

LANDIS FINANCIAL ADVISORS

INC

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Landis Financial Advisors, Inc.
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Investment & Advisory Services

Investment Advisory Services
Financial Planning
Estate Planning
Retirement Planning
Education Planning
Social Security Planning
Stocks
Bonds
Mutual Funds
Real Estate Investment Trusts
(REITs)

Insurance

Annuities
Life Insurance
Long Term Care
Disability Insurance
Medicare Supplements
Medicare Advantage
Prescription Drug Plans

Securities and Advisory Services offered through
National Planning Corporation (NPC) a registered
investment advisor and an unrelated company.
Member FINRA/SIPC

OUR LICENSED ADVISORS:

ERIC LANDIS, PRESIDENT
Investment Advisor

JILLIAN SNYDER
Financial Advisor

You can find archived
issues of our Newsletter
on our website.

Our Advisors Educate Seniors on Filing Strategies to Maximize Their Social Security Benefits

One of our existing clients was shocked to discover that without Eric's timely advice, they would have potentially missed out on over \$49,000 in Social Security benefits.

Many people just don't realize there are many different filing strategies they can potentially take advantage of to maximize their Social Security benefit payouts.

For example, we recently worked with a married couple who we will call Robert and Mary. Both Robert and Mary mentioned to us they planned to hold off on filing for Social Security benefits until age 70 because they wanted to receive the maximum benefit payment possible based on their own earnings history. Both Robert and Mary were planning to work full-time until age 70, so they did not have a need for the additional income at this time. Therefore, they assumed they would receive a larger overall benefit by waiting and there was no need to file for any benefits at this time. Their assumption was only partially correct. Although they would each maximize their own Social Security benefit payments based on their own earnings history by waiting to file for benefits, they were unaware of a filing strategy that would provide them with additional Social Security income while they each left their own benefits continue to accrue until age 70.

Based on the above scenario, we advised the couple of a filing strategy called File and Suspend. According to the Social Security Administration in SSA

Publication No. 05-10127, ICN 480067, September 2011, "If you are full retirement age, you have the option of applying for retirement benefits and requesting the payments be suspended. That way your spouse can receive a

spouse's benefit and you will continue to earn delayed retirement credits until age 70."

Here is how the File and Suspend strategy worked for Robert and Mary. Step 1. We instructed Robert to file for retirement benefits at full retirement age of 66 and immediately suspend them. Step 2. After Robert filed and suspended his benefits, Mary filed for spousal benefits **only** based on Robert's benefits, which allowed Mary the opportunity to receive over \$49,000 of additional income during the next 4 years (from age 66 until age 70). This \$49,000 is

additional money Robert and Mary would have unknowingly missed out on had they not been to our office for a retirement planning consultation. Step 3. At age 70, Robert and Mary can both file to receive their own benefits based on their own earnings history resulting in maximizing their Social Security income at age 70.

Selecting the right filing strategy based on one's particular set of circumstances can be complex and involves careful consideration of the time value of money, life expectancies, taxation of benefits and receiving the largest pay raises from annual COLA credits. For more details on how you can get the most out of your Social Security benefits, contact our office to schedule a meeting with one of our advisors.



For 25 years, Eric L. Landis has had a passion for helping clients reach their financial goals. He attributes his success to his faith & serving his clients with integrity.

ARE YOU PAYING TOO MUCH FOR YOUR TERM LIFE INSURANCE?

Annual rates - **Guaranteed** not to increase for **20** years...

Face Amount	Age 30	Age 40	Age 50	
\$ 500,000	\$215	\$310	\$675	Female
	\$250	\$415	\$925	Male
\$ 750,000	\$293	\$435	\$983	Female
	\$345	\$593	\$1358	Male
\$1,000,000	\$360	\$550	\$1260	Female
	\$430	\$770	\$1740	Male
\$1,500,000	\$510	\$795	\$1860	Female
	\$615	\$1125	\$2580	Male

*Product: OPTerm 20 through Banner Life Insurance Company

For a more personalized quote based on your specific date of birth, please contact one of our licensed advisors.

WHO NEEDS LIFE INSURANCE ANYWAY?

Let's face it, most people hope they will live a healthy, long life. However, for those families who have to endure the premature death of a loved one, it can be devastating. For a small price, life insurance protects your family from unnecessary hardships that could have been avoided. Whether you have a family to protect, a business buy/sell agreement to fund, or the need to provide liquidity to an estate, life insurance can make the difference between your loved ones struggling or recovering!

*Legal & General America life insurance products are underwritten and issued by Banner Life Insurance Company, Urbana, MD and William Penn Life Insurance Company of New York, Garden City, NY. Banner products are distributed in 49 states and in DC. Banner does not solicit business in NY. OPTerm policy form #ICC12OPTN and state variations. Premiums are guaranteed to stay level for the initial term period and increase annually thereafter. Premiums quoted include a \$60 annual policy fee (already built into the premium shown). Premiums based on Preferred Plus Non-Tobacco underwriting class. Rates as of 04.20.15. 10-, 15-, 20-, & 30-year terms are available. Actual rates will be subject to a full application, paramedical examination and medical underwriting. Two-year contestability and suicide provisions apply. Policy descriptions provided here are not a statement of contract. Please refer to the policy forms for full disclosure of all benefits and limitations. (Compliance #15-256)

HOW MUCH LIFE INSURANCE DO I NEED?

Our advisors will help you determine how much life insurance protection you need to purchase in order to provide for your loved ones.

Expenses to consider...

- Debt Payoff
- Income Replacement
- Children's Education
- End of Life Expense

Evaluate your current coverage...

Can your beneficiary pay off all the expenses they are left with in the event of your premature death, invest the remaining amount conservatively and still have enough money to be secure?

Example from a recent client:

\$1,500,000 death benefit
 - \$200,000 remaining mortgage
 - \$105,000 college education
 - \$ 15,000 funeral expenses
 \$1,180,000 remaining amount
 X .05 conservative interest rate
 \$ 59,000 Annual Amount for Beneficiary's Living Expenses.

Call our office for a free consultation (717) 208-6990



Executive Assistant

Call Robin Berry for all of your Servicing Needs...

- | | |
|--------------------------|----------------------|
| Address Changes | Name Changes |
| Beneficiary Changes | Partial Withdrawals |
| Death Claims | Phone Number Changes |
| General Policy Questions | |

THANK YOU for the trust you have placed in us for yourself & your family/friends. We are continually blessed by referrals.

MEDICARE NEWS FROM THE DESK OF ERIC LANDIS...

Believe it or not, the Medicare Annual Enrollment Period is creeping up on us.

In order for us to comply with Medicare regulations, we will be able to **discuss** specific plan changes with you ON or AFTER October 1st.

Open Enrollment is October 15th—December 7th. We will be glad to **implement** changes to your plan at that time!

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