



Dillard *Financial Solutions, Inc.*

Safe Retirement Planning

2nd Quarter

Wow! We are already into the second quarter of the year! Easter has just passed and what a glorious time of the year. He arose!

I like this time of the year because everything is blooming and colorful, grass is turning green and growing. I like the color green. I bet you like the color green as well. Green is the color of our money.

Making safe decisions with your green is a must in today's world. We all want to see our money grow. Here at Dillard Financial Solutions Inc, we want to thank all of our clients for making smart decisions to move your money to safety into one or more of the products we offer.

We offer products that are safe, that provide a guaranteed income for life and competitive interest rates. The most important part of Dillard Financial Solutions Inc is our clients. We like to think we build friends.

Enjoy working outside! Planting, gardening, golfing, walking or doing whatever you like to do most. See you soon.

God Bless each and every one of you.



**Steve & Teresa
Dillard**

Steve & Teresa Dillard



Military Member of the Quarter



Colonel Robert Hopkins

Colonel Robert A. Hopkins, Jr., is commander of the 20th Maintenance Group, Shaw Air Force Base, S.C. The group is responsible for ensuring total maintenance support for the 20th Fighter Wing, including maintaining worldwide mobilization capability, providing direct sortie production support to the 20th Operations

Group, guidance on maintenance training and standardization, and management of the wing quality assurance program. In addition, he leads, directs, and manages a 1,825-member workforce organized into four maintenance squadrons, executing a \$61.8 million annual budget in support of aircraft, equipment, and component repair. Colonel Hopkins sets and executes maintenance priorities to sustain, deploy, and redeploy three F-16 fighter squadrons. He also provides oversight for \$346 million in munitions, administers the wing impoundment program for aircraft and equipment. Finally, Colonel Hopkins manages the TF34 regional jet engine repair facility supporting four A-10 wings.

Clients of the Quarter

Jeff & Theresa Diven are the proud owners of Sumter Machine & Precision. Located in Sumter, South Carolina, Sumter Precision specializes in custom and specialty machining in small to medium production runs.

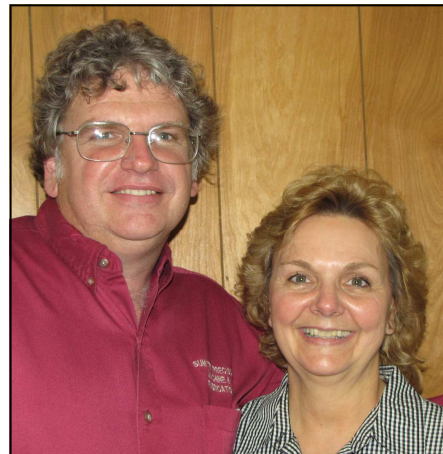
The company is a certified SC Woman Owned Business as well as other memberships or certifications including:

Government Trading Partner, CCR Registered Defense

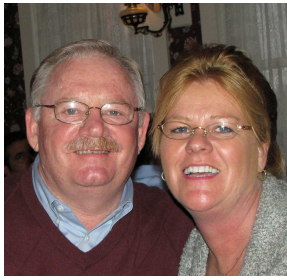
Department and Sumter, SC Chamber of Commerce.

Services include:

- Structural Fabrication
- Welding-MIG/TIG/Stick
- CNC milling and turning
- Equipment rebuilds
- Production tooling
- Replacement OEM parts
- Custom machine building
- Heat treating
- Prototyping & small to medium production



Jeff & Theresa Diven



Why

choose a National Ethics Bureau licensed agent?



The National Ethics Bureau™ (NEB) is a membership organization of financial professionals who have successfully passed a comprehensive series of background checks and have agreed to maintain NEB membership standards. All members are admitted into NEB's online national registry, where consumers can view a member's approval status and professional profile. NEB is not a financial designation, nor does it sell or endorse any financial products.

All NEB members have successfully passed our annual seven-year background checks for criminal, civil and business violations. The background check includes:

Criminal Background Check • Professional License Check

Accredited Designation Check • Civil Background Check

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 Bureau™, 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.

Welcome to our new Administrative Assistants!

My name is Lee and I joined the Dillards in February as their administrative assistant. I am also a graphic artist and enjoy developing and creating marketing materials for the business.

I live here in Dalzell with my husband and we are proud (and busy) parents to five beautiful children. I am happy to be here and a part of your financial success and look forward to meeting you!



Lee Folderman



Toby Horton

Hello, my name is Toby and I am excited to join the team of Dillard Financial Solutions! I'm looking forward to assisting Steve & Teresa as they grow their business and serve their clients.

I come from a diverse background which includes administration, sales and journalism. I am the proud mother of three beautiful and successful daughters. My husband and I are blessed to call Sumter our home and I look forward to meeting and talking with all of you very soon.

What's in your financial future?

Word Find

annuity
 confidence
 future
 investment
 protection
 retirement
 safety
 tax free
 benefit
 financial
 income
 money
 reassurance
 rider
 security

I Y T S A F E T Y N R
 E C N A R U S S A E R
 F E E I X N M R T N L
 U M M E A F F I S T A
 T O T O B L R D E I I
 U N S S C E I E E F C
 R E E N M N I R E E N
 E Y V E Y T I U N N A
 C O N F I D E N C E N
 Y T I R U C E S E B I
 P R O T E C T I O N F

Solution, Page 6

Sudoku

		2			4			8
							9	3
			9	2	5			
						1		4
		3	8		9	5		
6		1						
			2	5	1			
3	4							
2			7			8		

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Are Insurance Companies Really Safe?

Recently, we have all witnessed a dramatic change in the attitudes people have about their money. Investors have begun seeking ways to properly eliminate risk and preserve long-term, guaranteed growth. When people seek safety and protection, they often consider utilizing the services and guarantees of America's insurance industry. For many years, people have considered annuities to be a safe haven for their life savings. The following is a brief outline that reveals some of the reasons annuities and insurance companies are so safe.

Regulation

The US insurance industry is truly one of the tightest regulatory environments in the world. Each state has a Department of Insurance (DOI) regulating insurance activity in their respective state. For example, if you live in South Carolina, your DOI is keeping an eye on the operation and solvency of each insurance company that does business in South Carolina. It is important to keep in mind that the same holds true if that same insurance company is approved to do business in another state. In other words, your DOI is not the only one watching over the insurer. Every state the insurer does business in has another DOI looking over their shoulder as well. This creates a truly remarkable level of oversight to catch potential problems well before they can get out of hand. The following is short list of the key areas under constant supervision.

- **Capital & Surplus Requirements** – Insurers use capital and surplus as a buffer to finance growth and pay for emergencies and other business commitments. Each state specifies a minimum dollar amount for required capital and surplus that each insurer must maintain.

- **Risk Based Capital Ratio (RBC)** – This sophisticated formula allows regulators to evaluate whether the insurer maintains sufficient capital in relation to the relative risk within the insurers operations. Each year, the RBC levels for each company are reported to the National Association of Insurance Commissioners (NAIC) and the state where the insurance company is domiciled. These ratios are then compared to the standards set by the NAIC for monitoring. The NAIC prescribes action based on 6 categories within the levels of performance for the RBC Ratio.

- **Solvency** – Annual Statements are filed with every state where the insurance company is licensed to do business along with a copy sent to the NAIC. This allows for a thorough annual review of overall solvency within the company.

- **Other Ratios and Formulas** – The Insurance Regulatory Information System (IRIS) is a system that has been developed to monitor financial conditions and prevent insolvency within an insurer. There are a total of 12 financial tests performed within the IRIS. The Financial Analysis and Solvency Tracking (FAST) system was created for additional analysis of larger insurers. The FAST system is applied to review the insurance company's financial status every three years. The FAST system reviews both current financial records along with a review of the

company's 5-year history.

Guaranty Associations

As an additional safety net, each state has established a life and health guaranty association, which operates under the supervision of the state insurance commissioner. Insurers are required to participate in a state's guaranty association in order to do business in the state. The association is responsible for funding obligations to policyholders should an insurance company be unable to meet the financial obligation. The members of the association are assessed fees to pay for obligations to customers.

Guaranty funds have specific limitations on the amount they cover. These amounts vary from state to state.

Other Insurance Companies

In order to keep a safe distance from financial challenges, insurance companies work together to create an additional level of safety for policyholders. Many insurers actively pursue reinsurance through other insurance carriers. This further spreads the risk against the potential for a catastrophic financial dilemma to have a substantial impact on any individual company.

Specialization

Today, many insurance companies specialize in a particular line of business. While this may skew their risk into specific types of areas, it can also provide another level of security. For instance, an insurer that focuses almost exclusively in the annuity business is not exposed by large natural disasters or unforeseen health circumstances. A well-managed annuity company can provide tremendous levels of safety and confidence by properly managing the funds in their care through a conservative portfolio of government issued and investment grade bonds.

Time

Insurance companies are built to last. In the United States, for example, you can find insurers that are literally hundreds of years old. This tradition of conservative asset management and well tested formulas for performance put insurance companies in a class by themselves.

Size

Insurance companies today are measured in terms of the *billions of dollars* that they have

under their care. This financial clout allows companies to weather the storms of time and keep the promises they have made to their policyholders.

Ratings Services

Insurance companies are among the most closely monitored business entities in the United States. Most active insurers are scrutinized by ratings services such as Weiss, Standard & Poors, Fitch, and the premier insurance rating company, A.M. Best. Companies like A.M. Best do more than simply make sure the company is meeting the minimum standards for regulatory clearance. Most ratings services are measuring the amount that the insurance company actually **EXCEEDS** the minimum requirements. This additional monitoring level cannot be overstated. Nobody thinks twice when a consumer asks, "What is that insurance company rated?" In fact, most agents don't wait for the question to be asked. They often offer the current company ratings to the client because it is assumed that they expect to receive this type information. Why? Because the insurance industry is safe and measurable to a high degree. Now think carefully; when was the last time you asked, "What is my bank rated?" or how about, "I wonder what the credit rating of my local stock broker is?"



Taxation

The items discussed above are indicative of a truly safe environment for an individual's long-term money. However, there is a risk that is often overlooked; the erosive nature of the personal income tax. Every American that earns interest in non-qualified CDs, checking accounts, money market Account, bonds and other interest bearing vehicles must pay Uncle Sam a percentage of what was earned whether they used this money or not. Insurance products like annuities allow people to determine when, if ever in their lifetime, they are going to pay income taxes on their earned interest. This advantage can dramatically increase the amount of money people have available when they need it most.

Summary

Are insurance companies really safe? Absolutely! Insurance companies that follow the prescribed formulas, practices and traditions mentioned above can achieve a level of financial security for customers that other financial service entities can only dream of.

Happy Birthday from Dillard Financial Solutions!

April 5th	Kathleen Kreipe	May 5th	Tiawana Mayo
April 7th	John Holladay	May 8th	Rebekah Hartness
April 9th	John Rosquist	May 13th	Vicki Smith
April 10th mon	Patricia Solo-	May 16th	Amanda Williamson
April 11th	Donnell Boyd	May 22nd	Kierra Ervin
April 12th	Carol Tyler	May 25th	Samuel Catoe Jr.
April 12th	Stan Lathren	May 31st	Theresa Diven
April 17th	Gerald Smith	June 8th	Judith Bledsoe
April 27th ning	Thomas Can-	June 10th	George Mayo
April 30th	Steven Marvin	June 11th	Frank Grant
May 3rd	Kathy Frost	June 15th	Tonya Mayo
		June 28th	Bobby Baird



*Trust in the Lord with all thine heart; and lean not
unto thine own understanding.*



*In all thy ways acknowledge him,
and he shall direct thy paths.*

~ Proverbs 3:5-6 (KJV)

Word Find

I Y T S A F E T Y N R
E C N A R U S S A E R
F E E I X N M R T N L
U M M E A F F I S T A
T O T O B L R D E I I
U N S S C E I E E F C
R E E N M N I R E E N
E Y V E Y T I U N N A
C O N F I D E N C E N
Y T I R U C E S E B I
P R O T E C T I O N F

**Solutions
from
puzzles
on page 4**

Sudoku

1	9	2	3	7	4	6	5	8
5	7	4	1	8	6	2	9	3
8	3	6	9	2	5	4	1	7
9	8	7	5	6	2	1	3	4
4	2	3	8	1	9	5	7	6
6	5	1	4	3	7	9	8	2
7	6	8	2	5	1	3	4	9
3	4	5	6	9	8	7	2	1
2	1	9	7	4	3	8	6	5

A Confident Financial Future

Upcoming Dates:

April 21, 23 and 28 - 6:30 pm

Ruth's Chris Steakhouse • Columbia, SC

May 19 & 21 - 6:30 pm

Clark's Inn & Restaurant • Santee, SC

June 2, 4 & 9 - 6:30pm

Old Armory Steakhouse • Camden, SC

June 11, 6:30 pm, June 12, 12:00 pm

Sunset Country Club • Sumter, SC

July 14 & 16 - 6:30pm

Mark's Restaurant • Chapin, SC

You and a guest are invited to
attend this educational seminar
regarding your financial future.

Dinner is complimentary.

Call for more details and
to reserve your seat
for this informative seminar!

R.S.V.P. (803) 499-6623





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Safe Retirement Planning

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Guiding Your Money to Safety