

## A Picture Is Worth A Thousand Words

Below is a snapshot taken at the BOY National Conference this past May with Pamela Yellen and Nelson Nash.



We all get together once a year to talk about how we can improve on what we are doing to help you guys get more out of BOY. The meeting normally lasts for 3 days and even includes evening activities.

This year, Pamela put on her public seminar for us and local people out in Michigan who are doing BOY. This was the only time she and Nelson appeared together at a public seminar. This picture was taken after the seminar. Nelson does his own seminars and has a rather full schedule of appearances around the country every year.

You should also know that all the BOY advisors were required to pass a series of tests following a certification course of study. We want to do everything we can to make sure that only the cream of the crop of advisors out there becomes certified BOY advisors.

This is really important now that BOY is becoming much more popular. Every Tom, Dick and Harry financial advisor seems to think they can do what we do.

### **QUESTION OF THE MONTH**

#### **How Can I Be Sure I Am Maximizing My Results From The Loans I Do?**

1. Make sure you repay the loan interest due to the insurance company and at least some of the principle. You don't have to kill yourself to pay off loans, but by the same token you do not want to short change yourself on your policy. If times are hard you can do less. When windfalls occur or things improve you can do more.

**Important: Unlike loans with outside lenders, money paid against loan principle becomes available for you to use again once it is paid. On top of this, cash value increases happen every time a premium is paid and on every anniversary, so loan values will increase along with cash values on top of any principle paid.**

2. Make sure you are charging yourself additional interest above and beyond what the insurance company requires. This additional interest should be paid into the paid up additions rider and/or premiums on an additional plans in order to show up on your bottom line. **Your plan has been designed to allow for additional interest payments going into the paid up additions rider to at least some extent.** You can find out the particulars about your plans by asking me. Feel free to bring this up at our next review or contact me now and we can talk about it right away.

3. Do loans early and often. I recommend that we look at the possibilities for doing loans starting at the end of the first year. If you are dropping in a lump sum

into your plan we can look sooner. **The more you borrow and repay with additional interest the more money you will have later on and the more retirement income you can get.** The more you can stay away from outside lenders the better off you will be, too.

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