



Creating Wealth Quietly

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We at Pampel & Associates, Inc. feel it is necessary not only to assist our clients in creating wealth, but also to educate, as well. To fulfill that vision we will be offering information concerning various investment vehicles. We hope you enjoy this quarterly newsletter and appreciate any feedback that you may have regarding content, questions or possible topics to add.

Your Friends at
P&A

Life Cycle Stages of Retirement

By Dr. Larry Pampel

When your time here on earth is complete, what eloquent words will your loved ones write as your epitaph? You have labored most of your life and saved for the 'golden years' of retirement using an estimated date of how long your accumulation will last. How close do you think you will come to that date? You have worked hard on accumulating monies so you can have that dream home or have an exceptional retirement. Is this you? You have sacrificed by working overtime and attending meetings/seminars so you can better yourself and your family, sacrificing time with them so they can have some opportunities you never had. Have you asked them what they want? Now I ask, what really matters?

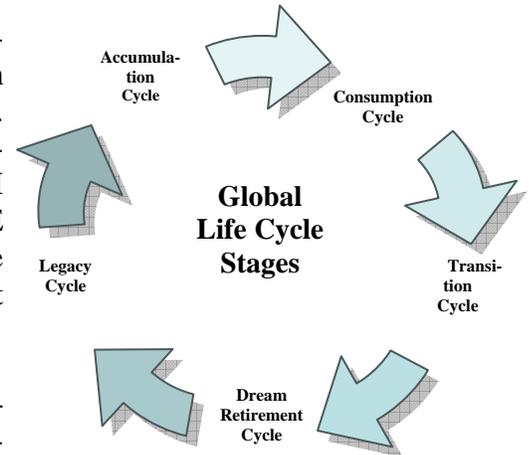
Last week a friend shared with me a video of a college professor that had discovered he had pancreatic cancer. He was asked to share his last college lecture he had given his students with a nationwide audience. Perhaps you have viewed it. As I watched the video, I was struck by the tears in the eyes of people in the audience. At the end of the video, the professor stated he had not given the lecture for the students or the audience but for his three children he was leaving behind. Some day they would have the opportunity to view it and realize the values of their father. The talk was marvelous and had great points about dreaming and values. But, I was not saddened. In fact, I sat there as I watched the screen and felt extreme joy. What a gift to know the date of your passing within months. What if this young father had died suddenly and never

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had the opportunity to share this video of philosophy with his children. I am firmly convinced those that have been given a certain amount of time prior to their passing and they know it, are blessed. I know this may tug at the shoestrings of some of your hearts because you know someone that has suffered with terminal disease. I understand, so have I. But, think about this if you will. **WE ARE ALL TERMINAL.** Some of us just do not know when. So, we live our lives like we are immortal instead of completing the important things each day.

Now, you might ask what does this have to do with Pampel & Associates and investment and financial planning. Everything is our response. While we have a society that flaunts and promotes youth on every commercial, advertisement and movie you view, the truth, as far as I am concerned, is we are all maturing to be more like Morgan Freeman and Jack Nicholson in 'Bucket List'. **'Live On'** and **'Leave On'** are two terms that sum up two of the most important concepts in planning. We have spoken in previous articles about creating the **economic battery** that will support you through the 'Live On' part of your life. This article is not to discount this concept, it is very important. In fact the creation of the **economic battery** is what frees you up to 'Live On' and 'Leave On'. But, I am finding too many individuals today placing the majority of their focus on this accumulation. You need to find a balance so if you find yourself in the position of the young professor with children or siblings, you will not find it necessary to re-establish those relationships that are meaningful in your life. **End every day with the assurance that those who mean the most to you know, without a doubt, how much they mean to you.**



Now let us discuss the 'Leave On'. As we annually review the plans we have helped clients construct, one of our questions is are there any changes in how you want to distribute the material portion of your legacy. **Legacy Planning** is a term by now you should conceptually embrace. All too often when we put a pencil to the amount left to each person, clients are surprised that the numbers do not work out as they expected. Especially when leaving behind illiquid assets. We encourage you to do the math yourself to assure the results of your planning will be as you intended. Clients with larger estates that exceed the estate tax minimums are often surprised at the amount of tax that will need to be paid. These taxes can create extreme hardships for your heirs. Now we find that most clients will adopt the attitude of I will 'get around to it' in making changes or even reviewing. Remember the story of the young college professor. We can never know when it will be our turn. It does not make any difference which **Life Cycle Stage of Retirement** you find yourself. Do not put off the 'Leave On' portion of your life. Plan for both the material blessings and the relationship blessings you have been entrusted with. Act today on each.

If you were blessed to be told how long you had to live, there is a very good chance you would change how you live and relish those things of value. You would build the 'epitaph' of your life with those that mean the most to you.

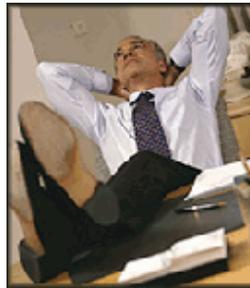
We invite you to call P&A @ 800-847-3512



Web Picks of the Quarter

Entertainment:
www.cnn.com
Sports:
www.ncaa.com
Shopping:
www.sportsmansguide.com
Eric's pick:
www.whytehorsewinery.com

Wondering what are some new and exciting web sites?



Wondering what's going on next?

SCHEDULE OF EVENTS

Upcoming Seminars

May 13, 2008

*"Benchmarks In Your Investment/
Retirement Strategies"*

June 19, 2008

*"LTC-Living a Long Life is a Near Cer-
tainty, Planning for a Long Life is Now a
Necessity"*

July 24, 2008

*"Growth thru Income"
An Intro to P&A 's philosophy*

Pampel & Associates

"Gatekeeper for whole life planning"

Invites our clients to

"Benchmarks in Your Investment / Retirement Strategies"

Presented by Larry W. Pampel

May 13, 2008

6:00 p.m. - 8:00 p.m.

Enjoy

Wine and Cheese at

Whyte Horse Winery

1510 S. Airport Rd., Monticello, IN 47960

RSVP 583-7333 or 800-847-3512 by May 6, 2008

This evening is a token of our appreciation to our clients for their continued trust and confidence in choosing Pampel & Associates as their "gatekeeper advisor." As you enjoy wine and cheese, Larry will present an informative discussion identifying the benchmarks in our journey through the "Life Cycle Stages of Retirement."

Clients may extend this invitation to a friend or family member. Reservations are required.

People do not live on assets, they live on in-

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Underestimate the money you will need.

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Pampel & Associates, Inc. is a Registered Investment Advisory Firm that provides assistance in:

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- Profit Sharing
- Health Insurance
- Life Insurance
- Long Term Care
- Disability Insurance
- Financial Planning
- College Planning
- Retirement Plans
- Estate Planning
- Tax Planning
- Full Service Brokerage
- On Site Seminars
- Much, much more...

Creating Wealth Quietly
Is published quarterly by:

Pampel & Associates, Inc.
101 S. Main Street
(corner of Main & Broadway)
Monticello, IN 47960
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Our purpose is to bring you current and relevant topics in all areas of your financial and personal life.

This newsletter is provided for the purposes of education, information and entertainment and should not be construed as advice or consultation.

Are you protected against an unintended invasion of your principal? How long could you pay expenses of \$200 a day for long term care? Long term care planning protects income. Is your family and portfolio protected? Long Term Care: Where, When and How you receive it.

Join **Eric Pampel of Pampel & Associates, Inc.**

for a

FREE and Informative session

"Living A Long Life Is A Near Certainty, Planning For A Long Life Is Now A Necessity."

*Do you have your family protected with life insurance in the event that you might die?
Do you have your family protected with long-term care insurance because you don't die?*

June 19, 2008

6:30-7:30 p.m.

Whyte Horse Winery

1510 S. Airport Rd., Monticello, IN 47960

Limited Seating RSVP: 583-7333 800-847-3512 by June 12, 2008

Have you ever wondered what is unique about Pampel & Associates? Have you wondered if Pampel & Associates could benefit you? Do you have an advisor or a gatekeeper? Do you have a financial plan or a whole life plan? Join us as our guest for this introductory seminar to Pampel & Associates' philosophies. We will be having a short presentation followed with an open Q&A session.

Are your investments sending you on a 'roller coaster' ride?

Join **Eric Pampel of Pampel & Associates, Inc**

for a

FREE and Informative session

"Growth thru Income"

July 24, 2008

6:30-7:30 p.m.

Whyte Horse Winery

1510 S. Airport Rd., Monticello, IN 47960

Limited Seating RSVP: 583-7333 800-847-3512 by July 17, 2008