



## TERRY HILL & ASSOCIATES

PHONE: 972.966.2020

FAX: 972.317.7637

TERRENCE.HILL@LPL.COM

# News from the Hill

## The Beach, Mountains or a Part-time Job?

As summer approaches our thoughts turn to the great outdoors and all the fun that being outside and free can offer. We begin thinking about vacation destinations and the necessary budget for maximum fun and entertainment.

We have a tendency to think at greater depth about these and other events than we do about our future. We know things change so if we are going to stay up to speed with our dreams we need to re-evaluate our plans periodically.

I know you have read it before (yawn). That is... how you are not ready for retirement. How much you're going to need at retirement and on and on. In fact, we baby boomers hate the "R" word "RETIREMENT!"

I mean we are getting older and most of us think that we probably don't have enough for retirement anyway. Even when we discuss the subject we look at confusing charts about investment performance and information about standard deviation. *Standard what???* And who cares!

But please be patient with me and lets see if we can get to the heart of the matter. Lets talk about an

area of retirement that few of these articles cover. Concerning what I call "**New Age Retirement**." Because I believe that we need to think about a new way to do retirement planning, completely and totally overhaul our retirement approach. For example, when we talk about retirement, does anyone ask us what our dreams are? I mean, what do we want to do after we retire? These are really important questions to answer before we talk about investment performance and the hot investment of the month. These questions about our goals become even more important when you consider the fact that we can expect to live another 25 years or more passed age 65. Because of this it forces us to view the future much differently.

At this point let me give you a quick review. As you know from reading my previous articles it used to be that the company we worked for would look after us from cradle to grave. That is not the case any more since many companies are discontinuing their pension plans and of course there are more job



changes than in the past. But with all this change the way most Financial Consultants approach retirement planning is still based on this traditional career model. Without going into detail about this planning approach lets just say that it assumes that we are going to retire at a set time and it is not going to change and we will all live happily ever after. Nice, but as we acknowledged at the beginning of this article, things change. What about the person who is retired and is looking forward to vacations and golf and all of a sudden decides he is bored? What about the person who has folk art as a hobby and after retirement decides she

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## Good Advice — Thanks to You!

As many of you know our mission is and always has been to be the best service provider we can be. In an effort to ensure we are always responding to the needs of our clients we established a **Client Advisory Board**. This is a group chosen from existing clients that discuss our procedures and services toward making recommendations on



new ideas that will keep us performing at the best level for superior customer service.

how we may improve our existing services. They also help to identify

We want to thank the past and current members of the board for their time, efforts and wonderful ideas.

If you would like to participate on the board give us a call and we will add your name to the list for future positions.

## What are you thinking about . . .

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*"Understanding what motivates and drives us is the key in this re-evaluating and re-engineering process."*

wants to become an expert and begins buying and selling art because of the satisfaction she gets out of it. What about the person who does not want to retire at all and wants to purchase a new business. Get the picture? This all raises some interesting questions does it not?

There is also the psychological factor. For example the traditional household where the husband retires and the wife was a stay at home housewife. All of a sudden the husband and wife are together all the time and they have to get to know each other all over again. Its no wonder that divorces are on the rise now among newly retired couples.

So what can we do to plan in this new age of retirement? It all starts with what Socrates

said in 500 BC. "Know thyself". We need to start a process of re-engineering when it comes to retirement. We need to start thinking outside of the traditional box. It begins by asking ourselves which past and present activities give us passion? What motivates us? Is it people, experiences or action? Understanding what motivates and drives us is the key in this re-engineering process. Unfortunately, conventional wisdom says that when we retire we don't need to fulfill our passions anymore. Nothing could be further from the truth. Next, be sure that the retirement planning tools that you use takes into account your goals, objectives and your dreams instead of focusing on a lot of performance numbers and formulas that you don't understand. If you like to look at some of these tools feel

free to visit my web site or e-mail me. I will be more than happy to discuss the tools and process with you.

Finally, don't get caught up in investment hype. The hottest investment of the month can only get you off track and can never replace a well thought out retirement plan.

Once we begin to understand ourselves and are able to visualize what our retirement really looks like, only then can we begin the process of building a more complete and "New Age" retirement plan.

## Just for Fun!

"The shortest distance between two points is always under construction."

- Noelle Alite

### Man Speaking to God

Man: What is a million years like to you?

God: Like one second.

Man: What is a million dollars like to you?

God: Like one penny.

Man: Can I have a penny?

God: Just a second ...

"You know you're getting old when the candles cost more than the cake."

- Bob Hope

"Build a man a fire, and he'll be warm for a day. Set a man on fire, and he'll be warm for the rest of his life."

- Terry Pratchett

**At a country-club party** a young stockbroker was introduced to an attractive girl. Immediately he began paying her court and flattering her outrageously. The girl liked the young man, but she was taken a bit aback by his fast and ardent pitch. She was amazed when after 30 minutes he seriously

proposed marriage. "Look," she said. "We only met a half hour ago. How can you be so sure? We know nothing about each other." "You're wrong," the young stockbroker declared. "For the past 5 years I've been working in the brokerage firm where your father has his account."

"There are three types of people in this world: Those who can count, and those who can't."

- Seen on a bumper sticker



"As you can see, we beat our projections."

q@hills.com

# Did you know . . . .

An oil painting of an elderly woman by Rembrandt (circa 1640) sold at Sotheby's recently for \$4.3 million. The price was not unusual, but the story behind this particular portrait is.

In authenticating the piece before auction, Sotheby's learned that part of the painting was added after the original work was done. Apparently a brown-fur collar was added around the woman's neck. Art experts be-

lieve that this was done to make the picture more saleable.

Rembrandt earned large commissions for portraits, owned a three-story, canal-front home staffed with servants and amassed thousands of artworks that he bought and sold for profit.

Although Rembrandt was considered to be one of history's master painters, he was not as good with finances as he was with a paintbrush. His prodigious spending ultimately caught up with him. Sadly, in 1656 he went bankrupt, forfeiting his property and paintings over to the Dutch government for auction (source: Bloomberg.com).

Although we all want to live well I often think of a quote I once heard. "True wealth is all the things money can't buy and that death cannot take away."

- Anonymous



The Master Rembrandt

# What's Happening

During our open house in the fall we asked for contributions of toys, t-shirts and stuffed animals for the boys and girls at Scottish Rite Children's Hospital. Many individuals contributed to the cause which brought smiles to the faces of the representatives of the hospital and joy to the many children. Thank You!



The Higa's joined us for the Open House and signed one of the beach ball's that was sent to the troops in Iraq. Bringing a bit of fun and gratitude to that far away place.



## Let's Go to the Movies!

This is the 2nd Annual Studio Movie Grill event. We enjoyed good food, a good movie and great company. This is just a bit of the fun . . .



Russ, Linda and Donna at the buffet



Bill & Anita enjoying a bite



Girls just want to have fun!



Paul & Gloria

Don't Miss Out On the fun! There's more to come!



Sandy, Clint & Michael



Helping Dallas/Fort Worth Investors  
Work Toward Their Financial Dreams

2340 FM 407 - Suite 201  
Highland Village, Texas 75077

TERRY HILL & ASSOCIATES  
Phone: 972.966.2020  
Fax: 972.317.7637

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# Your Greatest Gift to Give Your Family

It takes a lifetime to build an estate, while it can take only a few months for its value to shrink dramatically. Much of your effort can be lost without the proper planning.

After a lifetime spent gathering assets, you have earned the right to decide how these assets will be handed down and that they will be handed down properly. In this article I will describe our special service to help you achieve your family goals in this area. We act as the quarter back of your "**Dream Team**" that also includes your attorney and CPA. We can work with your existing team or help you with recommendations in order to build a team that's right for your needs.

Next we will work with this team of professionals to help you prepare your estate plan.

First, we **determine your needs** for the creation of a will, or a trust and may even utilize other tools to ensure that your assets will pass to the proper beneficiaries, based on your wishes.

We will coordinate with your attorney to **ensure all your assets are properly titled** so that they will be handed down properly and

That any **estate tax liability will be reduced** or eliminated.



**Don't let it  
all get away!**

This service can help you protect the value of your estate so that you can provide for your family, and control your family's future. Call us today to set up a complimentary consultation. There is no extra charge for this client service.