

THE MILLIONAIRE NEXT DOOR OR HOW TO MOVE-IN WITH THEM ASAP!

Mark H. Kreditor, MPM

Past President 1997-1998

2015 NARPM National Convention

Atlanta, Georgia



SIMPLE DISCLOSURES ABOUT ME...

- I am NOT licensed to give investment advice
- I will NOT give specific company names
- My parents/grandparents were NOT wealthy and taught me through the school of “hard knocks” and “if it isn’t broken don’t fix/replace it.” They saved as if the Cossacks were coming.
- I do NOT own any rental property (just notes)
- I look at most things as worst case (see above)
- My hobby is raising money for charity and hearing from prospective donors.....

“I do NOT have any money”

DO YOU STILL HAVE YOURS?



GOALS OF THIS PRESENTATION

- To make you think about your money in a more strategic, planned manner-it's a pie
- To make every one of you feel much less rich than you may “think” you are-cut the pie up
- To make “awareness and audit” a required regular component of your family’s financial planning process
- To realize that “real estate equity” is often not easily liquid and does not offer compounding



GLASS HALF EMPTY OR HALF FULL?



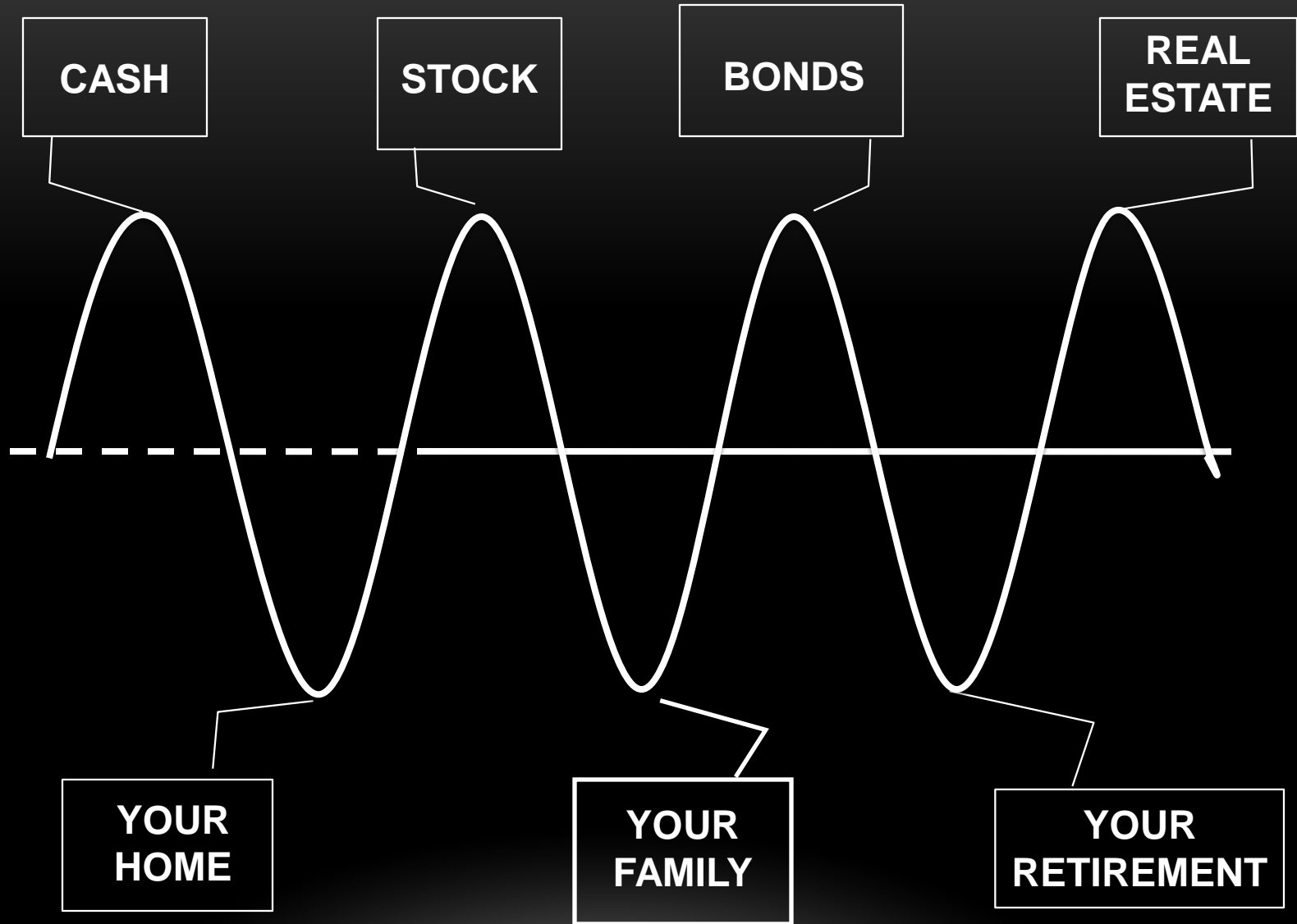
What's your answer on financial issues?

2015 FACTS OF LIFE FOR THE 66 MILLION BABY BOOMERS (1946-1964)

- 80% have debt, 47% still have a mortgage
- 41% have credit card debt (often at the highest interest rate)
- 35% have car loans (I know, you lease for “tax” reasons)
- Median amount of debt = \$70,102
- 13% STILL have student loans-what about their kid’s college
- 21% have medical bills to pay
- 23% have loans at banks
- Clearly many Boomers are in deep trouble with little or no ability to help their children or grandchildren. The thought of ever retiring is out of the question. How did we get in this situation and how do we get out? How can we better prepare future generations who rarely if ever earn a PENSION?

FACTS OF LIFE FOR ALL OF US..

- American lose \$17 Billion/year on bad advice
 - 66% of us cannot stick to a “budget”
 - 53% of parents would rather use savings to prevent their children from taking on loans
 - There are too many things we “have to have”
 - Millenials (1981-1997) have negative savings
 - We all must cut spending, invest wisely, save \$
 - Health care costs and longevity will be far more expensive than most of us imagine
-



CASH

STOCK

BONDS

**REAL
ESTATE**

**YOUR
HOME**

**YOUR
FAMILY**

**YOUR
RETIREMENT**

WHAT IS RETIREMENT PLANNING?

- Determining an accurate annual amount of money needed to live out the rest of your life
- Agreeing on a conservative rate of withdrawal
- Applying the late Steven Covey's #2 "habit"
- Having an updated will with medical directive
- Remembering your favorite charities-gift IRA's
- Understanding tax brackets when you decide to withdraw "taxable" retirement funds
- Always considering the worst case scenario and remember your first loss is your best loss

THIS IS OUR RETIREMENT PLAN.



HOW ABOUT SAVING MORE?

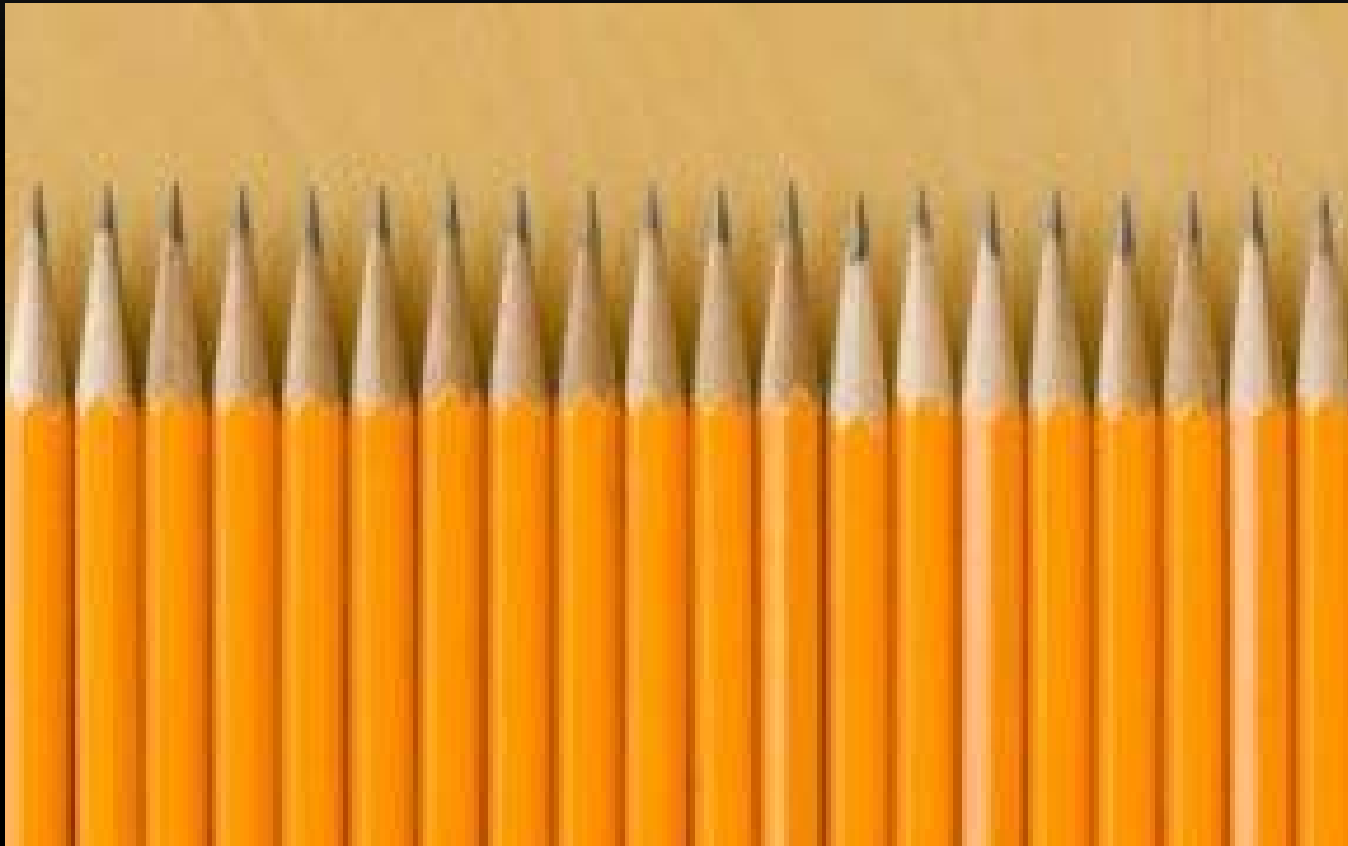
- Since 1982 college has gone up 439%
- 71% of students forego their dream school
- 60% choose public vs. private \$65K:\$30K
- Medical costs are up 251%
- 401K average balance is \$72,383, Americans are \$4.1 trillion short on what's needed
- 78% can't cover 6 months of expenses, 3 in 10 Americans have NO emergency savings
- Household debt is 107% of income
- 43% of Millennials (1981-1997) say they will rely on "loved ones" to help when they retire and 40% currently receive help from parents



ACTION PLAN TO A BETTER PLAN

- Have a regular quarterly meeting to review where you are-“financial date night”
- Do not be afraid to hire an advisor/manager
- Diversify and adjust as you age or get scared
- Take a class or attend a seminar on improving and understanding money and investments
- Try to keep your investments simple (couch potato) so you understand how you’re doing
- Get informed by reading and watching television programs about investing
- Never pay retail again for anything and IKEA is: “Impossible for Kreditor to Ever Assemble”

**YOU DON'T HAVE TO BE THE
SHARPEST PENCIL IN THE BOX**



Just be the person that uses the people in the box...

**THANK YOU AND STOP
SPENDING ALL YOUR MONEY!!**

