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Be Sure To Check Out Tim's New Book!

Our very own Tim Maurer has teamed with international bestselling author Jim Stovall (The Ultimate Gift) to author *The Financial Crossroads: The Intersection of MONEY and LIFE*.

The book is due in bookstores late January 2010! Learn more about the book by visiting www.TheFinancialCrossroads.com or simply click the the book cover!

FEATURE ARTICLE

You Corporation

By Drew Tignanelli, CPA, CFP®

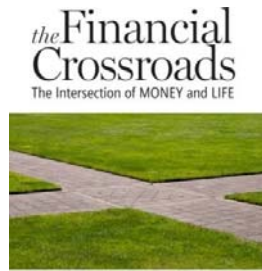
I am often asked for investment advice, which I rarely provide for two reasons. First, it creates competition for the investments I am making for clients, which could make an investment more expensive. Second, buying an investment is easy, but selling an investment takes true talent. I've seen some people make brilliant buy decisions that have compounded wealth, but they continued holding the investments only to see losses. I've also seen people buy and sell so quickly that the stock never has a chance to go up while others hold a non-performing stock for years. Buying is easy, but selling and holding takes talent.

I will now break this unwritten rule and make an investment recommendation. I strongly recommend you make a substantial investment in "You Corporation". That's a creative way of saying, "invest in the research and development of you." Make a commitment every couple of years to learn a skill or trade that makes you invaluable in the marketplace. I do this quite regularly with my own talents and in our business. Here are some examples:

- Over the past year we launched two new services - S.E.N.I.O.R. Connect and FiduciaryOne. These are new initiatives we developed to serve the unique needs of our clients. By offering these services we are not only helping clients address serious issues, but we are keeping The Consulate relevant in the lives on clients.
- Four year ago we began offering sophisticated, complex estate planning services. I was personally lacking in this important aspect of personal finance in the 80's and 90's. But in 2000 I dedicated myself to increasing my knowledge of estate planning through a wide array of educational opportunities. By 2005, The Consulate was able to launch the Estate Relationship Manager service.

So, what are you doing to stay relevant? Why are you indispensable to your business? If you don't feel you are indispensable, then take action and determine what skills will make you a more valued employee. You may even want to invest in "You Corporation" by becoming skilled in an entirely new arena. You just need to answer a few questions:

- Is it necessary to go back to school to learn this new skill?
- Would it be beneficial to join a business group or club to increase my network and sharpen my skills?
- Should I hire a career counselor to guide me in making wise choices?



From the international best-selling author of
The Ultimate Gift

Jim Stovall
& Timothy J. Maurer, CFP®



Money, Riches & Wealth Upcoming Guests

"Money, Riches & Wealth" can be heard Wednesday's at 6:00 pm by clicking [here](#) or tuning into WCBM 680AM in Baltimore, Maryland.

January 20, 2010:
Jim Stovall, co-author of *The Financial Crossroads* (Tim Maurer's new book)

January 27, 2010:
Jack Freel discussing Social Security

February 3, 2010:
Show discussing economic bias in services.

February 10, 2010:
Attorney Content McLaughlin discussing special needs planning.

Upcoming Seminars:

February 3, 2010:
Drew will be presenting a retirement seminar at McCormick & Co.

May 5, 2010:
Drew will be presenting a retirement seminar at McCormick & Co.

There are many great websites that can guide you. The following are just a few I recommend (just click the title):

[Forbes Top Ten Cities for Jobs](#)
[USA Jobs](#)
[US Department of Labor](#)
[Career Coach](#)
[Job Openings.Net](#)
[Salary.Com](#)
[OnlineColleges](#)



**When is it time to consider the move to a Retirement Community?
I know when it's not time.....at the last minute!**

By Suzanne Hall, VP and Director of S.E.N.I.O.R. Connect

Retirement Communities can be a wonderful place to live. They offer many great amenities, including spacious floor plans, friends to spend time with, daily prepared meals in beautiful dining rooms, bridge games to play, trips with other residents, events to attend, and most importantly, NO SNOW TO SHOVEL. Who wouldn't want to consider a move to a retirement community? It's unfortunate, but many people do not.

I experienced it with my own mother. She was determined to stay in her home forever and not move to one of "those places". In her mind, she would be giving up her freedom. Even if freedom meant that she practically became a recluse in her own home when she could not drive anymore. Is it really worth staying put if it means you may be isolated from the world? That's what can happen in some cases. In other cases, it's simply a matter of putting off the inevitable because selling the home is too overwhelming, or the "stuff" that's accumulated over the years is just too much to deal with.

Seniors may not want to broach the subject with their children because they don't want to bother them. They feel that the children are just too busy with their own families and lives to worry about mom and dad. They put it off because they don't want to be a burden. What they don't realize is they may be creating more of a burden by staying in a home that is consuming them and their family.

Children of seniors certainly don't want to force mom or dad to make these decisions either and some are afraid to talk it over with their parents. Their concern is that mom or dad will be offended by the suggestion as an attack on their independence. The reality is that speaking about it early on can be a gift to the entire family. It can relieve a major burden on both the parent and the child - both of whom will have to take care of the property now or in the future. For many, getting rid of the clutter and downsizing to a smaller home is the light at the end of the tunnel. The process starts by having a conversation. Bring up the following important points:

- Reflect on the years spent in the family home and all the wonderful memories that will always remain. It's just the furniture and all the stuff they have collected through the years that needs to move on.
- The yard work, housework and paperwork will go away.
- Gifting household items to family and/or friends can be a greater gift than keeping these items tucked away in the attic or



Have You Checked Out The MRW Podcasts?

The popular "Money, Riches & Wealth" radio program is now available as a podcast on iTunes and other podcast carriers!

To download the latest shows simply go to iTunes and search for "Money, Riches & Wealth". Just click on the title of the program and subscribe. Best of all...it's free!

Links

MRWExpress.com

[The Financial Consulate](#)

[The Financial Crossroads](#)

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[Focus on Fiduciary](#)

[NAPFA's Consumer Webinar Series](#)

basement. Why not see the fruits of all their labor through the faces of their children or grandchildren when they gift a piano, that mahogany bedroom set, the china set that hasn't been used in 20 years to the younger generations that will be thrilled to have it.

Once you've opened the line of communication with mom and dad, or vice versa, suggest a visit with the entire family. Go on a tour of the community, have lunch, meet residents and hear what they have to say.

I have done numerous community searches for clients and have assisted them from selling the home to moving into their new community. When I do a search, I narrow it down to three communities so it's not too overwhelming for my clients. I work with the client to determine where and how they want to live. When we visit the community, it's as if a light goes off in their head. They see this new world that they've been avoiding. I've also helped them to prepare, sell, move, and settle from their old home to their new home. The relief and joy in their faces when all the unpacking is done is truly priceless. I cannot tell you how many times my clients have turned to me and said, "Why didn't we do this sooner?"

I have done research on various communities and continue to do so by meeting the marketing directors and visiting their communities. If you have any questions about the retirement community decision, please don't hesitate to call me. I would love to help you through the maze of questions.

CONSULATE IN THE MEDIA

January 9, 2010 - ABC2News.com

[See The Article!](#)

December 25, 2009 - SavingforCollege.com

[See The Article!](#)

December 22, 2009 - AARP Bulletin

[See The Article!](#)

December 3, 2009 - WRIC-TV (Richmond)

[See The Article!](#)

December 3, 2009 - Kiplinger's Personal Finance

[See The Article!](#)

Have you seen the online quiz that The Financial Consulate created with *Money Magazine*? If not, click [HERE](#) or the image below to take it today!

CNN Money.com
A Service of CNN, Fortune & Money

Symbol **Get Quote** Keyword

Home Business News Markets Personal Finance Retirement Technology Luxury Small Business

Will you be ready for retirement?
Take our quiz to see whether you're on track to a comfortable retirement.
By Money Magazine and The Financial Consulate

From the editors of: **Money** MAGAZINE

Score so far: 0 of 0 points

Pick the answers that sound most like you -- and check out what they mean for your future. Choose your age group to get started.

A. 34-44
 B. 45-54
 C. 55-64

Next

ABOUT MRW EXPRESS

MRW Express is the monthly online newsletter of The Financial Consulate, a Fee-Only financial, retirement, and investment advisory firm in Hunt Valley, Maryland. For more information on The Financial Consulate, visit www.financialconsulate.com or www.mrwexpress.com.

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