a retirement plan through your workplace. Your annuity can provide income payments for the rest of your life - LIFETIME INCOME.

MYTH: Fixed Index Annuities Are Tax Free

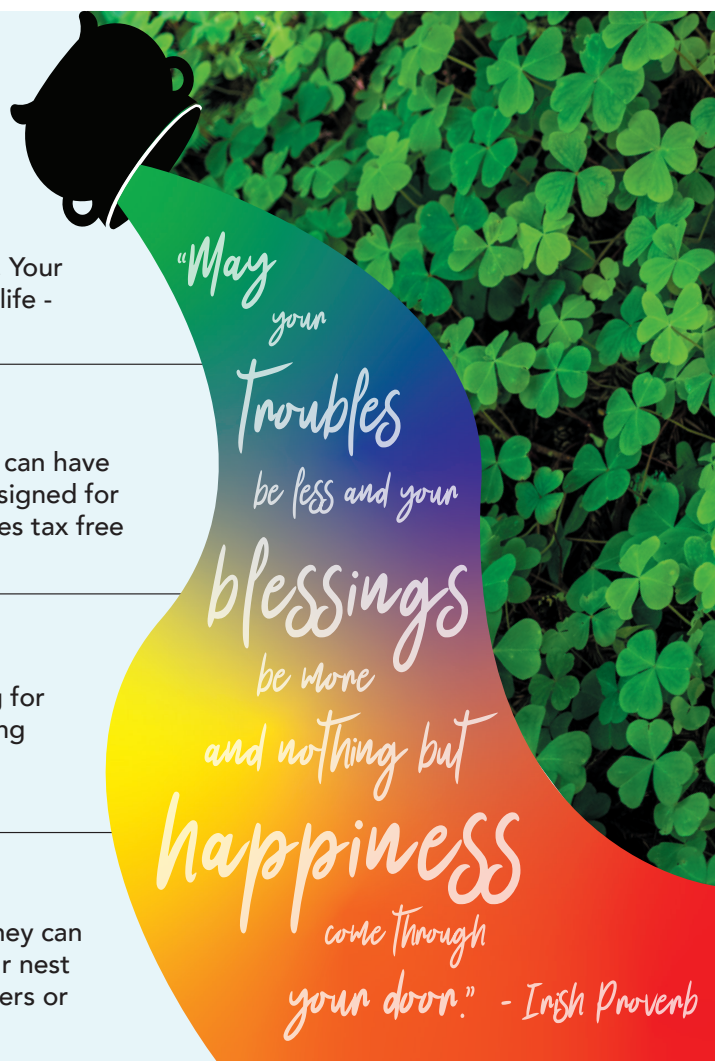
FACT: Yes....And No. The good thing about annuities, you can have them set up as a traditional or Roth IRA. Roth IRA's are designed for folks to pay the taxes on the front end and the annuity goes tax free and withdrawal and interest earned is tax free

MYTH: I Do Not Need An Annuity Until I Retire

FACT: No! Annuities are a great tool to use when planning for retirement. As a result, younger generations are considering these products as part of their overall portfolio, due to its offerings of growth and balance.

MYTH: My Money Is Inaccessible While In An Annuity

FACT: No! Fixed Index Annuities are appealing because they can transform retirement savings into predictable income. Your nest egg is protected from downturns, and many FIAs have riders or provisions to allow some liquidity when you need it most.



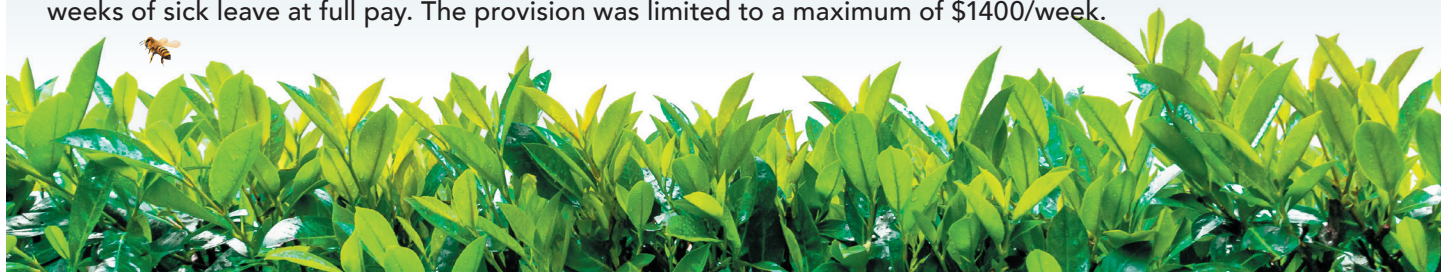
15 Weeks Paid Leave Included In COVID-19 Relief Package

House Democrats last week announced a COVID-19 relief bill that includes up to 15 weeks of paid emergency leave for federal employees experiencing challenges related to the pandemic. The bill would also provide emergency paid leave for postal workers.

Under the proposed legislation, federal employees would be eligible for up to 600 hours of leave when forced to quarantine or ill with COVID, when caring for a child whose school or place of care has been closed or is conducting virtual learning, or when caring for a family member incapable of self-care whose care provider is unavailable due to COVID.

Leave would be available until September 30, 2021 and employees would be required to first use any other paid sick leave when applicable.

In 2020, federal employees — who were experiencing COVID-19 symptoms or were unable to work due to a quarantine order from their health care provider or the government — were eligible for up to two weeks of sick leave at full pay. The provision was limited to a maximum of \$1400/week.



The Meaning Of Easter

Easter is the celebration of the resurrection of Jesus from the tomb on the third day after his crucifixion. Easter is the fulfilled prophecy of the Messiah who would be persecuted, die for our sins, and rise on the third day. (Isaiah 53). Remembering the resurrection of Jesus is a way to renew daily hope that we have victory over sin. According to the New Testament, Easter is three days after the death of Jesus on the cross.

Easter follows a period of fasting called Lent, in which many churches set aside time for repentance and remembrance. Lent begins on Ash Wednesday and ends on Good Friday, the day of Jesus' crucifixion. The 40 day period was established by Pope Gregory 1 using the 40-day pattern of Israel, Moses, Elijah and Jesus' time in the wilderness.

The week leading up to Easter is called The Holy Week, or "Passion Week", and includes Palm Sunday (the day Jesus entered Jerusalem and was celebrated), Maundy Thursday (the "Last Supper" where Jesus met with his disciples to observe Passover), and Good Friday (when Jesus would be crucified).



New Members of the DFS Team



Patty Jaye Garrett Patterson, is a retired Chief of Police for the City of Sumter, South Carolina. She served 32 years in law enforcement and another 7 years in city administration. She holds a Master of Criminal Justice, Bachelor of Arts in Interdisciplinary Studies, and Associate of Arts from the University of South Carolina; and is a graduate of the FBI National Academy, Session 177. Patty shares her hobbies by creating uniquely designed gifts, and show-casing hospitality events and has a flare for home decor. Patty sits on several local and national boards and is well known as a vocal soloist.



Becky Sander, recently retired from the Farm Service Agency with over 40 years of federal service. Her administrative skills and talents will be essential to assisting clients nationally. Becky lives in New Berlin, IL with her husband Joel, both of whom are active in their community. She has been on the Sangamon County Fair Board since November 1992 and was elected as the first woman Vice-President in the fair's history in 2019, currently holding that position.



Kevin Humphrey retired as County Executive Director from the Milam County, Texas FSA Office this past May and has joined Dillard Financial Solutions, Inc. at the beginning of 2021. Kevin spent 34 years with the USDA-Farm Service Agency working across the Great State of Texas. He has a long-standing passion for serving farmers and ranchers and is equally excited to be able to continue to serve USDA employees with their retirement needs and benefits. He has relocated from Cameron, TX to Los Fresnos in the Lower Rio Grande Valley where he and his wife, Robin grew up.



Prior to retiring in 2016, **Dan McClintock** served as a Missouri state Probation/Parole Officer and was later appointed U.S. Probation Officer in St. Louis, MO. In 2005, he joined a team that establish the U.S. Courts National Training Academy for law enforcement in Charleston, SC. Dan and his family enjoy their home on James Island in S.C. His favorite hobbies include boating and trips to the beach with his family.



Cheryl Walker is a graduate of Arkansas State University. She began her career with the USDA in 1985 and has served in numerous positions, from County Office Clerk in Arkansas to County Supervisor in Florida. Then, in 2019, Cheryl retired as a Farm Loan Chief from the MD/DE area. Since moving back to the FL after retirement, she is close to her son and his family. Cheryl is excited to continue her commitment to the American farmers and ranchers in a new role as she assists and educates federal employees on their federal retirement benefits.



For over 20 years, **Brian Benham** has assisted over 6,000 Mid-Western families with tax and retirement planning. Over the second half of his career, he has been focused on serving as an advisor and educator for Federal Employees in the FERS and CSRS benefit plans. In his role as a Federal Retirement System National Instructor, Brian also teaches CPAs, Attorneys, Insurance Agents, and Financial Professionals. The goal is to train individuals on FERS/CSRS complexities to help them better serve their own clients retiring from federal positions.



Wes Daniels comes from working with the NASCOE family for years. He and his beautiful wife, Anne, have two children; a daughter Kalli and a son Will—along with a son-in-law and daughter-in-law, and their first grandchild, Abe. Presently, Wes will not be working with South Carolina Association Members until he retires. (*Wes has not decided on a specific retirement date. Wes has received written permission from the USDA, in order to come aboard now.)

We would like to welcome these smiling faces to the DFS team!



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