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NEWSLETTER JULY 2020



THE GIFT OF GRANDPARENTS

MY JUNE 2020 TRIP TO TENNESSEE

My Tennessee Grandparents:

I grew up in Northeast Tennessee in a town called Kingsport. It was a fairly small town, but I really enjoyed living there. I lived about 15 minutes from my mom's parents so I got to see my Tennessee grandparents a few times each month, and it was such a blessing.

I remember many sleepovers with my TN grandma where I would play card games and then I would always get a bowl of delicious ice cream. My grandpa had a shed in the backyard that housed all of his yard tools, and I was always fascinated by what I could find in there.

Being able to go over to my grandparents' home was like a little vacation each time I visited. I lost my grandpa on my 21st birthday in 2013. Although his health had been failing for some time, losing him was so very sad, and I think about him often.

My grandma has been in and out of different independent living/assisted living/nursing home facilities since then. With COVID-19 going on, I knew it would be much different seeing her when I went back home. The good news is that the nursing home where she is right now recently opened up so that residents could come outside and sit at a round table with a glass wall between them and their visitors. We were also required to wear masks but finally getting to sit with my grandma was such a blessing.

It was such a gift to be able to be there with her in person and tell her I love her. Thank the Lord too for technology as she also has a "GrandPad" which is like FaceTime allowing us to talk even when I am six hours away here in Myrtle Beach, SC.

I truly believe that technology is a gift from God because He knew it would be a great way to communicate with our grandparents and the parents/family members that are in nursing homes and places on serious lockdown during the extremely difficult COVID-19 times in which we find ourselves.

My Indiana Grandparents:

Because I grew up in TN, I did not get to see my Indiana grandparents nearly as often as my TN grandparents. My dad's dad passed when I was very young, and I didn't get to know him very well. My main connection with him came through the great stories my dad and family would share about him.

My grandma remarried though, and I felt as if my step-grandpa filled the void beautifully. My Indiana grandparents would typically come down to Tennessee every spring at least once to watch me play a baseball game.

No exaggeration, for six years in a row, I would hit a homerun every single time they came to watch! They were my good luck charm during baseball season, and if they could have attended every game, I know for sure I would have made it to the Big Leagues!

My grandma celebrated her 90th birthday a few weeks ago, and I was able to FaceTime her. Getting to wish her a happy birthday and having the privilege to tell her one last time how much I love her is a memory I will treasure forever. Technology is once again a huge gift from God.

In June, I was able to visit my family in Tennessee and spend some time with my parents. During that trip while we were fly fishing, my dad got a text that my grandma had fallen and her health was failing very quickly. She got to meet Jesus face to face on Sunday, June 14th, and I know I will see her in Heaven one day.

The Gift of Grandparents:

Two of my Grandparents are still here, and the other three are in Heaven. I thought the only reason for Jana's and my trip home was to see my Mom and Dad and my Tennessee Grandma, but God's purpose was so much bigger – as I visited one grandma and said goodbye to another, I appreciated so much the gift of grandparents.

Many of our amazing clients are grandparents and from the perspective of a grandchild, you all are absolutely amazing. I am so thankful for every single day, every conversation, and every thought that I have had associated with my Grandparents. They are all such a blessing to me and have enriched my life so much. I will be forever grateful.

Psalm 103:17 "But from everlasting to everlasting the Lord's love is with those who fear Him, and His righteousness with their children's children."



Indiana Grandma



Me, Jana, my mom, and my dad



Tennessee Grandma



Jana catching a Rainbow Trout



Me catching a much bigger Rainbow Trout



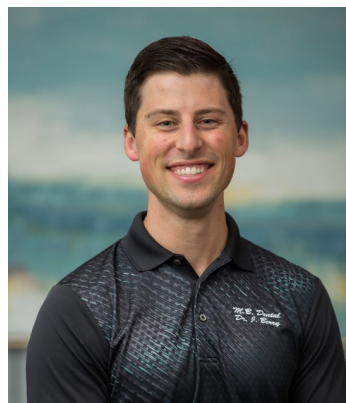
My dad, my mom, Jana, and me riding the Tweetsie Trail

Written by: Reid Mathews

★ H A P P Y ★

4th of July

★ INDEPENDENCE DAY ★



JORDAN BERRY, DMD

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8151 Rourke St. 82nd Parkway
Myrtle Beach, SC 29572

The offices of Berry Financial Group will be closed July 1 through July 6 as we celebrate the 4th of July and our great country with our family.

SAVE THE DATE FOR OUR NEXT CLIENT APPRECIATION EVENT! NOV. 7TH 2020



THE CALVIN GILMORE PRESENTS
THE CHRISTMAS SHOW
OF THE SOUTH

THE CAROLINA OPRY CHRISTMAS SPECIAL



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Tuesday, July 21Ruth's Chris Steak House, Myrtle Beach, SC
Thursday, July 23 Ruth's Chris Steak House, Myrtle Beach, SC
Tuesday, July 28 Ruth's Chris Steak House, Myrtle Beach, SC
Thursday, July 30 Ruth's Chris Steak House, Myrtle Beach, SC

Invitations to the above seminars are distributed by a direct mail marketing firm in Florida. If you receive one, please do not call the RSVP number provided on the invitation.

Clients and their spouses are invited to attend these functions; however, we do ask that you bring someone with you who is at or nearing retirement age and has never heard Richard's presentation.

When registering for one of these seminars, please contact our home office at 1-888-774-6181. By calling us directly, you are assured top priority for seating at these workshops



Dillon Office
306 West Harrison St.
Dillon, SC 29536

Leland Office
2002 S. Baxter Dr.
Leland, NC 28451

Myrtle Beach Office
4226 Mayfair St.
Myrtle Beach, SC 29577

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WHY YOU NEED A MAX FUNDED LIFE INSURANCE POLICY IN YOUR PORTFOLIO



Life insurance is so much more than a monthly premium payment you pay to provide a guarantee that your family will receive a lump sum of money should you pass away during the policy period. With life insurance, you can design a comprehensive plan that can act as an investment vehicle *and* legacy play for your family and future generations.

In this article, we are going to discuss the reasons why you should consider adding a max funded life insurance policy to your retirement portfolio.

1. Taxes

Tax rates were over 90% after WWII and over 70% throughout the 70's. The highest marginal rate is 37% today. With trillions of dollars being thrown into the economy and with debt well into the \$20 trillions of dollars, do you believe tax rates will go up in the future? If so, you need to pay taxes today on the seed (small portion) and create a harvest (big portion) that comes out tax-free in the future. Most people lose their big deductions in retirement which is why taxes alone are typically *higher* in retirement.

With a Max Funded Life Insurance policy, you can set up plans to avoid paying taxes.

2. Liquidity

Access to cash is one of the most important attributes when you look at where you are putting your money. Imagine you are paying extra toward your mortgage (as many people try, and often do); this could be a great strategy, but definitely comes with downfalls. Now imagine, that's all you're doing to increase savings. After a few years of doing this, what happens if you lose your job like we have seen \$20 million people do during the COVID-19 pandemic? You can't run out and get that money from your mortgage.

What if a couple of months later when you continue to fall behind on the mortgage, the bank forecloses on your home? What if that extra savings didn't go into your home but into a Max Funded Life Insurance account that would give you access to continue to fund bills until you can get your job back on track? With a Max Funded Life Insurance policy, you can create liquidity opportunities.

3. Safety

It's very important to have a portion of your portfolio that is safe and secure. The foundation needs to be safe and secure so when events like COVID-19 come along, you will have no short term effect on your financial situation because you know a portion of your money is 100% totally secure giving you peace of mind. How much of your portfolio should you have secure? However much you want! I personally want a ton of my money in safe positions. With the market always volatile, what if you could get some of the market upside with a guarantee you can't lose on the downside?

With a Max Funded Life Insurance policy, you can create a secure place to invest your money.



4. Rate of Return

When saving money, you definitely need to give yourself opportunity to earn more than a bank account. Savings are paying well less than 1% which isn't even close to keeping up with inflation. Even though your bank account is safe, you could say it is losing money due to inflation.

The Max Funded Life Insurance policies will typically earn 4-7% with **tax advantages**. That means you would have to earn over 7-9% to net what the Life Insurance is producing.

The other difference? Compounded Growth. When you grow your money with no loss, you get the benefit of compounding growth. If you earn 50% one year and then lose 75% the next, you wipe out all prior gain, and then lose the time it took to get the gain. Compounded Growth is **key**. With a Max Funded Life Insurance policy you can create a growth opportunities far exceeding a savings account.

5. Death Benefit

This is an added **bonus**. If you have a family, this will be very attractive to you. Due to the TAMRA, DEFRA, and TEFRA tax laws, the **government** is making you have a life insurance benefit attached to the Max Funded Life Insurance to get the **tax free** growth. That's not a bad thing though; that's actually a **great thing** if you love your family. If you live long enough, the **living benefits** of tax-free income, liquidity, safety, and rates of return will benefit **you**, but if you die too soon, the account blossoms for your family.

With a Max Funded Life Insurance policy, your heirs will receive a death benefit. There are no perfect products, but we do believe you can accomplish perfect planning.

Is a Max Funded Life Insurance policy right for you?

Answer these questions and answer YES or NO.

1. Do you think tax rates will go up?

If so, would you rather pay taxes now at low rates and then get money out tax free in the future?

2. Do you want liquidity?

Most retirement plans don't allow you to touch your money before you turn 59.5 years of age without a penalty. That is a long time, and a lot can happen in the meantime that can create a need for liquidity.

3. Do you want safety?

If you want to know a portion of your portfolio has **NO EXPOSURE** to the stock market volatility, real estate market, or any business risk, then you will love the Life Insurance Retirement Plan.

4. Do you want solid rates of return?

If you want the opportunity to earn based on the stock market upside with no downside exposure which will give you sound rates of return to help keep up with inflation, this could be perfect for you.

5. Do you want to protect your family financially?

If you love your family and want to make sure they are taken care of financially if the Good Lord calls you home too early, then Life Insurance is by far the best strategy to do that.

Did you answer YES to any or all five of these questions? If so, schedule a no obligation meeting to learn if this max-funded life insurance plan might be an option for you.

Call 1-888-774-6181, or visit our website to schedule a meeting.