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The population of 1.4 million military seniors has served and sacrificed for us all. They too, come across many financial issues.

4 Planning for Aging Parents

Avoid some of the emotional and financial stress associated with aging parents by taking these financial planning steps well in advance.

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A longer retirement also means more years of money going out and no paycheck (or only a small one) coming in. That's why seniors need to be smart about how they pay for their retirement years.

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It is important for financial counselors to assure other professionals that we are not in competition. In fact, we can help them become more successful. As allies, we can work as a team to help financially unstable clients.

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the standard

FINANCIAL COUNSELING • PLANNING • EDUCATION

What Older Workers Want From Work

By Emily Allen, AARP

By 2010, one in three workers will be over the age of 50. AARP research indicates that boomers want to continue to work past traditional retirement age. And, they have strong reasons for wanting to keep working. They also have many ideas about how long they want to work and what kind of work they want to do. And employers are starting to pay attention. Changes in the American workforce will make older workers more needed and more valued.

More Jobs than Workers

During the coming decades, the number of workers age 55 and over will increase, to almost 20 percent of all workers. In fact, the number of workers age 55 to 64 will grow more than any labor force group in the U.S. This will be mostly due to the large numbers of baby boomers. At the same time, the generations coming after the boomers are much smaller in number. This means fewer workers to replace boomers who retire or change jobs. And that, in turn, will bring a future of more jobs than workers.

Within this changing workforce, older workers will play an important role. Many older workers plan to work beyond traditional retirement age. Some will continue in their current jobs. Many others will try new jobs and learn new skills. Also, they want jobs with greater balance between work and nonwork time.

What They Want From Work

Recent surveys by AARP show that most older workers have strong ideas about their

place in the future workforce. As the changes in the workforce become more apparent, employers, too, are beginning to use such surveys to retain, retrain, and respond to older workers' needs and interests.

In two recent national surveys, AARP asked workers age 45–70 what they wanted from work. Some surveyed were preretirees—considering retiring in five to ten years. Others were working retirees—retired from full-time work but were working part-time. Here's what these workers told AARP:

"I want to continue working."

- ▶ Nearly 70 percent of preretirees plan to work at least part-time in the so-called retirement years, or never retire.
- ▶ Almost half foresee working into their 70s or beyond.
- ▶ Needing money is the top reason for pre- and working retirees to work into retirement.
- ▶ More than two-thirds also want to work to stay active, be useful, and have fun.

"I want more flexibility and autonomy than I've had in earlier work—like part-time work and more adjustable schedules."

- ▶ More than half of pre- and working retirees say it's very important to work where:
 - employee opinions are valued,
 - they can work as long as they want to,

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President's Message

By Judith Cohart, 2006 AFCPE President

How quickly time passes! We're just a few weeks away from the annual conference and well on our way to set a vision for the future for financial education and financial counseling.

On a day-to-day basis, it's easy to get wrapped up in our own work. The forest really can get lost through the trees. When that happens, we lose sight of the progress we are making with our clients or students and the powerful impact the field of personal financial management has in helping families maintain financial stability and achieve financial security. Sometimes it's productive to step back and ask ourselves some reflective questions.

I challenge each AFCPE member to step back and examine how his or her work fits in the big picture of improving the economic lives of Americans. How can you contribute to the work of this industry? Do you use techniques that can be shared with others to standardize the delivery of financial counseling or education to individuals and families? Is your research resulting in positive policies or successful behavioral change? Have we made personal financial management too

complex? Where are most Americans in their financial management skills? Are the systemic issues too great to overcome? What personal behaviors may be the catalyst a family needs to change its financial behavior?

Perhaps you have some questions for the rest of us. I do. Do you have thoughts on how consumers start on the path to becoming over indebted? What are the spending and saving priorities for most families? What percentage of preretirement income are retirees really living on? Do consumers adapt their lives to their financial situations or do they attempt to adapt their financial situations to their lives?

I don't expect immediate answers. And, I'm certain that each member has a different answer to these questions. But, it's worth taking time out of our busy schedules to consider these questions. The future of financial counseling and education is in your hands. Please share your vision with us.

Judith Cohart, J.D.
2006 AFCPE President



Meet Us in San Antonio for the AFCPE Annual Conference November 15-17, 2006

Sign up online at www.afcpe.org
or use the registration form on page 9.

Special Financial Issues for Military Seniors

By Erin Morotti

With a population of 1.4 million (and growing), military seniors are a large part of the U.S. economic make up. Though they have served and sacrificed for us all, they too, come across many financial issues. The very circumstances that reward our soldiers, seaman, airman and coasties cause confusion and misunderstanding when the time comes to reap retirement benefits. Some of these issues include pension, housing and health care.

Pension—Military seniors may be eligible for pension payments earlier than they might expect. The Department of Veterans Affairs says, “Veterans with low incomes who are permanently and totally disabled, or are age 65 and older, may be eligible for monetary support...Payments are made to bring the veteran’s total income, including other retirement or Social Security income, to a level set by Congress. Unreimbursed medical expenses may reduce countable income for VA purposes.” It would be very beneficial to bring this to the military seniors’ attention if they are not already receiving this benefit and could be. This may greatly increase their monthly monetary income or could be used for investment purposes.

Housing—After living in government housing for most of their military career, military seniors may be surprised and unprepared when they take on housing expenses such as rent or mortgage, utility bills or home repairs. This transition can be thwarted by researching the benefits of Armed Forces Retirement Homes. Veterans are eligible to live in the Armed Forces Retirement Home in Gulfport, Miss., or Washington, D.C., if their active duty military service is at least 50 percent enlisted, warrant officer or limited duty officer and if they qualify under one of the following categories:

1. Are 60 years of age or older; and were discharged or released under honorable conditions after 20 or more years of active service.
2. Are determined to be incapable of earning a livelihood because of a service-connected disability incurred in the line of duty.
3. Served in a war theater during a time of war declared by Congress or were eligible for hostile fire special pay and were discharged or released under honorable conditions; and are determined to be incapable of earning a livelihood because of injuries, disease or disability.
4. Served in a women’s component of the armed forces before June 12, 1948; and are determined to be eligible for admission due to compelling personal circumstances.

Keep in mind, eligibility determinations are based on rules prescribed by the Home’s Chief Operating Officer. Veterans are not eligible if they have been convicted of a felony or are not free from alcohol, drug or psychiatric problems. Married couples are welcome, but both must be eligible in their own right. At the time of admission, applicants must be capable of living independently. If the senior you are working with qualifies, they might find this lifestyle easier to adjust to and very familiar. You may be able to find more information on Armed Forces Retirement Homes by calling 1-800-332-3527 or 1-800-422-9988, or by visiting their Web site at www.afrh.gov.

Health Care—Health care is an integral part of the military seniors’ life. Many young military members have made the decision to make the military their career

because of the health-care benefits from their military retirement.

The Department of Veteran Affairs provides a medical benefits package, a standard enhanced health benefits plan available to all enrolled veterans. This plan offers a full range of services within the VA health care system. Eligibility for most veterans’ health-care benefits is

When talking to a military senior, remember the sacrifice they have made to protect us and our freedom.

based solely on active military service in the Army, Navy, Air Force, Marines, or Coast Guard (or Merchant Marines during WW II), and discharged under other than dishonorable conditions. Please inform every military senior about their medical benefits. If they are not already enrolled or to find more information they can go to www.va.gov to apply and enroll in their health-care program.

When talking to a military senior, remember the sacrifice they have made to protect us and our freedom. Do them the favor of introducing them to the many benefits our government has for them and guide them through their questions and issues with the help of the Department of Veterans Affairs Web site. ✈

Erin Morotti is a veteran with prior service in the United States Coast Guard (USCG). She is a military dependent spouse. She lives on a USCG Base in Kodiak, Alaska and spends her free time studying to become an AFC enrollee.

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Financial Planning for Aging Parents

Just as your parents took care of you when you were growing up, there's a good chance that at some point you'll need to help take care of them when they grow old. But you can avoid some of the emotional and financial stress associated with their potential care by taking these financial planning steps well in advance.

Talk With Your Parents

This is the first—and probably the most difficult—step. If you're going to assist your parents as they age, you will need a general idea of their wishes and what financial resources they have to see them through the rest of their lives, like: dependable monthly income such as pensions and Social Security, retirement assets, investment assets, bank accounts, medical and long-term care insurance, and so on.

What do they envision for their money? Have they even thought about it? Do they want to spend it all while they're alive or pass some of it on to family heirs or charity? Answers to such questions have a profound impact on financial decisions such as gifting, budgeting, where to invest, and whether or how to buy long-term care insurance.

Yet, your parents may not want to discuss their personal finances or issues associated with their own mortality, such as wills and long-term care. Or they may be fine talking about it while you are the reluctant one.

You might broach sensitive money subjects by first discussing nonfinancial issues such as a living will or funeral planning, then getting to the larger financial areas. Involving all family members may help, too.

Discuss Their Future Living Arrangements

Will your parents be able to care for themselves where they now live, perhaps with outside assistance? Would moving to a smaller home, a retirement center, a continuing care community, or one of their family member's homes be a better idea, and if so, how soon? What if health problems force them out of their home into assisted living or a nursing home? Would they want to stay in the area where they now live, or move closer to family?

Get Durable Powers of Attorney

A durable power of attorney designates a person to make certain decisions on behalf of someone else if that person is unable to make decisions, usually due to some type of incapacity. Having the power of attorney in advance avoids the costly delay of going through the court system to obtain these powers.

You need two types of durable powers of attorney. (1) A financial power of attorney, depending on how it's drafted, would allow you to step in for your parents to pay their bills, make investment decisions, even sell their home. (2) The health care power of attorney, sometimes called a health care proxy, would authorize you to make medical decisions on behalf of your physically or mentally incapacitated parent.

Put Other Legal Documents in Place

Be sure your parents have an up-to-date will that reflects their wishes and is in line with current tax laws. Each should also have a living will that expresses what life-sustaining medical treatment they

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Aging Parents

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would want or not want should they become incapacitated.

Know Where Their Financial Records Are

Know where they keep their financial records and be sure you have access to them should you need to step in.

Pay Special Attention to Health-related Insurance

What medical insurance do your aging parents have? Besides Medicare, do they have any retiree health care benefits or Medigap coverage? Do they have long-term care (LTC) insurance in the event they need at-home health care or to move to an assisted living facility or nursing home? If they don't have LTC insurance, would they still qualify for it based on their health and their finances?

Monitor Their Finances

Frankly, you have to be nosy here. You need to watch for telltale signs that your parents are failing to properly manage their finances and that you or an outside service need to step in. For example, are income checks undeposited and bills piling up unpaid? Are they sending money to dubious contests or charitable requests? Is the IRS sending them notices about improperly calculated income-tax returns? Are financial institutions selling them investment products that are unwise for their financial circumstances?

By bringing these important topics out in the open, it will make a difficult time a little easier. ✎

This column is produced by the Financial Planning Association™ (FPA), the membership organization for the financial planning community. You can reach FPA at www.fpanet.org.

Pension Protection Act Passed

In August, Congress passed the long-awaited Pension Protection Act of 2006. Its main provisions, given much media attention, require employers with defined benefit pension plans to increase funding contributions and protect the long-term security of benefits for employees in defined benefit plans. In addition, several provisions increase the enticement for retirement savings for the average consumer. They include:

- ▶ Beginning in 2008, employers who offer a defined contribution plan can automatically enroll an employee in the plan and withhold and contribute up to 3 percent of the worker's salary into a 401(k) plan. The employee would have the right to opt out of the plan, but it would take action on the employee's part to do so. Over time, the automatic contribution could increase to as much as 6 percent to help workers save more.
- ▶ Taxpayers will have an option on their tax return to allocate part or all of their refund for direct deposit into an IRA. From a practical standpoint, this would happen just like the automatic deposit to a checking or savings account occurs now.
- ▶ 401(k) and pension plan providers will be allowed to provide direct, one-on-one investment advice to plan participants. Of course, protections from conflict of interests will be designed and implemented to protect employees.

In addition to offering new components of retirement planning the act also ensures continuation of previous retirement planning incentives. These include:

- ▶ Annual contribution limits of \$4,000 per year into an IRA through 2007, increased to \$5,000 in 2008, and indexed for inflation after 2008.
- ▶ Continues to allow an additional \$1,000 in catch-up contributions to an IRA for taxpayers age of 50 and over.
- ▶ Continues to allow workers over age 50 to put an additional \$5,000 away each year in a tax-deferred 401(k) or other defined contribution plan.
- ▶ Makes the Savers Credit permanent. This allows low- and moderate-income families to receive a credit of up to \$2,000 each year for contributions to a retirement plan. The credit is equal to 50 percent of the amounts contributed by qualifying taxpayers.
- ▶ Makes portability of retirement plans easier.

As counselors and educators, it's our job to not only get the word out, but to also motivate our clients to begin saving for retirement! ✎

Helping Your Money Last...After Your Last Paycheck

A look at different ways to afford retirement

Contributed by FDIC

Today's seniors can expect a longer retirement than their parents.

That means more years to finally do what you want to do, including travel and hobbies, not to mention spoiling the grandkids. But a longer retirement also means more years of money going out and no paycheck (or only a small one) coming in. That's why seniors need to be smart about how they pay for their retirement years. "You really need to have a strategy to make sure your savings last," said Lee Bowman, national coordinator of community affairs at the Federal Deposit Insurance Corporation (FDIC).

Social Security and Pension Benefits:

Your first order of business is to determine when the best time is to start tapping this money. For example, if you start receiving your Social Security benefits before your full retirement age (which could be anywhere from 65 to 67 under current laws), your benefits will be reduced permanently, and perhaps significantly, from what they would be at your full retirement age. And if you receive Social Security benefits early, but you continue to work and your earnings exceed certain limits, your benefits will be reduced even more until you reach full retirement age. On the other hand, if you delay collecting Social Security until after your full retirement age, you can continue to work and still get your full retirement benefits, or even higher benefits, no matter how much you earn.

Here's basic guidance from the Social Security Administration (SSA): "As a general rule, early retirement will give you about the same total Social Security benefits over your lifetime, but in smaller amounts to take into account the longer period you will receive them. There are

advantages and disadvantages to taking your benefit before your full retirement age. The advantage is that you collect benefits for a longer period of time. The disadvantage is your benefit is permanently reduced."

For help figuring out whether early retirement is better for you, check out Social

However, if you need to supplement your income, Individual Retirement Accounts (IRA) and other retirement savings can be a good source.

Before you start withdrawing money from your retirement accounts, most financial planners suggest setting a target annual withdrawal rate. Make it low enough to

A longer retirement also means more years of money going out and no paycheck (or only a small one) coming in. That's why seniors need to be smart about how they pay for their retirement years.

Security's "Break-Even Age" calculator at www.socialsecurity.gov/OACT/quickcalc/when2retire.html.

Employer pension plans usually have options somewhat similar to those of Social Security. Contact your employer's personnel department for guidance.

No matter when you decide to start receiving your benefits, remember that it could take several weeks to receive your first payment. Also consider having your payments deposited directly into your bank account, so you don't have to worry about a check getting lost or stolen in the mail.

IRAs, 401(k)s and Other Retirement

Savings Plans: As with your Social Security and pension benefits, you may want to delay tapping into your retirement accounts as long as possible, so they can continue to grow to cover unexpected medical costs in the future or to protect the inheritance for your heirs.

avoid depleting these funds too quickly. You can fine tune your withdrawal strategy each year, preferably with the guidance of your financial or tax advisor. For example, if your personal situation changes, you can adjust how much you should withdraw.

Also review your retirement portfolio—your mix among stocks, stock mutual funds, certificates of deposit, bonds and so on—to be sure it's well-diversified.

Another caveat: If you have retired, every year after age 70½ be sure to take out at least the minimum required distribution from your tax-deferred retirement savings plans (except Roth IRAs) to avoid large IRS tax penalties. (If you are still working at 70½ or later, you do not need to start taking minimum distributions from your employer's plan until April 1 of the year following the year you finally retire.)

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After Your Last Paycheck

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“Remember, you only have to withdraw the money, you don’t have to spend it,” said Heather Gratton, an FDIC senior financial analyst. “If you don’t need the money you can reinvest it somewhere else, such as in a bank savings account.”

Credit Cards: Having a credit card is often a necessity for most senior citizens — from paying for medicine and emergencies to booking a vacation. But for seniors living on a fixed income, there are concerns about carrying a large balance from month to month and running up significant interest charges. In the worst cases, the debt becomes unmanageable and a major source of stress for the account holder and the family.

Another problem for seniors is having too many credit cards. That’s because the more cards you have, the more opportunities you have to get into debt. And that possibility could make it tougher for you to get the best deal the next time you apply for a loan, insurance, a mortgage or an apartment. Having a lot of cards also can make it harder to keep track of when your monthly payments are due or to even realize that a thief may have stolen one of your cards.

More information regarding credit cards may be found in the Federal Trade Commission (FTC) publication *Choosing and Using Credit Cards* at www.ftc.gov/bcp/online/pubs/credit/choose. You can also call the FTC toll-free at 1-877-382-4357.

Home Equity Loans and Lines of Credit:

“For elderly people on a fixed income who have paid their mortgage in full or whose mortgage is almost paid in full, home equity loans are tempting to use to pay for expenses, but they can also be dangerous,” warned Janet Kincaid,

FDIC senior consumer affairs officer. “In the worst-case scenario, if you are unable to make the required loan payments, you could lose your home.”

In general, the best uses for home equity-type loans are to purchase goods or services with long-term benefits, such as home improvements that add to the value of your property. The riskiest uses of home equity loans include a vacation or a car because you could end up paying a lot in interest charges for a purchase that’s only of short-term value or has gone down in value. Also beware that some unscrupulous people or companies (including home repair contractors) push high-cost, high-risk home equity loans to elderly people and other consumers.

For more guidance, see the federal government brochure, *Putting Your Home on the Loan Line is a Risky Business*, on the FDIC’s Web site at www.fdic.gov/consumers/consumer/predatorylending.

Reverse Mortgages: While reverse mortgages can be a valuable source of funds, they also have serious potential drawbacks. In particular, you will be reducing your equity, perhaps substantially, after you add in the interest costs.

“Reverse mortgages can help in some situations, such as when you have large medical bills that are not covered, to make major home repairs or to help people on low fixed-incomes make ends meet,” said Cynthia Angell, a senior financial economist at the FDIC. “However, you are reducing your ownership share of the home. That means the inheritance you are leaving to your heirs could be greatly diminished or you could have far less money available for other purposes, such as buying into a retirement community later on. That’s why a reverse mortgage should usually be used as a last resort, not as an integral part of a retirement strategy.” Also, Angell said, the fees can be high, and that could make a reverse mortgage a poor choice to cover relatively small expenses.

Life Insurance: People mostly think about life insurance as a source of income when someone dies, but they forget that many insurance policies also can be a source of cash at other times. If you have a life insurance policy with built-up cash value, you can borrow against that money and either repay the loan with interest or reduce the death benefit accordingly. Example: If you have a \$100,000 life insurance policy but you owe \$20,000 on a loan from that policy, your heirs would receive \$80,000 as the insurance payout.

There are other options reserved for people who have been diagnosed with a terminal illness and have run out of other ways to pay their expenses. One example is a life insurance policy that can pay “accelerated death benefits” to an eligible policy holder—generally up to about 50 percent of the face value of the policy—in either a lump-sum payment or monthly payments that are deducted from the policy’s face value. When the policy holder dies, the rest of the death benefit is paid out.

Another possibility is to “sell” your life insurance policy to obtain a lump-sum of about 40 to 80 percent of the face value in exchange for the right to receive the full insurance payout when you die. This is known in the insurance business as a “viatical settlement.”

These and other options for tapping life insurance policies can be complicated (including tax and other implications), and they are not right for everyone. Consider getting guidance from your state government’s insurance regulator (listed in your local phone book or on the Web site of the National Association of Insurance Commissioners at www.naic.org).

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AFCPE Annual Conference Breakout Session Descriptions

Intergenerational Finance

Protecting Your Retirement and Other Financial Information for Family Caregivers: What Every Adult Child Should Know
Celia Ray Hayhoe, Virginia Tech

Grandparents Raising Grandchildren: Direct and Indirect Costs
Bernadine Warwood, Student Assistance Foundation

Financial Education and Students

Money Attitudes About Living Well: A Comparison of Middle School and High School Student Perceptions
Ivan F. Beutler, Lucy B. Beutler, and J. Kelly McCoy, Brigham Young University

Meet the New NEFE High School Financial Planning Program: A Great Program Continues
John Parfrey, National Endowment for Financial Education

Retirement Saving

Defined Contribution Plan Participation in a Defined Benefit Environment: A Case Study of a Higher Education Institute
Deanna L. Sharpe and Rhonda Gibler University of Missouri

Linking the Two Worlds of Retirement Education and Late Career Development
Sally Hass, Weyerhaeuser Corporation, and John Nelson, University of Wisconsin-Madison

Opportunity to Lead

Setting a Research Agenda in Financial Education and Counseling
AFCPE Panel

Counseling in Private Practice How to Develop a Profitable Private Practice
Veronica Dostal, Joan Silva, Silva's Financial Solutions, Carol Park, Moneylife; and Susan Hammitt

Demystifying Private Practice
Susan Bross, AFC and CRR, Carol Park, Moneylife, Joan Silva, Silva's Financial Solutions, Lynne Boccignone, SandDollar Financial Counseling

Marriage and Money

Financial Factors Contributing to Marital Satisfaction in Early Marriage
Alena C. Johnson, Yoon G. Lee, and Thomas R. Lee, Utah State University, and David G. Schramm, Auburn University

Testing the Effectiveness of Using Financial Satisfaction and Stressors to Predict Marital Stability
Kristy Archuleta and Teresa Tonn Kansas State University

Money and the Internet

Isn't It Time to Take the Time? Developing a Consumer Website to Reach a National Audience
Marilyn Bischoff, University of Idaho; Beverly Healy, University of Idaho Extension, Elizabeth Gorham, South Dakota State University Extension

Internet Based Training for Extension Educators
Suzanne Badenhop, University of Kentucky

Financial Potpourri

Financial Management and Economic Education for Youth
Rebecca Travnichek, University of Missouri Cooperative Extension

How Much Can the Poor Save?
Jeanne Hogarth, Amberly Hazembuller, Michael Wilson, Federal Reserve Board

Financial Messages

Ensure Financial Stability and Security
AFCPE Special Panel

Long-Term Care Finance

Should I Purchase Long-Term Care Insurance?
Lyle Hansen, University of Idaho Extension

Financing Long-Term Care: The Intentions and Behaviors of Couples
Marlene Stum, University of Minnesota

Financial Distress

Money Talks: Should I Be Listening?
Margaret Johns, Shirley Peterson, Charles Go, Karen Varcoe, Connie Costello, and Katie Breyer University of California Cooperative Extension

Assessment of Validity and Reliability in the Measurement of Financial Distress/Financial Well-Being
Aimee D. Prawitz, Northern Illinois University, E. Thomas Garman, Personal Finance Employee Education Foundation, Inc., Benoit Sorhaindo, InCharge Education Foundation, Barbara O'Neill, Rutgers University, Jinhee Kim, University of Maryland, and Patricia Drentea University of Alabama at Birmingham

Psychology and Financial Counseling

Considerations Regarding Personality Disorders and Personal Financial Counseling
Kimberlee Davis, Sheila Garos, and Dorothy C. Bagwell, Texas Tech University

Are They Going to Stay? Applying the Theory of Planned Behavior to Retain Credit Counseling Clients
Jing Jian Xiao and Jiayun Wu University of Arizona

Financial Education in Special Markets

Minnesota Latino Financial Literacy Program Partnership of the University of Minnesota Extension Service and AmeriCorps VISTA: A Partnership that Works
Patricia Olson, Phyllis Onstad, Janene Gilman, Antonio Alba Merez, and Shiley Anderson-Porisch, University of Minnesota Extension Service, Sam Schuth, Corporation for National and Community Service—AmeriCorps VISTA

Wise Up: Financial Planning for Generation X Women
Nancy Granovsky, Texas Cooperative Extension, The Texas A&M University

Financial Potpourri 2

Response Pattern Differences to Financial Strain Between High and Low SES Status Couples
Clinton G. Gudmunson, University of Minnesota, Ivan F. Beutler, Brigham Young University

Helping Your Clients and Students Make Wise Housing Choices
Lois Vitt, Institute for Socio-Financial Studies

Cooperative Extension Initiatives

Creating an eXtension Financial Security Community of Practice
Debra Pankow, North Dakota State University, Jane Schuchardt, CSREES, Nancy M. Porter, Clemson University, Judy Branch, University of Vermont, Barbara O'Neill, Rutgers University, Jacque Miller, Larimer County Cooperative Extension

25 Steps to Health and Wealth: The Small Steps to Health and Wealth Workbook
Barbara O'Neill, Rutgers University

Debt

Pay Down Debt: An Educational Debt Repayment Web Site
Kathy Prochaska-Cue, Sandra Preston, and Leanne Manning, University of Nebraska

Debt Know-How-A Partnership Between the University of Minnesota Extension Service and MasterCard International
Cindy M. Petersen, Jean W. Bauer, and Patricia D. Olson, University of Minnesota Extension Service, and Patrick Dwyer, Consumer and Public Policy MasterCard International

Financial Education

Junior "Duel in the Desert"—A Personal Finance Case Study Competition for High School Students
Marcia Klipsch and Melinda Burke, University of Arizona

Youth Financial Education Can Be Fun!
Bobbi Shaffett and Grenell Rogers, Mississippi State University-Extension Service; Ursula Thompson and Susan Cosgrove, Mississippi Jumpstart Coalition

America Saves

Are Good Intentions Enough? Evaluation of an America Saves Program
Cazilia Loibl and Robert L. Scharff, The Ohio State University America Saves in Wisconsin Gayle Rose Martinez, University of Wisconsin Extension Clark County, and Keli Loga, University of Wisconsin Extension Milwaukee County

Military and Money

Using Credit Report Review and ID Theft Analysis
Michael Barnett, The Institute of Fraud Risk Management, and Pam Swan, Pioneer Services New Financial Education Tool for Military Families Thomas Peterman, Park University, and Graham Moyer, Pioneer Services

Financial Planning Strategies

Low Maintenance Financial Planning Strategies for Busy People
Barbara O'Neill, Rutgers University

Financial Education Workshop Demonstration of Seven Financial "Blind-spots" For Employees
Alan J. Gappinger and Marcie R. Gappinger, Heartland Institute of Financial Education



AFCPE Annual Conference: November 15–17, San Antonio, TX Conference Registration

First Name _____ Last Name _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____ Fax _____ E-mail _____
 Affiliation (e.g., U.S. Navy, Incharge Institute, University of Minnesota) _____
 First Conference? Yes No

Conference Registration (Includes year 2007 membership dues)

Wednesday, November 15, 2:00 pm–Friday, November 17, 5:00 pm

Register before...	Oct. 20	Nov. 3	Onsite
2006 Member	<input type="checkbox"/> \$335	<input type="checkbox"/> \$375	<input type="checkbox"/> \$435
Nonmember	<input type="checkbox"/> \$410	<input type="checkbox"/> \$450	<input type="checkbox"/> \$510
Student (full time, 12+ credit hours)	<input type="checkbox"/> \$225	<input type="checkbox"/> \$265	<input type="checkbox"/> \$325

Preconference/Review Session Registration

Register before...	Oct. 20	Nov. 3	Onsite
Military, (Nov. 14, 8am–Nov. 15, 1pm)	<input type="checkbox"/> \$90	<input type="checkbox"/> \$115	<input type="checkbox"/> \$130
Extension Pre-Conference (Nov. 15 8am–1pm)	<input type="checkbox"/> \$50	<input type="checkbox"/> \$75	\$90
Certification Review Course			
November 14, 8am–5pm	<input type="checkbox"/> Course 1 Review/\$150	<input type="checkbox"/> Course 2 Review/\$150	
Note: Must be pre-enrolled in AFCPE certification programs			

Certification Fees	<input type="checkbox"/> ACC/\$30	<input type="checkbox"/> AFC/\$45	<input type="checkbox"/> CHC/\$60
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Continuing Education Certificates—Conference attendance certificates are included in every packet. AFCPE *Certified* counselors will automatically receive CEUs for attendance. However, the following certificates from external certification programs are available. Please check which certificates you need for continuing education credits.

AAFCS Professional Development Units CFP Continuing Education Credits

Special Dietary Needs—If you have special food needs, please check one of the following. Your meal ticket will reflect the special need.

Vegetarian Low Sodium No MSG

Cancellation Policy—All cancellations will be charged a \$25 processing fee. Written cancellations prior to October 20, 2006, will be given a full refund less the processing charge. Due to financial obligations incurred by AFCPE, there will be a \$200 charge for cancellation requests received after October 20, 2006. Substitutions are permitted.

Military Members—To accommodate the September 30, 2006, fiscal year end, any member or employee of the Armed Services may register by October 20, 2006, at the regular rate with credit card payment information. Credit cards will be charged on November 15, 2006. Please note that providing credit card information obligates you to pay for a registration. Cancellations after October 20, 2006, will be charged a \$200 cancellation fee. If you are a military member, you may also pay using a Form 1556.

Confirmation Cards—E-mail confirmation notices will be sent to those whose registrations we receive by November 2, 2006. Please bring your confirmation with you to the conference.

Return to AFCPE, 1500 W. Third Avenue, Suite 223, Columbus, Ohio 43212, Fax: (614) 485-9621 or register online at www.afcpe.org.

Tools of the Trade

Financial Success Archives:

Weekly Tips—The Personal Financial Planning Department of the University of Missouri, Columbia, provides affordable, unbiased education and counseling in all areas of personal finance to individuals and families. This office offers free subscriptions to its Weekly Financial Tip regarding personal finance. Archives of the Weekly Financial Tips are available at <http://financialsuccess.missouri.edu/archive>.

Public Policy Tool Kit—The American Association of Family and Consumer Sciences has developed an electronic Public Policy Tool Kit to coach individuals in accessing policy information and sharpening policy engagement skills. Visit www.aafcs.org/Home.html.

Helping Teens Get Good Grades in Money Management—The latest issue of *FDIC Consumer News*, published by the Federal Deposit Insurance Corporation, has a special guide to help teens (and many pre-teens) learn how to make good decisions about their money, right from the start. Topics include saving, where to keep your money, spending, borrowing, protecting against fraud, banking basics, and more. The publication, entitled *Start Smart: Money Management for Teens*, is available online at <http://www.fdic.gov/consumers/consumer/news/cnsum06/>.

American Council on Consumer Interests (ACCI)—Papers and session summaries from the 52nd Annual ACCI Conference, held earlier this year are available in the conference proceedings of the Consumer Interests Annual. Available at <http://www.consumerinterests.org/i4a/pages/Index.cfm?pageid=4145>.

Continued on page 12



AFCPE Annual Conference Poster Sessions

Credit Cents: Resources for Teaching How to Become Credit, Debit and Identity Theft Savvy

Marilyn Bischoff, University of Idaho, Marsha Lockard and Barbara Petty, University of Idaho Extension

Asset Rich or Asset Poor: Retirement Saving Patterns of Older Tenants

Russell James, University of Georgia, and Deanna L. Sharpe, University of Missouri

Using the Retirement Personality Profiler as a Proxy for Stages of Change

Jean M. Lown, and Megan Henrie Rowley, Utah State University

Home of My Own: A Web-based Homebuyer Education Curriculum

Connie Kratzer and David O'Brien, New Mexico State University, and Ann Yail, University of Kentucky

High School Proms: Spending Evaluations

Brenda Jacobson and Debra Pankow, North Dakota State University

First Generation Female College Students' Financial Literacy: Barriers to Persistence and Degree Completion

Susan J. Eitel and Lillian Chenoweth, Texas Woman's University

A Tool Kit for Teaching Personal and Family

Finance in a Dynamic Market Place
Margarida Maria Demarchi, University of Manitoba

College Students' Perspective on Appropriate Credit Card Usage

Marc A. Giullian, Montana State University-Bozeman

Medicare Prescription Drug Benefit Education Project

Carol Hampton and Beverly Healy, University of Idaho

Collaborative Service Provider Conference on Tax Credits for Low-Income People

Rosemary K. Heins, University of Minnesota Extension, Christina Cook, Legal Aid

Society of MPLS, and Beth Haney, Children's Defense Fund-MN

Get Financially Fit! Increasing Financial Literacy on College Campuses

Frances C. Lawrence, Louisiana State University, Brenda J. Cude, University of Georgia; Dorothy Bagwell, Texas Tech University, Michael Gutter, University of Wisconsin-Madison, Angela Lyons, University of Illinois at Urbana-Champaign, and Sherrie L. W. Rhine, Federal Reserve Bank of New York

Dollar Decisions—Meeting the Needs of a Diverse Audience

Marsha Lockard and Linda Gossett, University of Idaho

Increasing Perceived Competence and Confidence Through Financial Literacy Teacher Training

Debra Pankow, North Dakota State University, and Cheryl Thompson, North Dakota Interactive Video Network

Paths Toward Impulsive Buying: The Mediating Effects of Credit Use and Debt Avoidance on Impulsive Buying Among College Students

Jacob Sybrowsky, Ivan Beutler, Lucy Beutler, Kelly McCoy, Rob Siddoway, and Tara Lewis Brigham Young University

Using Case Studies in Large Enrollment Courses: A Comparison of Two Methods
Virginia Solis Zuiker, Valerie Ruhe, Bradley A. Cohen, Megan M. Lundberg, Clinton G. Gudmunson, and Jenna Egge University of Minnesota

Financial Resiliency: Demographic Differences
Barbara O'Neill, Rutgers Cooperative Extension Jing Jian Xiao, University of Arizona

Financial Education with Department of Corrections

Rebecca J. Travnichek, University of Missouri Extension

What Older Workers Want

Continued from page 1

- they can take off time to care for relatives, and
- they can set their own hours.

“I want to continue balancing home and work as a goal.”

- ▶ 70 percent are looking for ways to better balance work and personal life.
- ▶ Major life and family changes occurred for 20–30 percent in the last five years.
- ▶ More than one-third give care to a spouse, parent, grandchild, or others.
- ▶ African American, Asian American, and Hispanic workers are responsible for more caregiving and have had more life and family changes than others.

“I find work fulfilling.”

- ▶ 86 percent say that staying in the workforce keeps them healthy and active.
- ▶ Nearly 60 percent feel that their jobs contribute to society or help people.
- ▶ Less than one-third say they look forward to full retirement a great deal.

“I know what my ideal job would include.”

- ▶ About 90 percent want a worker-friendly environment.
- ▶ 80 percent want opportunities to learn something new.
- ▶ 75 percent want to pursue something they’ve always wanted to do.
- ▶ 16 percent of preretirees who plan to work in retirement, plan to work for themselves or start their own business.

AARP encourages employers to gain an awareness of the aging workforce, to assess how the changing demographics in the workforce impact their business and to understand the best practices in place for recruiting and retaining the 50+ workforce as one solution to mitigate potential skill and labor shortages. For more information, AARP has created a Web site designed for employers at www.aarp.org/employerresourcecenter. ✂

Emily Allen is with AARP. She can be reached at eallen@aarp.org. Her career has focused on the education and workforce arena. For AARP, she served as the assistant national director for their Senior Employment Program before being named as the director of workforce programs in 2005.

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www.afcpe.org

Tools of the Trade

continued from page 10

Payday Loans—To educate and protect consumers on payday loans, the Consumer Federation of America offers information on how payday loans work, how to figure out how much payday loans cost, and how to check out the status of payday lending in each state. Available at <http://www.paydayloaninfo.org/>.

Americans Well-informed on Automobile Retailing Economics (AWARE)—Americans Well-informed on Automobile Retailing Economics (AWARE) is a nonprofit organization seeking to build a greater understanding about how auto financing works. Visit their Web site for financing calculators, tips, free educational materials, an eNewsletter, an auto financing quiz, and an advice column at <http://autofinancing101.org/>.

Call for Papers

Financial Counseling and Planning—The journal of the Association for Financial Counseling and Planning Education, open submissions. <http://www.afcpe.org>.

Journal of Personal Finance—Open submissions. http://www.k-state.edu/ipfp/journal_callforpapers.html.

Journal of Youth Development: Bridging research and practice—Open submissions. Contact Patricia Dawson with questions. <http://www.nae4ha.org/profdev/joyd/index.html>.

Special Issue on Consumer Finances, Journal of Family and Economic Issues—Submission deadline is February 1, 2007. <http://cals.arizona.edu/fcs/tcai/research/CallforPapers09-05.htm>.

Continued on page 14

Private Practice

AFCPE Practitioners Stand Together

By Lynne Boccignone, AFC, SandDollar Financial Counseling

When a person introduces him or herself to me as an attorney, I know what he or she does for a living. No explanation is needed. When I go to business mixers to promote my financial counseling practice, the typical exchange is:

Other Person: *Hi, my name is Bill; I'm a real estate agent. What do you do?*

Me: *I'm Lynne and I'm a financial counselor.*

Other Person: *Great, I've been looking for someone to evaluate my portfolio.*

Me: *I can't help you with that because I'm a financial COUNSELOR.*

Other Person: *(Blank look on face)*

Me: *I teach people how to...*

Other Person: *(Blank look on face)*

This exchange typically repeats itself five to ten times during the evening.

If you are a financial counselor in private practice, most likely you have experienced this conversation. Hopefully, you have received some coaching to improve your verbal skills on promoting your practice. But the point is, each event you attend, you have to explain who you are, what you do, why people need your services and why other professionals should be sending their clients to you without worrying about competition. The problem is that we are pioneering a new profession.

Financial counselors in private practice are working independently in their local communities to build their practices. Normally a professional only has to focus on distinguishing themselves from the

other practitioners in their field offering the same service. Competition with other financial counselors is not an issue for us. But, we do have to educate our community about our profession. This can be an overwhelming uphill battle.

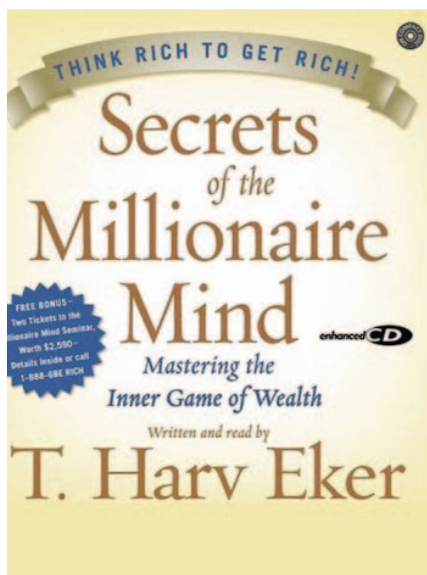
Although competition with other financial counselors is not an issue, people in other professions will often try to work with clients to resolve their money problems. They do this to ensure that the client will use their service. The professional gives up valuable time that can be used to market their business. Also, their clients are not receiving the skills and understanding a trained financial counselor offers.

Mortgage brokers, for example, may spend time helping a client clean up their credit report or coach them on how to cut back on spending so they can qualify for a mortgage. This can be a quick fix that does not resolve the underlying issues that created the low credit score in the first place.

Financial advisors often use the same language in their promotions that a financial counselor uses. "Create a roadmap" is used by both professionals. The consumer will go to a financial advisor seeking a structure to manage their money and they end up with a long-term investment plan. Many financial advisors will help their clients prepare a budget to make sure the client "pays themselves first." But the financial advisor is not trained to work with the behaviors and attitudes that created the poor spending habits.

It is important for a financial counselor to assure other professionals that we are not in competition. In fact, we can help them

Continued on back cover



Secrets of the Millionaire Mind

Written by T. Harv Eker

Reviewed by Barbara O'Neill, Ph.D., CFP®,
Rutgers Cooperative Extension

In recent years, there has been increased discussion in the financial education community about strategies to motivate people to adopt recommended financial practices. It is widely agreed upon that knowledge doesn't necessarily translate into action and educational efforts need to address obstacles to wealth-building, including psychological barriers and behavioral finance mistakes. Enter *Secrets of the Millionaire Mind*, which describes the concept of "money blueprints" and "17 wealth files" that contrast ways in which rich people think and act differently about money than poor and middle-class people. Each wealth file includes action steps that T. Harv Eker, author, motivational speaker and president of Peak Potentials Training, suggests that readers practice.

In the introduction, Eker shares his interesting personal "rags to riches" story. Part I explains how money blueprints work and how people are conditioned from childhood to think and act about money. Ecker notes that "the only way to change your *outer* world is to change your *inner* world" and he encourages readers to make verbal declarations related to the content of each of the book's chapters. Various childhood money influences are also discussed including verbal programming, modeling, and specific incidents, with examples provided by his seminar participants.

In Part II, each of the 17 wealth files is discussed in detail. Readers are encouraged to think, and subsequently act, differently about money. In a nutshell, they are characteristics of the wealthy (*see list on this page*).

A strength of *Secrets of the Millionaire Mind* is its numerous insights into specific ways that people sabotage their financial success through faulty thought patterns. Raised consciousness is a major objective, according to Eker, because people bring about what they think about. Financial counselors, in particular, should find the book valuable as a resource to challenge and redirect their clients. The biggest criticism of the book is its numerous references to Eker's different seminars. After a while, the infomercials get old. On balance, though, the book is a "must read" for those who are trying to motivate others to adopt improved financial behaviors. ✨

**New York: HarperBusiness
(2005)**
ISBN: 0-06-076328-0
Retail: \$19.95
Available at www.amazon.com

17 Wealth Files

1. Rich people believe "I create my life."
2. Rich people play the money game to win and not just to be comfortable.
3. Rich people are committed to being rich.
4. Rich people think big.
5. Rich people focus on opportunities.
6. Rich people admire other rich and successful people.
7. Rich people associate with positive, successful people.
8. Rich people are willing to promote themselves and their values.
9. Rich people are bigger than their problems.
10. Rich people are excellent receivers (i.e. they see themselves as being worthy of success).
11. Rich people choose to get paid on results.
12. Rich people think "both" instead of "either/or."
13. Rich people focus on their net worth.
14. Rich people manage their money well.
15. Rich people have their money work hard for them.
16. Rich people act in spite of fear.
17. Rich people learn and grow.

Call for Papers

continued from page 12

American Association of Family and Consumer Science (AAFCS)—

98th Annual Conference and Expo, June 21–24, 2007, Reno, NV. The online proposal submission system opens October 2, 2006. Deadline for proposals is November 6, 2006.

<http://www.aafcs.org/meetings/07/callfored.htm>.

Calendar of Events

November 15–17, 2006

Association for Financial Counseling and Planning Education (AFCPE) annual conference, San Antonio, TX
<http://www.afcpe.org>

March 29–30, 2007

2007 Federal Reserve System Community Affairs Conference, Capital Hilton Hotel, Washington, DC. Details pending.

April 17–19, 2007

21st Century Families Conference, Little Rock, AR
http://www.arfamilies.org/21st_century/default.htm

May 7–10, 2007

The Future Urban Extension Agenda Conference: Reaching New and Diverse Audiences, Kansas City, MO.
<http://extension.missouri.edu/urbanconf/>

June 21–24, 2007

American Association of Family and Consumer Science 98th Annual Conference and Expo, Reno, NV.
<http://www.aafcs.org/meetings/07/>

October 24–27, 2007

2007 NCCC-52 Conference, Baton Rouge, LA. Contact Angela Lyons at anglyons@uiuc.edu.



Notes from the Executive Director

By Sharon Burns, Ph.D., AFCPE Executive Director

Today I was completing the self-evaluation of my performance for the Personnel Committee and Executive Board. Doing this provides a time for reflection about not only my personal growth as an executive director, but of the association and the financial counseling and education industry.

First, let me share with you some important components of the growth of the association. The number of certification program enrollees has increased dramatically this year. Part of the growth in enrollments is due to our partnership with the NASD Investor Education Foundation to certify 200 military spouses. But, we've also collaborated with other partners to increase the number of professional counselors including the National Student Loan Program and the Department of Defense and five service branches.

Second, we have increased the size of the staff available to serve our members and certification program enrollees and certificants. Cara Defibaugh and Jim Skeeles introduce themselves on page 15 of this newsletter.

Third, we received and have successfully managed three contracts from external funders. These contracts have allowed us to expand our concept of professional development, the major purpose of our association. We will leverage the projects by revising them to provide online continuing education programs and review courses for our certification program enrollees.

It's not the goal of the Executive Board or staff to only work on new projects. We continue to strive to work with our com-

mittees and members to produce an impressive conference, better communications, and more opportunities for our members to lead the nation in financial research, financial counseling and financial education.

One of the most exciting projects this year has been the self-directed informal committee of private practitioners (*see private practice article on page 12*). This group has met on a semi-monthly basis for most of the year. One of their goals is to increase the public's awareness of the services financial counselors can provide to the public. Another goal is to improve the ability of private practitioners to serve clients in a professional manner, perhaps through the development and distribution of standardized professional materials. The method in which this group has worked will serve as a model for other association members with similar professional interests to develop a plan of work for their constituency.

I am suggesting to the board that our goals for 2007 include marketing our researchers' work to a national audience through media releases and contacts with potential grantors. We want to continue to provide quality professional education programs to our certificants and assist them in designing and developing standardized materials to assist them in their work. And, last I would like to leverage technological capabilities to service our members in more timely and relevant ways.

As I told the Personnel Committee at the end of my evaluation—"this is a fun job and thanks for allowing me to serve AFCPE!"



Revisiting Reincorporation (...Again...)

By Angela Moore and PJ Gunter

This is not the relative who is staying too long and you don't know how to evict. The issue to reincorporate AFCPE in the State of Delaware just needs to be put to bed.

The two reincorporation votes held clearly show that the overwhelming majority of the AFCPE membership is in favor of the reincorporation:

Year	For	Against	Abstentions
2004	405	5	11
2005	263	3	7

However, since AFCPE is incorporated under the laws of the State of Michigan, the votes of those members actively participating and expressing their approval of this change did not meet the quorum required under Michigan law. Therefore, in order for your vote to make a difference on any issue, AFCPE needs to move from

Michigan's burdensome requirements to Delaware's business-friendly laws.

Reincorporating in Delaware settles the quorum requirement, and:

- ▶ Simplifies the voting process
- ▶ Empowers the membership to make necessary changes
- ▶ Eliminates expenses, i.e., \$1,100 to print and mail out officer ballots; \$1,750 to print and mail reincorporation packets; \$2,500 (minimum) for reincorporation legal fees
- ▶ Each time we revisit this issue, these expenses capture 7.6 percent of your membership dues.

Soon you will receive a reincorporation packet in the mail with a proxy statement on this matter. Your opinion is welcomed through your action on this proxy. If you are in favor of reincorporation in

Delaware, you may deliver your proxy to the board. Actual voting will take place at the annual meeting in November.

However, your proxy authorizes the board—your representatives—to act in your best interest and execute this process whether you are present to vote or not. Those of you who are at the meeting will have a chance to take back your proxy and vote, should you choose to do so.

This is the time. Let us move forward as an organization under bylaws that allow AFCPE to grow in response to our membership's evolving professionalism. ✨

Introducing New AFCPE Staff



Cara Defibaugh earned a bachelor of science degree in human services from Geneva College in May of 2006, magna cum laude. While in college, Cara worked

as an admissions counselor. Her senior year she interned with Project STAR, an adoption agency for special needs children. She was married in June and moved to Columbus, Ohio in August. Cara began working with AFCPE in the middle of August and was hired for member services, conference management and other administrative tasks. She has enjoyed her experience so far and is looking forward to her future with AFCPE.



Jim Skeeles is AFCPE's new part-time director of curriculum for certification programs. Jim will be responsible for maintaining the relevance of our certification programs to practice and

research in financial education and financial counseling. He will actively work with the Certification Program Committee. In addition, he will oversee the development of an active continuing education program. Jim holds three degrees from The Ohio State University: B.S. in Agricultural Education, M.S. in Agronomy and a Ph.D. in Family Resource Management. ✨

Congratulations New Certificants

*AFCPE Certified® Financial Counselor
Graduates
(6/1/06 through 9/1/06)*

Bell, Mary	Johnson, Daniel
Britt, Sonya	Keith, Michael
Brown, Rich	Lacey, Shauna
Brubaker, Christopher	Lennox, Renee
Cabeen, Sharon	Lizotte, Artyce
Day, Phillip	McKeown, Juanita
Duff, Joseph	O'Brien, Janice
Epperson, Arlin	Parker, Beverly
Fulk, Larry	Robertson, Linda
Headley, Fay	Schmidt, Connie
Jackson, Kimberly	Sprenger, Phronsie
	Young, Bruce

*AFCPE Certified® Credit Counselor
Graduates
(6/1/06 through 9/1/06)*

Donohue, Paul	Long, Malia
Drumm, Thomas	Ludchak, Elizabeth
Gowins, Amber	Sours, Joy
Harrison, Trina	Trinidad, Waleska
Herbig, Erin	Ward, Melissa
Hodsdon, Nichole	Warner, Denise
Lee, Angela	Watson, Jeff

Private Practice

Continued from page 12

become more successful. The key is to convince them that we can work as a team to help financially unstable clients. As allies, they can build good will and long term relationships with clients they may have previously turned away.

Forming alliances with other professionals takes careful planning. The old marketing adage "What's In It For Me?" is helpful when financial counselors are writing marketing materials and mixing at business events. What would be the direct benefit to this professional for sending their client to you? You may be thinking, "How would I know? I'm not a mind reader." The solution is to ask questions. People like to talk about themselves. Your goal is to target the clients with poor spending and saving habits. Ask the professional how they handle these clients. Once you understand their problems and frustrations, offer the solution.

AFCPE has acknowledged the uphill battle we face each day to educate our local communities about our profession. They are doing this by supporting an informal committee of AFCPE private practitioners who have been meeting since the 2005 conference with the purpose to create a national marketing plan to promote financial counseling as a profession. The goal is to gain recognition for our profession so we can introduce ourselves as financial counselors and not have to explain what that means. We will be offering resources and tools to help you with marketing and managing your practices.

As a unified organization under the AFCPE umbrella, we can create recognition which will help each of us in our daily practices to attract the people who need our services. ✧

Lynne Boccignone, AFC, is in private practice with SandDollar Financial Counseling, in Aptos, California, and can be reached at Lynne@SandDollarFinancial.biz.



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We believe...

Everyone has financial desires that affect their lives every day.

Better financial decisions lead to a better quality of life.

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Academics, research and practical experience inform professional financial counselors and educators.

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Purpose...

To support and advance the profession of financial counseling and planning education.



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