®

Your Retirement

RETIREMENT PLANNING CONSULTANTS

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A Guide To Your Retirement Planning - Volume II - Number 8

Welcome to Your Retirement, our monthly web-newsletter with information that can help you with your retirement planning efforts. We provide straight-forward, easy to understand, unbiased and candid information. Feel free to use this information and to also pass it along to your friends and associates. You will find previous issues of our newsletter on our website. If you are interested in additional information that can help you, be sure to check out our web site; retirementplanningconsultants.com or contact Robert R. Julian, at rrj1@cornell.edu

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Our New Workshop: Planning - Saving – Investing For Retirement --- A Simple Approach

John Bogle, founder of the Vanguard Group, states that "The all-market index fund and the Standard & Poor's 500 Index Fund are far better ways to invest than searching through a seemingly-endless list of the products of the marketing-driven, asset-gathering machine that today's mutual fund industry has become."

Mark T Hebner, author of *Index Funds: The Twelve Step Program For Active Investors,* directs investors to a more globally diversified portfolio of index funds, including 15,000 stocks and a tilt toward small value stocks from 35 countries.

Bogle lays out what he calls the central fact of investing: "As a group, investors never— never —enjoy the gross return that the markets deliver. That's because at the end of the day, what investors walk away with are net returns after costs."

"Thus, just as gambling in the casino is a zero-sum game before the croupiers rake in their share…and a loser's game thereafter, so beating the stock and bond markets is a zero-sum game before intermediation costs, and a loser's game thereafter," Bogle adds.

Bogle turns to "simple arithmetic" to prove the advantage of investing in passively managed index mutual funds versus actively managed mutual funds. For one thing, over the past 20 years, a simple, low-cost, no-load stock market index fund delivered an annual return of 12.8%, while the market's return was a close 13%. Meanwhile, the average equity mutual fund delivered a return of just 10%.

Bogle indicates that "each $1 invested in the U.S. total market index fund grew to $10.12—the magic of compounding returns —while each $1 in the average

fund grew to just $5.73, not 80% of the market's return, but a shriveled-up 57%—a victim of the tyranny of compounding costs . The magic, alas, is overwhelmed by the tyranny."

In our brand new workshop, we look at and discuss 10 simple, lazy-low-maintenance portfolios that utilize index funds. What is the aim of this approach? It is to produce a portfolio of low-cost mutual funds investing in asset classes that are likely to outperform the S&P 500 Index and many, if not most actively managed mutual funds.

On page (3) of this newsletter, you can take a look at Simple Portfolio #6.

"The perennial gripe against index funds is that they're just average. Would you want to send your kid to an average pediatrician? Or have your transmission overhauled by an average mechanic? What's ironic about index funds, however, is that investors who settle for average market performance will usually end up richer than the investors who stick with portfolio cowboys who aim for shoot-out-the-lights returns." Lynn O'Shaughnessy is the author of "The Retirement Bible" and "The Investing Bible."

Smart Moves To Make: Don't Cash Our Of Your 401(k)?

It's still a problem. According to a study from Hewitt Associates of Lincolnshire, IL, when employees switch jobs, way too many withdraw money from their 401(k) plans to pay down credit card debt or buy automobiles, instead of rolling the funds into another retirement account.

About 45% of workers cash out of their 401(k) plans when they leave a job. And in an advisory, NASD, provider of financial regulatory services, warned consumers that if they cash out of their 401(k) plans, it could have a devastating effect on their finances. NASD pointed out that early cash-outs would cause consumers to get hit with steep state and federal income taxes, plus a 10% early withdrawal penalty that could consume as much as half of the money.

The study showed that 65.8% of younger workers, ages 20 – 29 who left a job took cash distributions in 2004, compared with 48.6% of workers ages 30 to 39 who did so.

Some financial advisers say that the problem is that many workers who have less than $10,000 in their accounts don't consider it a worthwhile investment. Fully 72.5% of workers with less than $10,000 in their 401(k) plans took the cash, according to the research. But only 3.7% of workers whose accounts had $90,000 to $99,999 took the cash.

Hal Schweiger, a certified financial planner with Capital Financial Advisors LLC, states that if you have $5,000 in the plan and get a 10% return on that money after 30 years, it's worth $100,000. To the workers who save and invest, "$100,000 is a chunk of money, but $5,000 doesn't sound like much. Employees look at their accounts, and they don't consider what the account could yield over the long term."

And still another problem with 401(k) participants is that many change jobs frequently and some cash out their accounts each time they switch jobs.

Just what would Confucius, the Chinese philosopher, advise the workers who cash out?

"Money saved and invested in your 401(k) can lead to a good retirement. Money not saved and invested in your 401(k) can lead to no retirement. The choice is yours to make."

"When we say that someone has fallen on bad luck, we relieve that person of any responsibility for what has happened. When we say that someone has had good luck, we deny that person credit for the effort that might have led to the happy outcome. But how can we be sure? Was it fate or choice that decided the outcome." "Against The Gods – The Remarkable Story Of Risk", Peter L. Bernstein, economic consultant to institutional investors

What You Should Know: Investing In Emerging Markets: It's Risky

Back in June I read a letter to a financial columnist from Jim, a 401(k) investor who was selling the shares he had in an emerging-market mutual fund. He said, "I'm pulling out before I lose even more money. I bought this fund when it was hot and as soon as I bought it, it started to cool off. It's the same experience that I had with my funds from 2000 - 2002."

I think there are a lot of Jim's out there who bought into emerging-market mutual funds once they noticed how well they were performing. They were chasing fund performance. And in many cases, they had too much invested in just one sector of their portfolio.

Emerging-markets stocks nearly tripled over the three years through April 2006, making these markets the world's best performers over that period. But these stocks have been mostly in a tailspin since early May.

The Dow Jones World Emerging Markets Index has tumbled 18% over that period, bringing it back to the level at which it started 2006. "Emerging markets have been the darlings of the investment world for a while," says Ajay Kapur, chief global equity strategist at Citigroup Investment Research in New York. But given the current conditions, he adds, "we'd be careful about buying these stocks now."

Many individual investors seem to agree. They have been pulling money out of emerging-markets mutual funds at a rapid pace, after previously rushing to get in. These funds world-wide saw net inflows of $20 billion last year, according to EmergingPortfolio.com Fund Research. But in a four week period (May – June) the funds saw outflows of $13.4 billion -- roughly two-thirds of the new money that went in last year.

The recent steep losses are noteworthy even for the typically volatile emerging markets. Since the rally began three years ago, these stocks have suffered three corrections: one of about 20% in the spring of 2004, and declines in the spring and autumn of 2005 of around 10% each.

Lori Lucas, director of retirement research for Hewitt Associates, states "I think what we're seeing here is, emerging markets are very potent vehicles and require a lot of explanation as to their role. People will use them in an inappropriate way and then dump them when they under-perform" --- Jim pulling out.

"The danger is that new hires look at the fund fact sheets and see how well these funds have done and don't understand that the upside can be matched by a considerable downside," Ms. Lucas said. "The concern is that people will be dazzled."

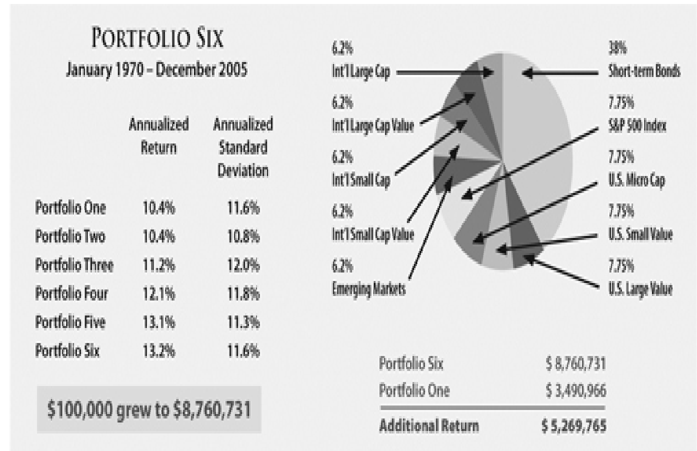
How long will the downside last? Kiplinger's Retirement Report (July 2006) states, "It's likely that most emerging markets will level off for the rest of the year but will recover as commodities bounce back. Developing nation's fortunes are closely linked to the prices of raw materials they export."

Hot investments, whether they were in technology in the late 1990s or in emerging-markets and gold recently, are what they are --- hot one day and a disaster the next. Why? --- because sky high, ever increasing prices can't possibly last. They run on speculation and you are the speculator and not the investor if you hold them.

"If a man is alive, there is always danger that he may die, though the danger must be allowed to be less in proportion as he is dead-and-alive to begin with. A man sits as many risks as he runs." Henry David Thoreau 1817 – 1862, "Walden", *American author, poet and philosopher*

<u>Our New Workshop:</u> **Planning – Saving – Investing For Retirement: Simple Portfolio #6**

In the March 2006 edition of this newsletter, we featured, from Paul Merriman's book, *Live It Up without Outliving Your Money,* Simple Portfolio #1. In April, we featured Portfolio #2 In our May newsletter, we featured Merriman's Simple Portfolio #3. In our June, we featured Portfolio #4. In July, Simple Portfolio #5. Here is Portfolio #6. You will find these portfolios on our web site in previous issues of our newsletter --- retirementplanningconsultants.com.



	Annualized Return	Annualized Standard Deviation
Portfolio One	10.4%	11.6%
Portfolio Two	10.4%	10.8%
Portfolio Three	11.2%	12.0%
Portfolio Four	12.1%	11.8%
Portfolio Five	13.1%	11.3%
Portfolio Six	13.2%	11.6%

In this Merriman's final sample, he reduces the fixed-income part of the portfolio slightly, from 40 percent to 38 percent. He states that this frees up one percentage point for U.S. equity funds and another percentage point for international equity funds.

As you can see, this small change brings the annualized return up to 13.2 percent, making the initial $100,000 investment worth nearly $8.7 million. That is two and a half times as much as the approximately $3.5 million in Portfolio 1.

Merriman states, "Even more interesting to me, this enormous increase in return was achieved with no change in the risk level of Portfolio 1. The standard deviation in both cases was 11.6. While this doesn't technically meet the standard we set earlier for the Ultimate-Buy-and-Hold Strategy, I think most investors would be quite happy to multiply their money by two and a half times without taking any more risk."

He adds "I think the risk of Portfolio 6 is actually considerably lower than that of Portfolio 1. Portfolio 1 gets its growth from 500 stocks. But Portfolios 5 and 6 get their growth from indirect ownership in about 12,000 stocks through mutual funds. That is diversification."

Talk to the people in your benefits – compensation – HR office about this workshop and how it can help you and your fellow employees. Ask them to get in touch with us

so that we can bring this informative program to your work place this summer or fall. We think you, the average investor, can gain a great deal from participating in this workshop.

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"Before costs, investors collectively earn the market's performance. After costs, investors collectively lag behind the market. In fact, investors -- as a group -- will lag behind the market by the extent of their investment costs. That doesn't mean you won't earn market-beating results. To do so, however, not only do you have to outwit your fellow investors, but also you need to overcome the drag from your own investment costs. That's no easy feat -- and very few folks manage it over the long haul." Wall Street Journal columnist Jonathan Clements

Getting To The Nitty-Gritty: When Harvard, Yale and MIT Agree

Let's face it --- in spite of what you hear, read, see, you can't beat the market. So why even try? The best and the brightest on Wall Street try --- but they are guessing too. So, when two Ivy League endowment managers and a Nobel prize winner from MIT agree on something, it must be newsworthy.

Jack R. Meyer, former Harvard Endowment manager and David Swenson, Endowment manager at Yale both endorse the concept of index investing for the average investor.

Meyer, took over the school's $4.7 billion endowment in 1991 and turned it into a $22.6 billion nest egg. What does he have to say about investing? "The investment business is a giant scam. Most people think they can find managers who can outperform, but most people are wrong. (They) should simply have index funds to keep their fees low and their taxes down. No doubt about it."

David Swensen is responsible for more than $14 billion in endowment assets and other investment funds at Yale. In his book, *Unconventional Success : A Fundamental Approach to Personal Investment, he* describes "the colossal failure of the mutual fund industry; resulting from (its) systematic exploitation of individual investors . . . as funds extract enormous sums from investors in exchange for providing a shocking disservice. . . . Excessive management fees take their toll," he added, "and (manager) profits dominate fiduciary responsibility." His conclusion: "invest in low-turnover, passively managed index funds . . . and stay away from profit-driven investment management organizations."

Dr Paul A. Samuelson, MIT, winner of the Nobel Prize in economics in 1970, describes the invention of the first index fund thirty years ago "as equal to the invention of the alphabet and the wheel." He later wrote "Index funds can enable a few million of us savers to become in twenty years the envy of our suburban neighbors—while at the same time we have slept well in these eventful times."

"Damn it! I'm tired of you trying to confuse this girl's mind! This is her big chance and yours too! You know there are stars in Princeton the same way there are in Hollywood Jack. You want out, you want me to cable Harvard or Yale and get Kong another keeper?"

King Kong, the movie, 1976

This Month's Question: Does The Social Security Trust Fund Really Exist

Back when President Bush was pushing his campaign to reform Social Security, he made a trip to the Bureau of Public Debt in Parkersburg, VA, a location where the Bureau stores the Trust Fund in a simple filing cabinet.

Some members of the audience were a bit surprised when he said, "There is no trust fund --- just IOUs." What was surprising is that the President is not the first to suggest that there are some holes in the system.

Back in 1982 – 83, Alan Greenspan chaired a bipartisan commission to improve the future solvency of Social Security. The solution? Workers would pay more into the system than was necessary to pay current benefits. The plan? Build a huge surplus that could be used to pay the retirement benefits to baby boomers. The excess income? It would go into a trust fund. The problem? Three-quarters of the money that's collected in Social Security taxes goes right out the door again in the form of benefits to Social Security recipients. The surplus that isn't needed to pay benefits is loaned to the federal government to pay for other programs.

In return for this loan, the trust fund gets IOUs in the form of special-issue, interest-paying Treasury bonds. However, the interest isn't paid in cash. The Treasury issues the fund additional bonds for the interest amount. Last year, the fund was credited with $80 billion in interest; the total value of the securities is about $1.5 trillion.

The problem, of course, is that the government now owes the trust fund so much money -- and relies on its surplus so heavily -- that real problems will be created when it comes time to cash in those IOUs. Uncle Sam is going to need to raise taxes, cut spending or borrow money from somewhere else. And they will also have to come up with cash to pay the bonds it's already issued --- not a pleasant scenario.

At some point in time, Washington will get its act together and deal with the problem. The problem? Washington didn't deal with this issue when Clinton's Commission on Social Security in 1995 couldn't convince

Congress to do something. A couple of years ago the Bush Commission couldn't convince, etc. ….(sound like a broken record??) And, do you think Congress in 2006 will deal with the problem in a congressional election year? Don't bet the house on it.

"President Bush has started to make plans for what he's going to do after he leaves the White House. He better hurry up because under his plan he sure won't be able to live on Social Security." --Jay Leno

A Retirement Diary: How Good Is "Mad Money" And Jim Cramer

Are you a Jim Cramer fan? A good number of investors, like my friend Mary, gather around the TV to watch Jim Cramer's "Mad Money" on CNBC. Occasionally, I watch the program and I have to admit that Cramer has put some energy into looking at Wall Street. Many watch as he rants and raves about the market each weeknight from his cave like set on CNBC.

I decided to watch the program again after I read a story on InvestmentNews.com which stated, "Red faced and balding, he paces back and forth like a mountain man, throwing chairs and biting the heads off plastic toy bulls." I said to myself, "This I've got to see." Cramer says that his antics are saving financial journalism by making it entertaining. "From 2000 to the current time, the market's done nothing for you, so who wants to watch a business channel? Your have to put on a show to get people to come in."

InvestmentNews tells us that "such theatrics are winning Mr. Cramer a loyal audience and turning the former hedge fund manager into a pop culture icon." "After one year on the air, the program now is the most popular show on CNBC."

Cramer's show runs at 6, 9PM and midnight and averages 459,000 viewers a day. By comparison, Lou Dobbs on CNN attracts about 1.6 million.

InvestmentNews tells us that "the majority seem to be college kids and young male executives who identify with his bravado and take his investment advice seriously." My friend, Mary, retired and a member of an investment club says, "With his help, I've picked some good stocks." Fans like Mary listen and his stock recommendations move the market seconds after he pronounces them on the show.

But some feel that Cramer is "hurting small investors by encouraging them to trade constantly rather than hold positions for the long term." Rick Munarriz, a senior analyst at The Motley Fool says, "He's making too many calls and not educating people enough in terms of how he got there. He has this platform where he could be doing so much more than handing out penny candy to people who really need a full meal when it comes to investing education."

And Cramer has others who are troubled with the stocks he recommends. Just do an internet search and you will find some unhappy investors.

"Investing" should be about "Investing." It shouldn't evolve from listening to a "hot tip" from an "expert" who tells you what you should be buying. Why should you --- would you place your bet on a stock (s) that 459,000 other viewers – investors may also be buying come sunup tomorrow? Investing decisions should be guided by a plan which details what you want to accomplish and how you are going to do it. They should be influenced by more than "a mountain man, throwing chairs and biting the heads off plastic toy bulls."

"So it's not so much that you should buy the rumor, because that's generally a good way to lose a lot of money." "Bulls Make Money, Bears Make Money, Pigs Get Slaughtered", Anthony Gallea

How Can I: Check On A Financial Adviser?

You're thinking of signing on with a financial adviser and you would like to investigate him/her and the firm. How can you move on that? The first thing you should do is to review Form ADV (Advisor Public Disclosure). This form is filed with the state and the SEC (Securities and Exchange Commission. It includes the educational background of the firm's advisers and whether the advisers accept commissions for the products they recommend.

The ADV will also tell you whether an adviser has faced any disciplinary or criminal action. You can find the ADV at www.adviserinfo.sec.gov. Sometimes a firm is too small to have an ADV on file. In that case, ask the firm for this information or you can check with the regulators in your state. You can get the phone number of state regulators from the National American Securities Administrators Association (www.nasaa.org. You can also check with NASD, an association of securities dealers (www.nasd.com) and click "Investor Information."

Sandy The Smart Saver: Who Are You? I Really Want To Know

Hi, I'm Sandy The Smart Saver and I am here once again to give you some tips on Planning-Saving- Investing For Retirement and I am still taking a light- hearted approach and still trying to make the whole saving-investing for retirement process a "fun" event. And of course, I am still not your average squirrel.

The other day I fired up the CD player, turned up the speakers and listened to one of my favorite Who tunes….you know, the one where Roger Daltrey swings out "Who are you—I really want to know." And, I immediately thought of my mutual funds and my friend, Professor of Economics at Princeton, Burton Malkiel. Strange indeed, but bear with me.

I want to know if you are the mutual fund guy that says "helping you to build your retirement dreams" in your TV commercial. Or, are you the mutual fund guy who can eat up about 2 - 3% of my fund every year in fees and expenses. Or, are you the same person? Because, if you are, I believe you have a "conflict of interest." I really want to know.

My old friend Burton Malkiel, Professor of Economics at Princeton, once told me that in horse racing, the horse carrying the lightest jockey has a substantial advantage. And, he says, the situation is no different over the long run in the investment race.

I asked Burt how and he said, "Let me give you an example. Suppose you invest $1,000 for forty years in a low-expense mutual fund returning 8 percent after all its costs. In forty years, your $1,000 will have grown to $21,725. I said to Burt, "That's not too shabby."

Burt replied, "But, it gets worse. Just imagine that you invest in a fund holding the same assets, but that annual expenses were an extra 2 percentage points per year, so that the net return to you was only 6 percent. In this case, your $1,000 would grow in forty years to only $10,286. I said to Burt, "That knocks off 50% of the return -- it cuts it in half."

"Right again Sandy. Over time, the costs you pay to your fund management company will make a dramatic difference in the size of your retirement nest egg. Every extra dollar of expense you pay is skimmed from your investment and that money is lost forever. They will never be able to compound and grow over time. Over the long run, sales charges, loads, and higher expenses inevitably drag down your returns. And never buy a mutual fund with a load even if your broker tells you there is no commission."

"Sandy, the financial markets today are like gambling casinos, but unlike a casino, the odds are in your favor. What you need to ensure is that the casino's 'take' (the cost of playing the game) is as small as possible. Keep expenses to a minimum and thus keep investment returns in your pocket rather than in the pockets of the croupiers. Watch out for the fees and make sure that you pay yourself and not the Piper."

I said, "Thanks Burt--- and by the way, I really love your book the *Random Walk Guide to Investing --- Ten Rules For Financial Success*." Burt replied, "Thanks for the plug Sandy and be sure to say hello to Mom for me."

So, Mr. Mutual Fund Guy, who are you --- the guy that is " helping me to build my retirement dreams" or are you the guy who is skimming from my retirement nest egg. I really want to know.

Sandy Cartoon:

Camille to Husband Sandy: I just came from the strangest marriage.

Sandy: What happened?

Camille: Well, the Reverend said, "We are gathered today to witness the joining of two lives in marriage. May this union be strong enough to endure."

Sandy: And…..

Camille: At that point, the husband and wife both said, "Past performance is no guarantee of future success.".

Sandy: That is strange!!!!!

Quick Take #1: The Future of Tomorrow's Retirees

Back in May, PBS Frontline ran a documentary ---- "Can You Afford To Retire." Some viewed the program as a touch of reality. Some thought it was a bit "sensational." It detailed the latest news on the traditional defined benefit pension and included the termination of the United Airlines plan. It also spotlighted some workers who are not doing well with their 401(k) plan and some who found it necessary to go back to work after retiring.

What the program did was to call attention to the tenuous financial future awaiting tomorrow's retirees --- the baby boomer generation that some feel is headed for a shock as they move into retirement --- many of them will be long on life expectancy but short on savings. PlanSponsor.com News said the program was an "eye opener."

There may be questions about whether we are looking at a crisis but it certainly is a problem given the lack of preparation on the part of many of today's workers ---- to few participating in their employer's 401(k), inadequate nest eggs that can finance a retirement, inadequate education of employees on investing, and so many of the other shortcomings that we have detailed in this newsletter.

Plan Sponsor states that if we are going to solve the problem before it is a crisis, we need to acknowledge that today's work no longer supports the defined benefit pension plan that many of our parents and other older workers received from their employer.

Dallas Salisbury, President of the nonpartisan Employee Benefits Research Institute, states, “The Frontline program could cause people to wake up to the need to get moving on planning, budgeting, saving, avoiding debt, getting financial education ant taking control of their lives so that they do not have to work forever. The Frontline program was a wake-up call to assure that this is not the end of retirement.” Professor Teresa Ghilarducci of Notre Dame University does not agree. “We’re shifting from lifetime pensions to lifetime work. It’s the end of retirement,”

In the 1970s, we heard that retirees would rely on a three-legged stool ---- Social Security, a defined benefit pension plan and savings-investments. In the next few years, the boomers start moving into their retirement years and they will be relying on a wobbly piece of furniture where some of the three legs are weak, broken or have fallen off.

Your retirement may be equal to, better than or perhaps, not as financially feasible as your parents. Time will tell. In the meantime, Plan Sponsor states that the PBS Frontline documentary has provided “a heightened awareness by people – all of us, about the seriousness of the issue.”

“I advise you to go on living solely to enrage those who are paying your annuities. It is the only pleasure I have left.” Voltaire, 1694 – 1778, French philosopher and writer

Quick Take #2: Enough Or Too Many Funds In Your 401 (k) – And How About The Fees?

According to the Profit Sharing Council (PSCA), a 50 year old nonprofit organization that promotes 401k and profit sharing plans to increase retirement savings, there are an average of 18 funds in 401(k)s. PSCA states that may be too many choices. Researchers have found that when participants have more choices, that can lead to poor investing, inadequate saving and a lack of preparation for retirement.

Then, there is the problem of the costs involved. Researchers have also found that most employees don’t know how much their 401(k) is costing them. The problem, as detailed by John Wasik, a columnist for Bloomberg.com, “Employers negotiate deals with record keepers, fund vendors and brokers. Many of these costs are passed along -- which diminishes your retirement fund -- but there's little plain- English disclosure of how much each employee is paying.”

How about you? Are you paying broker commissions, wrap fees, 12(b)1 charges and excessive fund-management expenses? Wasik states, “If you're paying more than 1 percent per fund, you are being overcharged. You can buy index mutual funds outside of your 401(k) for 0.2 percent or less in annual expenses. Will your employer give you the same deal? They should. Most don't, though.”

It’s your retirement and your 401(k) is the vehicle that can help you to build a nest egg to finance it. Maybe it’s about time that you and your fellow employees talk to the people in your HR-Benefits office about fees and expenses. For starters, you could ask the question Wasik asks.

Stock Market – Wall Street - Investment Humor

Father reading to Child: Once upon a time there was an internet service provider with only one product in a very competitive market. It got really, really big, bought an established media company and then got small again --- losing billons of dollars in the process.

Child: C’mon daddy, you said you wouldn’t read me a fairy tale at bed time.

Quotable Quotes

- *"Spending extra money on actively managed funds in the hope of finding a winner is like finding a needle in a hay stack." Burton Malkiel, Professor of Economics, Princeton University*
- *"A generation of men is like a generation of leaves; the wind scatters some leaves upon the ground, while others the burgeoning wood brings forth - and the season of spring comes on. So of men one generation springs forth and another ceases." Homer 800BC – 700BC Greek epic poet, The Iliad,*
- *"Do not put such unlimited power into the hands of the husbands. Remember all men would be tyrants if they could." Abigail Adams 1744 – 1818, wife of the 2nd US president, John Adams, and the mother of the 6th US president, John Quincy Adams*
- *"Best investment advice I ever got is 2,500 years old, came from the Awakened One, Buddha. He warned his disciples, and all of us investors down through the ages, with this psychological tidbit of financial wisdom." "Believe nothing, no matter where you read it or who has said it, not even if I have said it, unless it agrees with your own reason and your own common sense." Paul Farrell, CBS MarketWatch.com quoting Buddha*
- *"Truth is always exciting. Speak it, then; life is dull without it." Pearl S. Buck 1892 – 1973, US novelist in China*
- "*Academics have essentially proved that active fund management for the fund customer is a loser's game. The vast majority of active funds under perform passive benchmarks. So, the vast majority of customers of active funds pay billions of dollars in exchange for, at best, nothing." Henry Blodgett, former securities analysts turned financial journalist.*

For additional information or if you have any questions, contact, Robert R. Julian, Retirement Planning Consultants, 313 Blackstone Avenue, Ithaca, New York 14850, (607) 255-4405, email: rrj1cornell.edu. Visit our website at retirementplanningconsultants.com Retirement Planning Consultants provides a number of resources designed to help individuals make informed decisions on planning – saving – investing for retirement. We offer unbiased and easy-to-understand information from an impartial outside source. We've been doing that for almost 30 years. Our "Planning – Saving – Investing For Retirement" workshops have helped thousands of individuals.

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