



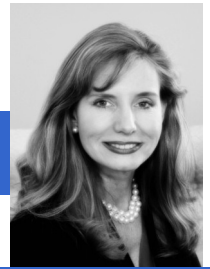
Lions Bridge Financial — News To Use

2110 William Styron Square, Newport News, Virginia

Securities and advisory services offered through LPL Financial, a Registered Investment Advisor. Member FINRA/SIPC.

WWW.LIONSBRIDGEFINANCIAL.COM

Jayne Di Vincenzo CEP, President



NEWS FLASH: Lions Bridge Financial relocates to PORT WARWICK July 25. Join us Wednesdays starting August 17, 4:30-5:30 p.m. before the *Concert on the Square* for a tour of the new office & refreshments. RSVP to (757) 599-9111 or Team@LionsBridgeFinancial.com

SUMMER 2011

Lions Bridge Financial relocates to Port Warwick
New Address:
2110 William Styron Sq.
Newport News, VA 23606

Phone, fax & email remain the same.
757-599-9111 phone
757-599-9220 fax

LBF New Website Launches early August visit soon!

LIONSBRIDGEFINANCIAL.COM

Visit the **LionsBridgeFinancial** FACEBOOK page and share what you love to do—you'll be entered for a chance to win gift cards!



401(k) Retirement Plan World Is Changing— Ready or Not.

Several 401(k) changes are on the way. It's important for business owners and human resources personnel to be prepared. A few things you should know in preparation for plan changes slated for January 1, 2012:

- **Understand plan fees and prepare for full disclosure to your employees coming January.** Don't be surprised by expenses you didn't know about.
- **Don't wait until fourth quarter to gauge year-end testing.** Get

with your plan advisor or TPA to run a mid-year or fall review.

- **Determine if your plan offers fiduciary warranties. Understand what they do & don't cover.** Many plan sponsors are surprised to learn these do not mitigate all your risks. You could still be liable for:
 - **Investment options that are inappropriate or not sufficiently diversified**
 - **Required notices that were incomplete or not timely**
 - **Administrative errors**

- **Improper advice or counsel that was not the plan's or participants best interests.**
- **If there are financial consequences as a result of claims, they could extend to plan sponsors.**
- **Education. Are employees receiving regular education from your advisor?** Do employees understand how much to save, how to invest, and how to plan for future income needs?

Schedule a free review or employee education session by calling 599-9111.

News & Announcements from the Lions Mouth



Jayne Di Vincenzo obtained a new distinction and is now a Certified Estate Planner (CEP). After completing the study and exam requirements in the field of estate planning for financial advisors, Jayne can now help clients more with estate strategies (in conjunction with attorneys) to implement your estate plan to minimize the tax impact. Our goal is to help ensure your

wishes are carried out and family members are provided for. Contact Jayne to discuss your estate plan needs.

Michael Burns has been promoted to INVESTMENT EXECUTIVE!

In his first year with LBF, he has earned his Series 7 and 66 and is now preparing for the CFA (Certified Financial Analyst) exam and the AIF (Accredited Investment Fiduciary) exam.

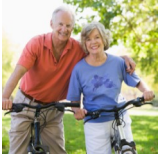
Lions Bridge Financial was honored by readers of Hampton Roads Magazine with the Silver Award for votes for Financial Services! Over 41,000 readers participated in the poll.



Based on Readership Votes for Financial Services Category

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Lions Bridge Financial —News To Use

Unraveling The Mysteries of Long Term Care Insurance, Jayne Di Vincenzo CEP, President

If you're a baby boomer, you may worry about getting sick and then having to pay for long-term care. If you're a woman, you should be especially concerned. You usually live longer than men. You usually end up disrupting your lives to care for ill husbands. And you usually have less money left over to care for yourself. All of that helps explain why two out of three nursing home residents are women, doesn't it?

The latest statistics show that a whopping 40 percent of those who reach age 65 will need long-term care for about two years, and 20 percent will need it for five or more years. Seniors seem aware of this. In a 2010 study, they said their biggest fear is "being a burden to my family." Another big fear is ending up in a nursing home.

If long-term care is something you're thinking about – or should be thinking about – here's some information for you:

Types of LTC Policies

Traditional long-term care insurance provides coverage in return for annual premiums for life – or until coverage kicks in. Most policies allow for in-home care, adult day-care, assisted living facilities and skilled nursing facilities. Benefits may include protection against inflation and a specified maximum coverage period. And sometimes couples can share a policy and save money. The downside is you may pay premiums for decades but never file a claim, like homeowners insurance.

Hybrid products, which combine either insurance or annuities with long-term care insurance, have become very popular. They pay for long-term care, and if you never need it, money goes to your heirs. Hybrid products are popular because they're often cheaper over the long term than traditional insurance and you can cancel and get your premium returned with most policies. With almost all traditional LTC policies, you use your benefits or you lose them (and your premium).

When to Buy?

The younger you are when you apply for this insurance, the more likely you'll be approved and the more likely your rates will be lower. The average age of purchase: 57. According to the American Association for Long-Term Care Insurance:

<u>% Declined</u>	<u>Age Applying</u>
14%	50-59
23%	60-69
45%	70-79
66%	80+

Ways You Can Save on Premiums:

- Buy through your employer if you can, but do your homework because some of these policies are not as comprehensive as private policies. (If you own a company and want to offer this benefit to your employees, you may be eligible for special tax breaks.)
- Comparison shop policies with an insurance broker who understands and represents multiple products from many different companies, not with an insurance agency that typically sells only their company's products.
- Buy when you're relatively young and may qualify for health-related discounts you can keep for the life of your policy.
- Lower your premiums by choosing longer "elimination periods," the period (days) when you pay out of pocket.
- Consider a shorter coverage period rather than one that's unlimited.
- Buy a couples policy to share benefits and costs.
- Consider a less expensive blended approach using hybrid and traditional products together.

What's Ahead?

Health care reform, which passed in 2010, addresses long-term care, but premiums and benefits are not expected to be set until the fall of 2012. Those who want to participate should expect to pay an average of \$1,800 to \$3,000 in annual premiums.

Jayne Di Vincenzo CEP, ® (Certified Estate Planner) has provided investment advice and insurance services for over 15 years and holds her 24 General Securities Principal, 53 Municipal Principal registrations, Series 7, 63, 65, 31 and life and health insurance licenses with LPL Financial. Securities offered through LPL Financial, member FINRA/SIPC. Lions Bridge Financial 2110 William Styron Square, Newport News, VA 23606. Jayne can be reached at 757.599.9111 email: Jayne@LionsBridgeFinancial.com

Did You Know?

Financial Tidbits to Empower Investors

- **529 Plan contributions into VA state-sponsored plans are state tax deductible for most Virginia tax payers.** More information at <http://www.virginia529.com/collegewealth/index.php>
- **529 Plan assets are not included in your taxable estate.**
- **Long Term Care insurance premiums may be tax deductible.** Tax-qualified LTCi premiums are considered a medical expense. For an individual who itemizes tax deductions, medical expenses are deductible to the extent that they exceed 7.5% of the individual's Adjusted Gross Income (AGI). The amount of the LTCi premium treated as a medical expense is limited to the eligible LTCi premiums, as defined by Internal Revenue Code 213(d), based on the age of the insured. That portion of the LTCi premium that exceeds the eligible LTCi premium is not included as a medical expense. Taxpayers can treat premiums paid for tax-qualified long-term care insurance for themselves, a spouse or any tax dependents (such as parents) as a personal medical expense. The yearly maximum deductible amount for each individual depends on the insured's attained age at the close of the taxable year. These deductible maximums are indexed and increase each year for inflation. **Call Lions Bridge Financial for information on deductions for BUSINESS OWNERS (757) 599-9111 or email Team@LionsBridgeFinancial.com.**
- **You can defer up to \$16,500 in your 401(k) Plan this year and if you are over 50, defer up to \$23,000.** Unfortunately many participants mistakenly assume they can only contribute up to a certain percentage vs. dollar amount! Try to max out your pre-tax and tax-deferred contributions, they can make the difference in your retirement lifestyle.
- **The government PAYS you to save in your 401(k)/work sponsored retirement plan through the SAVER'S CREDIT.** Under current law, low- and middle-income taxpayers may claim a saver's credit of up to \$1,000 (\$2,000 for couples) if they contribute to retirement savings plans. The credit equals the credit rate times up to \$2,000 of contributions to IRAs, 401(k)s, or certain other retirement accounts by each taxpayer and spouse. The credit rate depends on income and tax filing status. The credit is not refundable and therefore has limited value for people with little or no income tax liability.

Submit your questions to: TEAM@LionsBridgeFinancial.com

Veterans Benefits— Am I Eligible? – H. “Bart” Barton, II, Esquire

Would an extra \$1,949 per month be helpful to meet your assisted living needs or those of a family member or friend?



The Veterans Benefits Administration (VBA) is charged with the provision of various benefits to veterans and their surviving spouses. One little known benefit is Pension with Aid & Attendance income (<http://www.vba.va.gov/bln/21/pension>). This tax free monthly benefit is available to veterans and surviving spouses who meet the following criteria:

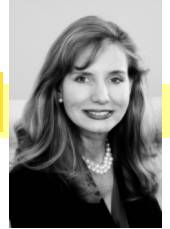
- **Active duty service for at least 90 days with one day during a war time period**
- **Discharged was other than dishonorable**
- **Requires assistance with some of the activities of daily living**
- **Gross income, when adjusted for medical expenses, at or below the benefit limit**
- **Assets are not excessive to meet a sufficient means test**
- **Age 65 or older, OR, permanently and totally disabled**

If you think you meet these requirements or would like to discuss benefits available from the VA, contact the local VBA office (<http://www.vba.va.gov/VBA>) or the Virginia Department of Veterans Affairs (<http://www.dvs.virginia.gov>) or an elder law attorney who is accredited by the VA.

Harold H. (Bart) Barton, Jr., Esq., Mulkey, Reid & Barton, PLC, is a member of the National Academy of Elder Law Attorneys. Bart is a VA Accredited Attorney, and he can be reached at (757) 595-9500 or email hbarton@tmglaw.com. Mr. Barton is not affiliated with or endorsed by LPL Financial or Lions Bridge Financial.

Lions Bridge Financial —News To Use

PLAN WELL. SLEEP WELL. WWW.LIONSBRIDGEFINANCIAL.COM



See Our Commercials on These Stations & Join Us for These Events

Check out our Lions Bridge commercials on some of your favorite stations and shows- *House Hunters, Storage Wars, Criminal Minds, Happening Now, American Newsroom, Meet the Press and MORE!*



Eggs & Education
Plan Well. Sleep Well.
Wake Up Wealthy.
Lions Bridge Financial's
Breakfast Club

Wednesday Mornings Monthly

July 13- "How Real Estate Investments Can Diversify Your Investment Portfolio"

Presenter: Rick Handrich, Behringer Harvard Real Estate

Aug 3 - "Estate Planning Tools & Strategies"

Presenter: H.L. "Bart" Barton, Esquire, Mulkey, Reid & Barton
Request an invite at **TEAM@LIONSBRIDGEFINANCIAL.COM**

Mark Your Calendar For Future Eggs & Education Breakfast Clubs:
Sept 14, Oct 5, Nov 2, and Dec 7

Join us 4:30-5:30 p.m. Wednesdays starting August 17-September 21
Lions Bridge Financial will host a weekly "casual open house" Pop by for a tour of the new office and refreshment before heading to the PORT WARWICK SUMMER CONCERT Series!

Email us for a list of additional events and be sure to visit our coming new web site

www.LionsBridgeFinancial.com

Find out where we think markets are headed, request your copy
"MID-YEAR MARKET OUTLOOK"
Call 757.599.9111



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To: