

Long Term Care Insurance (continued...)

Fortunately, there is an easy way to prepare for long term care and its costs. Long term care insurance (LTCI) was identified by 42 percent of the survey respondents as the best solution for funding long term care costs. It's important to note that LTCI premiums are based on your age and health when you apply, so it makes sense to buy when you are young.

When you think about it, planning for long term care is important to your overall financial plan and a long term care insurance policy can help:

- Protect your retirement savings
- Give yourself control over where you receive care – as most policies cover care in all settings these days (home, assisted living facilities, adult day care and nursing homes)
- Give you the means to pay for higher quality care
- Relieve your family and friends from heavy caregiving responsibilities
- Receive not only financial support, but professional advice, additional resources and service provider discounts

It is true that knowledge is power. The more you know about long term care planning, the more you realize that it is no different from planning for your retirement or other key financial goals. Taking it one step at a time is the key. Do some of your own research (see NAIC, Shopper's Guide to Long-Term Care Insurance, www.naic.org) or consult with a UMAFS financial professional who can help you develop a strategy to fit your needs and budget.

*Source: John Hancock 2005 Cost of Care Survey, conducted by Harris, Rothenberg International, LLC, 2005.

"The UMAFS Newsletter discusses general developments, financial events in the news and broad investment principles. It is provided for information purposes only." It does not provide investment advice and is not an offer to sell a security or a solicitation of an offer, or a recommendation, to buy a security. Investors should consult with an investment advisor to determine the appropriate investment vehicle. Investment decisions should always be made based on the investor's specific financial needs and objectives, goals, time horizon and risk tolerance. The statements and opinions contained herein are those of UMA Financial Services. While the statements and opinions are provided in good faith, UMAFS does not warrant their completeness or accuracy and they should not be relied upon as such. Past performance is not a guarantee of future results.

This update is not intended as and should not be used to provide investment advice and does not address or account for individual investor circumstances. Investment decisions should always be made based on the client's specific financial needs and objectives, goals, time horizon and risk tolerance. The statements contained herein are based upon the opinions of UMAFS and third party sources. Information obtained from third party sources are believed to be reliable but not guaranteed. All opinions and views constitute our judgments as of the date of writing and are subject to change at any time without notice."

You Asked We Listened

UMAFS now has a direct telephone number.



UMAFS DIRECT NUMBER:

801.747.0800



401(k)s

Active Strategy

LTC Insurance

UMAFS Advantage

Financial Check-Up

INVESTING IN YOUR FINANCIAL HEALTH

401(k)s

BY TRENT SEARLE
GROUP BUSINESS CONSULTANT, UMA FINANCIAL SERVICES

HAVE YOU EVER STOPPED to think about your retirement? Do you know how much will be required to fund your retirement needs? Many experts believe that today's workers will need to replace approximately 60 percent to 80 percent of their current annual income, adjusted for inflation, in retirement.

According to a recent Harris Poll, 22 percent of Americans say they have no personal savings and 30 percent have no retirement savings. In fact, almost a third of eligible employees are not even participating in their retirement plans. When you consider the problems facing the Social Security system and the fact that people today are living longer than ever before, the need to have a good retirement program becomes very clear.

While these statistics and risks are certainly troubling, they also underscore the importance of having a good team to help you choose, maintain and promote a good retirement plan for you and your other plan participants.

In the world of retirement plans, many companies today are choosing to use an unbundled service model. This model consists of a team of specialists, like UMA Financial Services, a third party administrator (TPA) and a plan provider (like Fidelity or John Hancock), all working together to create, administer and oversee the 401(k) plan. As with any plan, the key to success is to ensure that you have selected the right partners and are utilizing the best available resources.

UMA Financial Services has been providing retirement planning and assistance to physicians and their families for more than 15 years. Our people, processes and platforms have allowed us to become one of

Utah's leading retirement advisors for medical plans. Our role is not only to help you with investment selection and goal planning, but also assist in the selection of the other team members.

When it comes to retirement plan design and oversight, we consider the knowledge and expertise of local TPAs to be invaluable. To help our clients decide on the right TPA, we look for those who will provide a knowledgeable staff and dedicated plan administrators, who have a proven ability to stay up to date on market trends and regulatory changes. Their role is to coordinate all pertinent documents, accounting, compliance, governmental reporting and administrative needs.

The third partner, as mentioned earlier, is the plan provider. In this area, we look for financially strong companies that continually set themselves apart in the industry. The provider must have an established reputation as an industry leader, including a track record of continually introducing value-added products and services. They must also offer education materials for plan participants, effective tools and comprehensive options for plan administration and fiduciary support. We view these items as essential components in making the job of the office manager or administrator easier, while helping to protect the Trustees from fiduciary liabilities and time-consuming IRS or DOL audits.

Many individuals will face retirement challenges. The advisors at UMAFS have the tools necessary to help you make appropriate decisions with your retirement savings and reach your financial goals. Those who are sponsoring a retirement plan should remember that UMAFS has dedicated staff to help you assess your current plan and evaluate whether you have the sound foundation to overcome these retirement risks.

For more information about the services available at UMAFS (the only wealth management firm dedicated exclusively to Utah physicians), please call 801 747-0800.

ADDRESS SERVICE REQUESTED
WWW.UMAFS.ORG
Salt Lake City, Utah 84107-4250
310 East 4500 South, Suite 500



NON-PROFIT ORG.
U.S. POSTAGE
PAID
Salt Lake City, Utah
Permit No. 1106

Why You Still Want An Active Management Strategy

BY PATRICK BRADY, VP, UMA FINANCIAL SERVICES

IN THE AFTERMATH of last year's downturn in which active managers took a beating, some physicians are asking whether they'd be better off moving into completely passive index funds, shifting their assets into treasuries or getting out of the market altogether.

Going forward, we see the market moving into an environment in which good research and good stock picking will, once again, take center stage. With headwinds shifting to tailwinds at the backs of active managers, in our opinion now is not the time for investors to go all-passive, or worse, get out of the market. We believe that risk aversion, which protected some investors in the last market cycle, will cause investors to lose out on market opportunities in this cycle. As wealth managers we believe the market is embarking on a period that will favor active managers. Our advice is to stay invested, stay diversified and stick with your long-term investment strategy. We believe that risk will pay-off in this period. As a matter of fact, since our March 2009 low, UMAFS Russell Funds have outperformed their benchmark index by over 200 bps.

Economic woes persist and the ride will stay bumpy for the foreseeable future. This will accentuate the differences between winners and losers, especially within a given industry, elevating stock selection to even more critical heights. In fact, avoiding losers may be even more important than picking winners. The final word: We believe investors will be compensated for making the active choice

Long Term Care Insurance

BY MATHEW TURNBOW, INSURANCE SPECIALIST, UMA FINANCIAL SERVICES

IF YOU'D RATHER write your will than have a discussion about planning for long term care (LTC) needs, you're not alone. Results from a 2006 John Hancock Life Insurance Company (John Hancock) Long Term Care Survey revealed that more than half of the respondents opted for the will. In addition, a slightly less percentage said that going to a nursing home is worse than becoming bankrupt and half said they consider it worse than dying.

It's clear that the emotions surrounding the very thought of losing our independence can paralyze us from taking action. But it doesn't have to be that way. Once physicians understand the facts about long term care, the planning process is much easier and offers peace of mind about preserving savings, protecting family members from the burden of caregiving, and retaining independence

Long term care is the assistance needed by someone who can no longer independently perform daily activities such as eating, bathing or dressing. This care can be received at home, in an assisted living facility, adult day care center or nursing home. It's important to understand that long term care does not necessarily have to mean nursing home care, which seems to be the biggest fear and misconception associated with LTC. In fact, 80 percent of older adults who receive LTC do so in their own homes or community settings. That's good news.

Yet, with the majority of LTC services provided at home, more Americans today have first-hand experience with caregiving and how it affects their personal lives, family, financial security and work situation. A portion of the John Hancock LTC survey focused on the impact of caregiving, and over half of the respondents said that a family member or friend needed care.

While it is true that the vast majority of Americans recognize the importance of planning ahead, there is a lack of knowledge about LTC as well as the pros and cons of funding alternatives. With the national average cost for care at more than \$71,000* and the expense of at-home care or services provided in a community setting – these cost can really add up. Many rely on the hope that government programs like Medicare and Medicaid will pay for LTC services – but these programs can be very limiting.

continued on last page...

The Numbers

50%

The amount the S&P 500 Index is up since March 9th

Source: Standard and Poor's

84%

Participation in employer-sponsored retirement plans in 2003 and 2007 among private-sector workers

Source: US Dept of Labor

11.9%

Year-to-date return of the Russell Strategic Bond Fund (S Class)

Source: Russell.com

79%

Americans who feel very or somewhat secure in their current jobs

Source: Bankrate.com

67%

Voters who think that patients who have chronic medical conditions shouldn't pay more in health care premiums

Source: Rasmussen Reports, LLC

The UMA Financial Services Advantage

BY MELISSA SAEZ, CMO, UMA FINANCIAL SERVICES

ONE OF THE MOST valuable benefits the Utah Medical Association offers its members is access to a wholly owned financial services company, UMA Financial Services. The primary objective of UMAFS is to assist member physicians in reaching their financial goals. To achieve this, UMAFS provides the best possible retirement, investment, 401(k), insurance and education funding products and services. These are provided by full-time wealth managers who are salaried, i.e., they receive no commissions.

Here are seven great reasons why you should use UMA Financial Services:

1. Created by physicians for physicians – this ensures that every product we offer, every recommendation we make is done solely in the best interest of our physician members
2. Board oversight – The UMAFS Board of Directors consists of your peers who oversee our operation so we stay true to our objective of providing the best possible financial planning services.
3. Board approved products and services – All products are subject to review by our Board. Each product and service is selected for the benefit of physicians, not for the commissions they pay or the fee they produce. Nothing is offered that isn't first approved by the Board of Directors.
4. Financial planners compensated for quality - Your advisor is paid a salary based on the quality of their work. No commissions, fees, or incentives are ever paid to planners.
5. Team approach to planning – UMAFS doesn't rely on the expertise of just one financial advisors but instead uses a team of advisors who are experts in their respective areas. An advisor may be assigned to you as your principal contact, but he has access to every member of the team to meet your needs.
6. You secure health. We secure wealth – We do what we do best – wealth management - to free up your time to do what you do best - practice medicine.
7. It's a benefit of membership – UMAFS is considered by many UMA members to be one of the most valuable benefits of membership. If you haven't already met with one of our advisors, please call us for a no-cost assessment of your financial situation.

Upcoming Webinars

Please join UMA Financial Services for a special learning series of live Webinars. To receive an invitation go to www.umafs.org "Client Center" then "Events" and click "Sign Up Now"

Date	Time	Subject	Presenter
September 15, 2009	12:15 PM	Build Durable, Low Correlation Portfolios	Craig Israelsen Ph.D.

Webinar recordings will be posted three days after the event @ www.umafs.org "News You Can Use" and "UMAFS TV"

