



# Friends Helping Friends Frequently Asked Questions

## ATTENTION!

You have been introduced to me by a mutual friend. This FAQ tool will explain who I am, what I do, and why I wish to introduce myself to you. **Please read this booklet ASAP, as the material covered may help you to gain financially.** Feel free to call the person who introduced you to me.

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Helping People Avoid Financial Blind Spots So They Can Keep More  
of Their Wealth, And Enjoy Financial Freedom Since 1970!



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**Y**ou are receiving this FAQ booklet for the purpose of providing background information on who I am, and my business procedures. You have been introduced to me as someone who fits the profile of people I work with. Out of respect for your time and mine, I want to make sure you have an idea of who I am and how I work. This FAQ booklet will help you understand why you may want to meet me for a short 20 minutes (*that's right, I only need 20 minutes*), and how I may be able to help you.

I am a specialist in several financial planning areas. I have no way of knowing if I can be of help to you since I don't know your current financial situation. In most cases, I am able to help people with my planning strategies. My clients save taxes, create wealth and avoid losing wealth by the use of my strategies. Its been my experience that people think they are fine, but I can tell you in my 40 years of practice I have never found one person who I couldn't help enhance their financial position. In most cases by gigantic leaps.

The FIRST things to understand is just because in the past you purchase a product from a sales person (insurance agent, mutual fund salesman, stock broker), this is not financial planning. It is a part of it but not comprehensive planning.

Much like you have an accountant, insurance agent, broker, banker, and attorney, the odds are great that none of them know what the other has planned for you. In most cases the advisors are not aware of the impact of each of their planning strategies on the other. In some cases, it can be destructive to your financial effectiveness. Many times they are not in sync as to what you want for your family's financial future. In other words, when you purchase a product or update your will, how will that impact your taxes, financial goals, distribution methods, inheritance exposure, and other components of the financial world affect you?

What if you could have a **financial quarterback** who could analyze all of these transactions and turn them into a cohesive planning strategy to maximize what you own and how your family would benefit from them? With this type of planning you would avoid financial pit falls and blind spots that erode your assets and costs you money. This is what we do.

**If you are 60-75 you will be exposed to some of the important planning areas such as:**

- Protecting your assets from the Medicaid system which will allow you to keep only \$1,600 of your asset if you have a long term care issue
- Eliminate Estate and State Estate taxes from your estate

- Avoid excessive probate fees and delay
- Why living trusts can work for you or can be a living nightmare
- Use safe money to avoid running out of money
- Create market returns without risking your money
- Eliminating taxes on your social security
- Learn how to avoid disinherit your grandchildren and children by default
- Learn what rate of return you must earn to avoid running out of money- key to avoiding risk
- Learn to “**learn what you don’t know**”.. more important than what you do know

**If you are 30-60, you will be exposed to the subjects listed above, plus;**

- Learn what you need to make sure your family can stay in their own world if you walk out on life
- Learn how to take your retirement plan and provide **tax free income** before and after retirement
- Learn how to eliminate the taxes from your retirement nest egg
- Learn how to use your retirement funds to *educate your children, purchase investment real estate, pay off your mortgage, or bail out earlier from work*

- Learn how to be **mortgage free** without spending more than you are now while creating a **tax free retirement** account

**\*\* these are only a few areas which I help people with.**

**REMEMBER;**

My purpose of contacting you is to introduce myself to you with the hope that sometime in the future you wish to do planning.

**Q. What distinguishes you from other professional advisors?**

A. In most cases, the product advisor sells you a product without knowing if the product fits in your overall financial planning. In some cases, it could be good, in others, not so good. I, on the other hand do the planning (Blueprint) which gives you the answers as to whether certain products will be of benefit to you. While some advisors sell you a product without giving thought to how it affects your overall planning, I do the planning blueprint, which will help you to evaluate if a particular product is needed or not and if it will affect the other products you have purchased.

**Q. Why should I spend 20 minutes with you?**

A. You were introduced to me by a mutual friend or family member. They have used my services, and felt I could be of help to you, if not now, sometime in the future as things change. They have enough confidence in our relationship to allow me to use them as a reference.

They know that I am polite and respectful of people's opinions and attitudes, even if they don't agree with me. They know I would treat you just like I have treated them. They know I will never embarrass them. **Sending you this FAQ booklet is an indication of how I operate my business, with full disclosure and respect of your time and opinions.** We review with our clients continually, and they are extremely happy with the service I provide. Also, our time together will allow you to learn more about how my planning process will help you financially, and to learn more about what areas you may identify as challenge areas for you and your family. Our 20 minutes will be spent on what you are trying to accomplish. In many ways, the time I spend with you will help you do a **self-evaluation** concerning your financial planning up to this point. It will give you a good idea of what financial areas you feel may need attention and adjustments, if any at all.

**Q. How can you show me this in 20 minutes?**

A. I use a tool which takes about 7-9 minutes to review. This tool will do two things; 1) By the nature of the questions, it will give you a very good idea of the work I do, 2) It will tell you what financial areas you should focus on, and what planning direction you might consider if you feel planning is necessary.

**Q. I already have a financial advisor, do I have to change them? Do I have to move my assets?**

A. **No and No.** Chances are your financial person and I specialize in separate areas. In most cases, I will work with your current advisors. We are planners, not investment advisors. Where you have your money is important, but it should be based on your **overall financial blueprint.**

We do the blueprint. For example, most people don't know the **rate-of-return** they must achieve to avoid running out of money. Knowing this information will help you decide the risks you should take with your money.

**Q. When you say planning, what areas are you talking about?**

A. Tax savings, distribution of assets, Medicaid asset protection, safe money strategies, how to develop tax-free income from your 401 or 403b plan. **Our planning is about helping our clients understand the financial blind spots, which cost you money and delete wealth.** By knowing these financial landmines, you will save money, create more wealth, and enjoy more things in your life with less stress. We accomplish this by educating our clients and implementing good planning strategies that are sound. In my 40 years of planning I have never failed to find one area where our clients could improve on and save money. We work like an architect, and put together a financial blueprint for you to follow. It is your **written financial blueprint, which is updated yearly.** Most people don't have a written financial plan.

**Q. Don't I get this type of planning from my current advisor?**

A. I don't know. My **Financial Viewpoint** tool will help you to identify whether you are up-to-date or not. It will also let you know if you are up-to-date in five different and critical financial areas. I use this tool with all of our clients and it keeps them up to date.

**Q. If I have done planning, why should I see you?**

A. Changes, such as **Estate Tax laws, Income Tax laws, Probate laws, and Medicaid laws, change every few years.** In many cases, planning

you might have completed under one set of laws, may actually be **detrimental** when the laws change, and updating has been neglected. Also, many people do some type of planning; however, many people confuse the purchasing of a financial product, or drafting a will as planning. For example, people who purchase an IRA or 401k feel they have done retirement planning. However, they may not be aware of whether they will have enough money for retirement, how to distribute the plan to the family, how to avoid the large taxes, or how to make a taxable retirement plan, **tax-free**. An example; executing a will is not final estate planning. Since there are **five financial areas of concern** for most people, knowing what strategies to use in each area will save you taxes, costs, and preserve more wealth for your enjoyment. Most product salespeople are not educated in these areas, and if they are, they find it hard to stay up-to-date with them. *Also, I have a patented automatic review system, which all of our clients receive. They are never out-of-date, no matter how many changes are made in the financial area.*

### **Q. What experience do you have?**

A. Forty years of experience in my own practice. For more information, go to my website: [www.necgg.com](http://www.necgg.com)

### **Q. Do you charge fees?**

A. Yes. The charge is determined by the planning project. We guarantee that through our planning you will save more money in your current financial arrangements than what we charge, or our services are free. We put this in writing.

## **Q. Where do we meet if I wish to meet with you?**

A. I will initially meet you for 20 minutes before, during or immediately after work (7:30 am - 5:00 pm). Initially, I can see you at your home, your work, my office, or any other place which would be comfortable to you (coffee shop). **We can also have a MINI CONFERENCE CALL MEETING.**<sup>i</sup> This is very effective if time is a factor. If after we meet and you feel we should work together, I have all my planning meetings in my Guilford, CT office.

## **Q. Do you want my spouse or partner to meet with you initially?**

A. Not necessary for both of you to be there initially, however, your spouse or partner is welcome. At our initial meeting you will not be making any decisions. Any information you need to convey to your spouse or partner will be made available to you. My planning tool (Financial Viewpoint) will give you a good idea within 7-9 minutes if you should even consider doing any planning. If planning is needed and you wish to work with me, future meetings would require your spouse or partner.

## **Q. What if I meet with you and I don't have a need for planning, or don't feel I want to plan at this point?**

A. I would ask you for permission to keep you on a follow-up system so when the timing is better you might consider my firm in your planning. You are in the driver's seat.

## Q. I am in the older age group and have done planning for years. Why should I consider planning now?

A. If you are over 60 years of age, planning areas such as Medicaid confiscation, lack of healthcare directives, estate taxes, risk with money, and running out of money are all critical planning areas. You will want to know how these areas affect your overall plan. Maybe you want a second opinion about your planning options. This is also the most critical part of your financial life as the margin of error is small. I find this is an area where people should really pay attention. One bad year in the stock market can ruin your income stream and force you to run out of money. A long-term illness will wipe out your assets. Considering people are living much longer, this group has more blind spots and landmines to deal with than any other group.

## Q. What if I am between 30-60 years old, what type of planning would be important to me?

A. Estate planning, survivorship benefits, debt reduction, and college funding are key areas of planning. **Tax-Free Income Planning** is a key planning area which will enhance your retirement. The sooner you know about tax-free planning the better off you will be. I can show you how to change your taxable IRA, 401k, and 403b retirement plan from a fully taxable payout plan to a tax-free plan with options to use the account prior to retirement without penalties. (For example: money for college costs, or paying off your mortgage). This group is also not saving enough money for retirement. **Tax-free planning** allows for less money and risk, thus creating more with less.

**Keep doing the same thing... and expecting different results: insanity...***In many ways it doesn't make a lot of sense. Why would you try to earn 10-12% in the stock market, pay all taxes, and risk 100% of your money ... when you can earn 7-9%, take no risk, and eliminate all the taxes forever?*

## **Q. What Is My Purpose of meeting you?**

It would be **presumptuous** of me to assume that planning is a high priority for you right now, or not. I don't know your attitude towards financial planning, because I don't know you. I don't know what you have done in planning, if you care about doing planning, or if you are immersed in planning. **However, you were introduced to me because you fit the profile of the type of person I work with. The person who introduced you to me not only likes you, but knows that you are responsible.** If for no other reason, I would like to meet you so I can show you the work I do, and maybe in the future when planning is a higher priority, you would think of me and my services. There is no obligation, and I will not ask you to make any decisions. The meeting would be just two people who mutually know someone they both like, introducing themselves to each other for the chance to take advantage of an opportunity of the future that will benefit both of us. Win - Win!

My intention is to share with you some of the many planning strategies I have used with my clients for forty years. My strategies are proven, and have been proven efficient and effective over time. My clients have gained from their relationship with me, and I have gained through knowing them.

Maybe more important, people who have gone through the **Financial Viewpoint Tool**, are amazed at what they haven't considered. They usually become excited and eager to learn more about what they didn't know! **Awareness of potential financial problems is 90% of the planning. The solutions are 10%.**

Keep in mind that someone who you like and respect has had enough faith in me, and enough concern for you, to try to put us together. They see the opportunities. I call this, **Friends Helping Friends**.

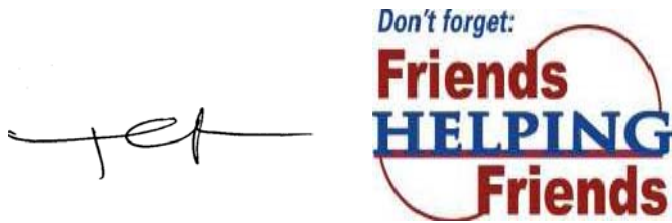
I invite you to call the person who introduced us and ask them about my professionalism, demeanor, respect, and loyalty to my clients. I know what they would tell you. I would only ask that you don't ask them about their personal planning as that is a confidential area.

I look forward to introducing myself to you in the very near future. To learn more about me, I welcome you to my website; [www.necgg.com](http://www.necgg.com). You will find great resources to review and learn more about our firm.

We Can do this over the phone initially, by using the MINI TELECONFERENCE CALL.

If you would like to speak to me about your situation, call my office and ask my staff to arrange a **MINI TELECONFERENCE CALL**. This will allow us to go over some of the areas I feel I can help you. Once a time and date is set, I will call you for the conversation.

Wishing you the best!



Thomas J. Perrone, CLU, President<sup>ii</sup>

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<sup>i</sup> Prearranged phone conference; I call you at a stipulated time to review the Financial Viewpoint tool. Usually lasts 15 minutes.

<sup>ii</sup> FAQ 8

If you have an advisor which you feel has done a good job for you, do you have enough confidence in their work to get a second opinion from another professional?