



Brought to you by Joe DeMarco, FICF

KNIGHTS OF COLUMBUS

Financial Beacon

Fall 2018



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A MESSAGE from your agent

Dear Brother Knight:

The Knights of Columbus offers men a place to lead their families and communities in faith and service and put their Faith into Action. Knights of Columbus members, parishes and families have the opportunity to make a meaningful difference through 32 Supreme Council-recommended programs.

Organized into Faith, Family, Community and Life categories, the Faith in Action program model empowers Knights to come together to share faith, celebrate fraternity with loved ones, and do what they do best—stand shoulder to shoulder in service to the community and to defend life at all stages and in every condition.

Faith Grow in faith and build a strong parish and Church. Aid priests and religious in formation.

Community Make a powerful difference in your community.

Help those less fortunate with the basic human needs of clothing, shelter, mobility, and compassion.

Family Strengthen families through faith and service. Socialize and pray with other faith-filled Catholic families.

Life Create a culture of life. Assist pregnant women in need, and empower those with special needs to realize their full potential.

Please join me in putting our faith into action today, and everyday.

Fraternally yours,

Joe DeMarco

Permanent life insurance can be the gift of a lifetime

When you imagine the perfect gift for the children in your family, consider permanent life insurance as a legacy gift. Then, think about the impact and simplicity of *paid-up for life* coverage, which you can put in force either with a single payment, or with premium payments over 10 or 20 years, whichever best fits your circumstances.

Properly structured, a parent or grandparent can designate a child as the insured, and as the policy owner once the child reaches adulthood.

Likely no better time to insure

The likelihood of a life insurance claim for a child is extremely low, and for that reason, as well as the usual health of youth, there may be no better time to purchase coverage for them—the premiums are likely the lowest they will ever be.

They will not understand now, but you do

While it is true a child will not appreciate your gift for what it is, later in life they surely will. You have the foresight to see the value now, and you can rest assured they will be grateful in the future.

A savings tool a child can use later

A Knights of Columbus permanent life insurance policy has a cash value, and carries a guarantee of a certain return on the cash value. The cash value of a permanent life insurance policy grows over time, tax-deferred.

The policy owner can borrow against the cash value, or surrender the policy for the cash value, minus any surrender fee. The cash can be used for college, a down payment on a home—anything.

Qualified for more life insurance later

A child who develops a medical problem early in life might have trouble qualifying for coverage later. By purchasing coverage now, you guarantee the child has some coverage, and if structured properly through Knights of Columbus, you can guarantee they are eligible to purchase



more coverage later in life, regardless of health.

Money for the costs of the unthinkable

In the unlikely event of a child's death, a life insurance benefit can provide for funeral expenses and medical bills, and perhaps cover household expenses if parents need to take time away from work.

Four great options for paying premiums

Knights of Columbus permanent life insurance policies offer level or graded premiums. When contemplating permanent life insurance as a gift, consider these premium options:

Single Premium Whole Life. Secure protection and start your legacy with one, single payment.

10-Pay Life. Pay your premiums in just ten years, and the death benefit is guaranteed for the life of the insured.

20-Pay Life. Pay your premiums in just twenty years, and the death benefit is guaranteed for the life of the insured.

Graded Premium Whole Life. Enjoy lower premiums for your first few years to help you get started. Premiums will then gradually increase before leveling off.

All Knights of Columbus permanent life insurance policies (with the exception of Graded Premium—see above) have premiums that are guaranteed not to increase, so you won't have to worry about any surprises.

Take advantage of this member benefit

As your Knights of Columbus field agent, I look forward to meeting with you to discuss all the options available to you for giving the gift of permanent life insurance, and to structure a policy that meets your goals, at a price you can afford. ♦

This material has been prepared for informational purposes only, and is not intended to provide, and should not be relied on for tax, legal or accounting advice. You should consult with your own qualified tax, legal and accounting advisors before engaging in any transaction.

Family and finances—giving the gift of your financial wisdom

Autumn is upon us, and that means the holidays are just around the corner. You may already be thinking about gifts, shopping, and the expense of it all. Couple that with the year-end planning you may hope to do, and you have a full plate.

A comfort, though, is knowing the greatest gifts are not wrapped, and do not fit under the tree—the gifts of your time, patience and experience.

Children learn from what you do

Thinking back to your own childhood, you may remember just how often you watched a parent, whether working around your home, spending time with you, or running the errands necessary to keep your household running.

If you are blessed to be a parent now, keep in mind that you are being watched in the same way. As much as we may say to a child, our actions teach as well.

Your peace of mind, or lack of it, is apparent to your children

Children need to feel safe and secure, and they sense when things are not right in their home. Your mood is important to them, and you can let them know if something is bothering

you. They look up to you, and have faith in you, but they need to hear it is not their fault.

Including children in financial discussions

Most every family faces difficult financial decisions from time-to-time. You must make those decisions, but there are many opportunities and much value in including children in the family discussion about financial issues.

While they may not understand the big picture, they are eager to feel involved, and will be proud if they feel they are helping in some way, even simple ways, such as doing chores without being asked, or playing quietly while you work things out at the kitchen table.

Children learn throughout childhood

At every age, children have the capacity to learn, and in fact *need* to learn incrementally. By discussing money with your children from an early age, you will know what they are grasping by listening to their comments and questions.

If money is discussed throughout their life, children will feel comfortable talking about it with you as they grow, and as bigger questions face them.



Encouraging children to make financial choices for themselves

Earning and spending are a fundamental part of growing up. Try to give your children ways to earn money around the house. They will take pride in their work, value their money, and learn to carefully consider the power of saving up and spending that money on things they want. They will most likely regret some decisions, but they learn from that, too.

A strong foundation of knowledge


Family life is complex, and there is no one right way to raise children. Every child is different, even in the same home. Find your own way to teach each child about finances, just as you would discuss other important things. They will follow your lead, and they will absorb your knowledge. Your child's future success is your reward, and they will thank you for all you gave them—not wrapped, not under the tree. ♦

YOUR AGENT



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Family benefits & services

Knights of Columbus consistently ranks at the top of the industry in financial stability and ethics. Please call to discuss these services:

- Financial needs analysis
- Life insurance
- Tax deferred fixed-rate annuities
- Long-term care insurance
- Disability income insurance
- Retirement account rollovers
- Estate preservation
- Scholarships
- Family fraternal benefits

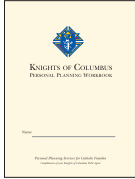
Contact me today for information on long-term care insurance



KNIGHTS OF COLUMBUS Financial Beacon

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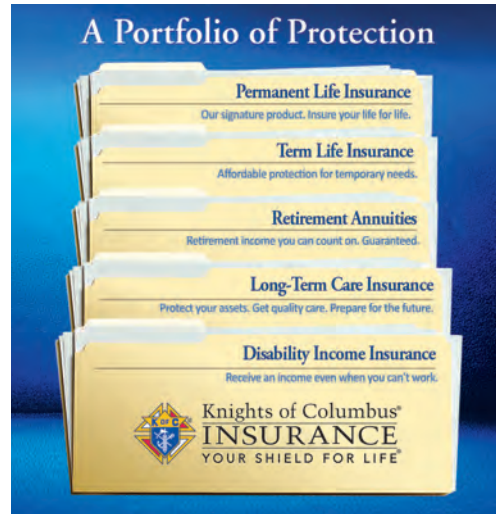


The document your family will be glad you left behind

In one place, you can assemble all the information your family would need to take care of basic financial matters in your absence. Your complimentary Knights of Columbus Personal Planning Workbook helps you compile details about key contacts (attorneys, insurance agents, etc.), financial accounts, bills, passwords, the location of important documents, and more.



Contact me today for your complimentary Workbook.



Contact me today for information on long-term care insurance

Use systematic withdrawal from your annuity to pay premiums



Whether you are planning for, approaching, or enjoying your retirement, an annuity can be a flexible part of your overall plan for steady income after you leave the workforce.

An annuity is a retirement savings product. You make contributions, and, after a specified amount of time, the annuity pays you a regular income stream.

With a Knights of Columbus annuity, you have several funding options:

Single Premium Annuity. A single, lump-sum payment that accrues interest until you elect to begin withdrawals.

Flexible Premium Annuity. Premium payments can be made on a regular or irregular basis. We encourage Electronic Transfer of Funds with the frequency of payments determined by you. In addition, you have the option to choose your payment schedule.

Single Premium Immediate Annuity. Purchased with a single payment, it begins to pay out immediately.

Once funded, your annuity grows, and a guaranteed income stream for life awaits you. When planning with this income source, consider it as a way to pay your premiums for insurance policies you have in-force, with your systematic withdrawal options (SWO).

What is systematic withdrawal?

Election of SWO will allow for the Electronic Funds Transfer payout to the annuity owner of periodic payouts, which will avoid surrender charges. As the annuity owner, you have the option

to have your payout monthly, quarterly, semi-annually, or annually.

There are three Systematic Withdrawal Options, one of which is *Specified Amount*, which allows for the payment of a fixed specified amount. When planning, note that total distribution cannot exceed 10% of account value in the first year.

Insurance premiums eligible for SWO

The Knights of Columbus permanent life, long-term care, or disability income insurance plans are eligible for Systematic Withdrawal Option payments, if in-force prior to the SWO election.

Set it and forget it

With the election of a SWO from your annuity to pay your insurance policy premiums, you do not need to remember, track, schedule, or make those premium payments.

Contact me today to put this convenient option in place. ♦