



Brought to you by Mark L. Deaton, FICF

KNIGHTS OF COLUMBUS Financial Beacon

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A MESSAGE from your agent

Dear Brother Knight:

An exciting initiative called *Monthly Challenge from the Supreme Chaplain* has begun. This is part of *Building the Domestic Church*—believing that how you live your faith in your councils, families, parishes and community has a ripple effect that changes the world.

It is the family and council who prays together, goes to Mass weekly, frequents the Sacrament of Confession and (because they realize they are powerless without God), deliberately avoids that which pollutes their minds and hearts.

It is the imperfect, humble and joy-filled family and council that rarely preaches the faith because they are too busy living it.

Each Monthly Challenge is presented on the Knights of Columbus website:

1. Archbishop Lori chooses a line or two from scripture (in the upcoming month) from one of the readings at Sunday Mass.
2. There is a brief reflection on the reading from the Archbishop;
3. The Archbishop gives you a challenge or two to live for the upcoming month;
4. The next month, the council reconvenes and shares what it was like living the challenge;

I invite you to go to KofC.org to find this month's challenge, and join me in making this a sharing and building activity for you, your council, family, parish and community.

Fraternally yours,

Mark Deaton

Protect your assets and legacy with Survivorship Universal Life insurance

Survivorship Universal Life (SUL) insurance is designed to provide a benefit to your heirs or other beneficiary when both you and your spouse have passed, which is likely when your estate will need to be settled.

Affordable alternative to conventional life insurance

Since SUL insurance covers both you and your spouse, and pays the death benefit upon the passing of the second spouse, it typically will cost less than two separate policies with combined face value equal to one shared policy.

Funds for the guardian(s) of your children

In the unlikely event you and your spouse should both die while raising your family, SUL insurance would provide funds for the guardian(s) of your minor children.

If you have a special needs child, SUL insurance can help to fund continued care throughout their life.

Family business succession

If you and your spouse have built a family business, or you have run a family business you inherited, SUL insurance provides a cash benefit that can be used to pay estate taxes assessed on the value of your business and other assets.

Beyond that, the cash benefit may also be used to make an equitable distribution between your heirs who carry on the business and those who are not involved.

Multi-generational estate planning

You may have helped, or wish you could have helped, your children with college expenses or other career-boosting financing. With SUL insurance, you can provide a cash benefit to help future generations with such costs.

A vehicle for charitable giving

In the bustle of life and raising a family, you may not have the means to give to your favorite causes at the level you would like. But, with SUL



insurance you and your spouse can name a charity or your church as the beneficiary, creating a lasting legacy after you pass.

Cash protected from creditors

Like other life insurance, the death benefit from SUL insurance is normally protected from creditors. If you have a complex situation upon your death, the SUL cash benefit is likely considered outside the value of your estate and will not be vulnerable to the demands of creditors for payment from your estate settlement.

A tax advantaged benefit to your heirs

The death benefit from a Knights of Columbus SUL insurance policy typically passes to your heirs tax-free.

Lapse protection rider

The lapse protection rider is unique to the Survivorship Universal Life product in that it provides an additional guarantee ensuring that the policy will not lapse as long as this rider remains in force.

If you and your spouse wish to provide a cash benefit for your heirs or create a legacy with a charitable organization, SUL is an affordable alternative to conventional life insurance.

I welcome the opportunity to help you structure your SUL policy to help meet your legacy goals. ♦

This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for tax, legal or accounting advice. You should consult with your own qualified tax, legal and accounting advisors before engaging in any transaction.

Millennials have their own view of work and retirement

Millennials (those born from 1980-1994, approximately) have distinct expectations, but not without anxiety about their ability to thrive in today's workplace.

According to the Deloitte 2018 survey, "the millennial generation is feeling uneasy about the future. The growth of Industry 4.0 technologies has altered the nature of work."¹

What is Industry 4.0?

We're in the midst of a significant transformation regarding the way we produce products thanks to the digitization of manufacturing. This transition is so compelling that it is being called Industry 4.0 to represent the fourth revolution that has occurred in manufacturing.²

Millennials in the workplace

While the digitization of life is almost second nature to millennials, as a group they do not report confidence that they are prepared to convert their experience into well-paying, fulfilling careers.

In a fragmenting social and political environment, with Industry 4.0 driving profound changes, many millennials are exhibiting a marked desire for reassurance. They feel pessimistic about the prospects for political and social

progress, along with concerns about safety, social equality and environmental sustainability.¹

Millennials comprise the majority of the workforce today—and their definition of career success is much different than the generation that preceded them. In fact, it's just the opposite. Millennials don't perceive longevity in a career as a badge of success. Instead, a short resumé is often viewed as a badge of complacency, signifying a lack of drive or inspiration.³

Debt, saving, and home ownership

Millennials may have worse employment rates, more student debt, and be less likely to own a home than previous generations at the same age, but more than half expect to eventually become millionaires, according to research.⁴

However, despite their optimism, 24 percent said they didn't expect to own a home, and two in ten said they feared they would never be able to settle their student loan debt.⁴

Like any generation, millennials are not all approaching life, family and career in the same way, but there are some interesting trends. "Millennials are really good at saving money—especially if they have kids.

In fact, millennial parents are on track to be richer in retirement than the typical Gen-Xer or baby boomer with kids."⁵



Life insurance and retirement

According to an industry survey, 44% of millennials overestimate the cost of life insurance for a healthy 30-year-old by five times.⁶ Notably, 75% of millennial parents don't have life insurance.⁷ In the same survey, 28 percent of participants said they don't expect to retire at all.⁶

Every generation faces challenges, and it can seem impossible to navigate all the demands. As millennials age, like generations before them, they will find their way, but likely in a *new way*. ♦

¹ <https://www2.deloitte.com/global/en/pages/about-deloitte/articles/millennialsurvey.html>

² <https://www.forbes.com/sites/bernard-marr/2018/09/02/what-is-industry-4-0-heres-a-super-easy-explanation-for-anyone/>

³ <https://www.glassdoor.com/employers/blog/employee-retention-age-millennials/>

⁴ <https://www.newsweek.com/millennials-expect-be-millionaires-who-retire-50s-survey-shows-974922>

⁵ <https://www.businessinsider.com/millennials-saving-twice-as-much-as-baby-boomers-2017-10>


⁶ <https://lifehappens.org/blog/2018-barometer-study/>


⁷ <https://www.thestreet.com/story/14464098/1/five-reasons-millennials-are-bypassing-life-insurance.html>


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Family benefits & services

Knights of Columbus consistently ranks at the top of the industry in financial stability and ethics. Please call to discuss these services:

- Financial needs analysis
- Life insurance
- Tax deferred fixed-rate annuities
- Long-term care insurance
- Disability income insurance
- Retirement account rollovers
- Estate preservation
- Scholarships
- Family fraternal benefits

Contact me today for information on long-term care insurance



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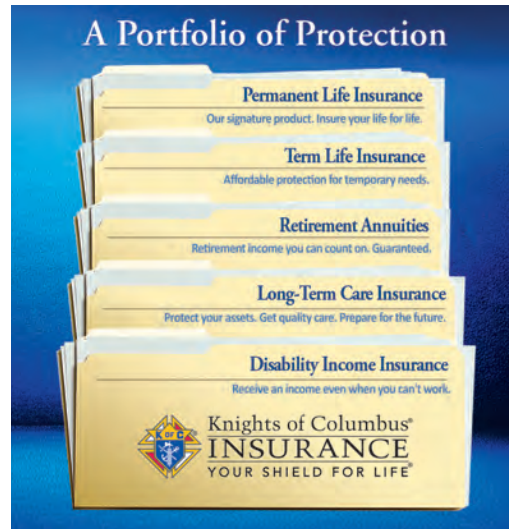


The document your family will be glad you left behind

In one place, you can assemble all the information your family would need to take care of basic financial matters in your absence. Your complimentary Knights of Columbus Personal Planning Workbook helps you compile details about key contacts (attorneys, insurance agents, etc.), financial accounts, bills, passwords, the location of important documents, and more.



Contact me today for your complimentary Workbook.



Contact me today for information on long-term care insurance

Long-term care and the cost to families



With the constant improvement of medical care, people are living longer and better; as a result, there is currently more than a 50 percent chance you will need some long-term care in your lifetime. Planning for a long retirement should include a plan for long-term care.

Typically, the younger and healthier you are when putting a long-term care insurance policy in place the less expensive it is. Another thing to consider when evaluating long-term care coverage is that over a third of those

using long-term care services are under age 65, according to the US Department of Health and Social Services.¹

The physical and emotional costs

There can be both a physical and emotional strain on a family caring for a family member. More often than not, families try to personally provide the care a loved one needs.

An individual facing the need for long-term care usually hopes to remain at home, and families try to manage the care themselves. This often works well and lovingly for most situations; but when the time comes that needs become too demanding, even dangerous, a family has to evaluate the choices available for assistance from professional caregivers and outside services.

The financial costs of care options

There is also a financial cost to the family providing home care for a family member. Lost income for the

caregiver(s) and out-of-pocket expenses for things needed not covered by health care insurance can combine to put a financial strain on a family at an already challenging time.

Statistically, life expectancy is lessened as much as 50-75 percent when an individual moves from home care to traditional nursing home care.² In response to this reality, many services have emerged to help people stay at home longer, but of course, at a cost.

Comprehensive long-term care insurance can help with the cost of assistance

Knights of Columbus comprehensive long-term care insurance is designed to not only help with the cost of nursing home care, but also provides benefits for care in the comfort of your own home.

We can work together to structure a long-term care plan for you, which will be there to help both you and loving family members. ♦

¹ <https://longtermcare.acl.gov/the-basics/>

² <http://www.lifecarefunding.com/white-papers/moving-into-long-term-care-facility/>