

ESSENTIALS BY DEBI & JIM BOWMAN

BOWMAN & BOWMAN CONSULTANTS, INC

2701 W. 15th St. #554 Plano, TX 75075 Office: 972-578-5095 Fax: 972-578-6687

email: bowmanbenefits@comcast.net
www.bowmanbenefits.com

Total

Benefit

Services

New Staff Member

In September we added a new full-time agent to our company. His name is Dan Slaten and he comes with an impressive resume in the health insurance industry. Dan's working experience has been mainly in the small group health insurance area.

After being honorably discharged from the Marines in 1995, he obtained a Masters Degree in Healthcare Management from Lindenwood University in St. Charles, Missouri. He then worked 5 years as a Senior Sales Representative with Pacific Life and 2 years with AIG, marketing ancillary benefit insurance products to small and large group customers.

For the past year Dan has worked for a health insurance agency marketing individual and small group health insurance, but he decided that he wanted to be more independent and self-employed. Having known Dan for over 5 years, Debi and I were excited when he sought us out and asked if he could join our successful operation.

Dan is also a member of the NAIFA (National Association of Insurance and Financial Advisors) and their current Chair of the Association of Health Insurance Advisors in Dallas. He is married (to Blythe), with one son.

In addition, Dan also has his commercial property and casualty license.

Some of you have already spoken with him when you called in to the office. He is selling and servicing both individual and small group clients, so if you get him on the phone, he can assist you. He is also working with Jim with small group renewals and related service work.

Thanks to all of you for your referrals and trust in our services. Our agency has grown to where it takes 2 people to contact and meet with all the referrals and inquiries we receive. This will increase our ability to meet with prospects and clients. Jeanette and Debi are in the office each day to take care of your calls and the daily business activity.

Debi and I are pleased Dan has joined us and add more expertise to our growing company. As always, taking care of you is a high priority of ours and Dan's contribution will ensure this continues, while we increase our client base.

Is Your Life Insurance Cash Working for You

Here's a case study that may be of interest to you or someone you know. A 72 year old female had a cash value life insurance worth \$96,000 with a death benefit of \$115,000 (and she was still paying the premium).

By doing a 1035 (tax-free exchange) with the \$96,000 she was able to purchase a cash value life insurance policy with a death benefit of \$152,000 with no more premiums due. WHAT separates this life policy from any other is she HAS the option to use the death benefit for her own Long Term Care. She would be able to withdraw 2% (\$3,040) per month. This is equal to about a \$100/day LTC benefit. That's 50 months (over 4 years) of LTC without spending anything more. She did have to medically qualify for the policy. She could have purchase an additional 4 year or lifetime benefit extension should she exhaust her 50 months of \$3,040 benefit.

The younger you are, the higher the death benefit/LTC values are for an equivalent amount of cash.

Healthcare Costs

Dr. Ken Cooper, of the Cooper Institute, here in Dallas, recently quoted that those who are physically fit spend ½ the amount on healthcare costs as those who are not. Now there's a way to spend less.

His wife, Milly, stated the ability to walk 2 miles in 30 minutes, 3 times a week is sufficient Aerobic exercise for each person. Can you do this? More importantly, do you do this.

Dr. Robert Butler supports the benefits of walking. Men who burned 2,000 or more calories a week by walking lived an average of one to two years longer than those who burned less than 500. He adds that walking up or down stairs instead of taking the elevator and/or parking farther away from the entrance way are two simple ways to increase the amount of walking you do.

The average person needs to take 10,000 steps per day (the equivalent of a strenuous 30-minute workout) to get maximum health benefits.

Income Tax Relief

Congress recently extended 3 tax relief breaks that were set to expire for this tax year. The vast majority of us will benefit from these.

1. The 15% bracket for married couples will continue to be twice as wide as for single filers through 2010. Also, the standard deduction will remain twice that of singles through 2010.
2. The child credit will remain at \$1,000 per child through 2010 for those AGI of \$110,000 or less.
3. The larger 10% tax bracket has been increased to the first \$14,600 of income for married couples and \$7,300 for single filers. It would have been capped at \$12,000 & \$6,000, respectively.

Healthier Pets

Your dog or cat may well benefit from the advice in a recently published book by Martin Goldstein, DVM. The book, "The Nature of Animal Healing" states some of the negative side effects of keeping your pet on pet food. It also highlights the positive side effects of switching your pet to a more natural diet.

It also dramatically illustrates the negative side effects from the vaccines/shots/pills the vet or you give them. This chapter will really shock and enlighten you. Other chapters highlight natural foods and supplements, emotional and spiritual aspects of your pet's life and how to identify pet ailments and event disease prevention.

This book dramatically changed how we feed and treat our 2 dogs and with positive effects. We vaccinate differently and use more natural methods of feeding and caring for them. After almost a year of doing this, Tbaa (10) and PJ (8) are healthy and happy. It turns out, Tbaa had an allergy to the regular dog food she was eating. Within 1 month after switching to this natural diet, we were able to discontinue her daily allergy medication. This was due to the by-products in commercial dog food (and allowed by the FDA). Most of these by-products are not in the food we eat. Our Veterinarian was never able to diagnose the origin of the problem over the years our dogs had seen and treated her.

Another interesting thing, is to consider the water your pet drinks. We had been giving them the same filtered tap water we drink or even bottled water. Either way, the dogs had drainage from their eyes & ears, as many dogs do. By switching them to distilled water the drainage has dramatically reduced. It turns out that distilled water is mainly mineral free, and by limiting the intake for your pet, the results positive.

Habitat for Humanity or SPCA

In honor of Jeanette's 50th birthday on October 11 and Jim's 50th birthday October 13, Jim is attempting to raise money for two of his favorite charities. One is to help people in need and one is to help dogs & cats in need.

If you are interested, please send your tax-deductible check in any amount to our office. Be sure to write the check out to the charity of your choosing. We will be making the presentations to the charities at the end of October.

Jim and the charities sure would appreciate your generosity to these worthy causes. Thank you

How to Save

Most of us do not save or save enough for the future. Here's a simple few tips that can work for you.

Start small, say 1% of your gross income and build into your budget. Once you achieve this, increase it to 2%. Continue this until you reach the minimum recommendation of 10%. For those starting past 40 years of age, your goal should be 15% to 20%. After all, it's your money. Save and earn for later in life.

If you buy your lunch each day consider brown-bagging it one or more days per week. This could save you \$5-\$7 each time. Put this money in some type of savings/investment and you have the foundation for saving money.

Each time you receive a pay-raise, save this money rather than spend it. This will increase the amount you save and reward you later in life for the effort.

Taking Care of Your Breath

Everyday bad breath is most likely caused by decomposition of food particles by bacteria. Brushing regularly and flossing address this problem. Be sure to brush your tongue, too. Rinsing with mouth wash when brushing is not possible can help control bad breath and bacteria.

But, bad breath can be a sign of a more severe medical disorder, such as a local infection in the respiratory tract, sinusitis, diabetes any others. Bad breath can also be a sign of periodontal (gum) disease or gingivitis (a bacterial infection and ulceration of the gums).

A Low-carb diet also contributes to bad breath. The fat burning process (ketosis) releases ketones, which can cause bad breath.

Knowing the cause of bad breath, and treating the underlying cause, can lead to a more healthier life.

Term Life Changes

Many of you have been taking advantage of the lowest term life insurance rates ever. However, there are some changes coming for next year. Underwriting standards are becoming stricter, which means getting preferred and preferred plus rates more difficult to get. These will be available to a smaller group of very healthy individuals.

Standard rates will also increase during the next year, so if you are thinking about term life, now is the time take advantage of the current rates.

BOWMAN & BOWMAN CONSULTANTS, INC.
2701 W. 15th St. #554
Plano, TX 75075

Total Benefit Services

Have a new email? If so, please send it to us so we can update our files.

Web-Sites of Interest

www.ada.org/public/index.asp - Everything you need to know about teeth, gums and other mouth matters from the American Dental Association.

www.diabetes.org – What you need to know about diabetes and its prevention from the American Diabetes Association.

Canadian Prescriptions

We have been made aware of 3 different on-line Canadian prescription drug plans. This may be the place to purchase your prescriptions at a cost less than buying in the US either at the pharmacy or by mail. Savings vary by drug and so you must go on-line or call toll-free to see if it works for you.

www.crossborderpharmacy.com or 1-888-626-0696
www.thecanadianconnection.net or 1-800-498-8425

www.tcds.com or 1-888-372-2252

This is a good option for those without a prescription drug plan, such as those on Medicare, those with riders for certain conditions or for those who do not have any drug benefit at all.

Fall 2004 Class Schedule

Tuesday, October 26 – Plano Senior Center 10am – 11:30am
Medicare and Long Term Care

This newsletter intends to offer factual and up-to-date information on the subjects discussed, but should not be regarded as a complete analysis of these subjects. Professionals should be consulted before implementing any option presented. It is meant for informational use only.

This is a Christian business based on the teachings of the Bible, with a strong belief in the Holy Spirit. We believe that God has blessed each of us and assigned us the task of stewardship during our lifetime. All efforts are focused towards this walk.

As it is written, "Minister to one another, as good stewards of the manifold grace of God"

1 Peter 4:10