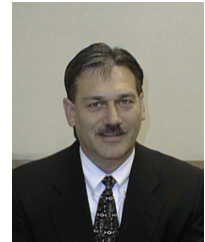


Featured Article

Catering To An Aging Population



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The post World War II baby-boomers and the generations ahead of them are becoming a larger percentage of the total American population.

According to the American Association of Retired Persons, baby boomers are 76 million strong (29% of the U.S. population), and the largest cohort in America's history, The oldest of the baby boomers, now 54, are approaching later adulthood and retirement.

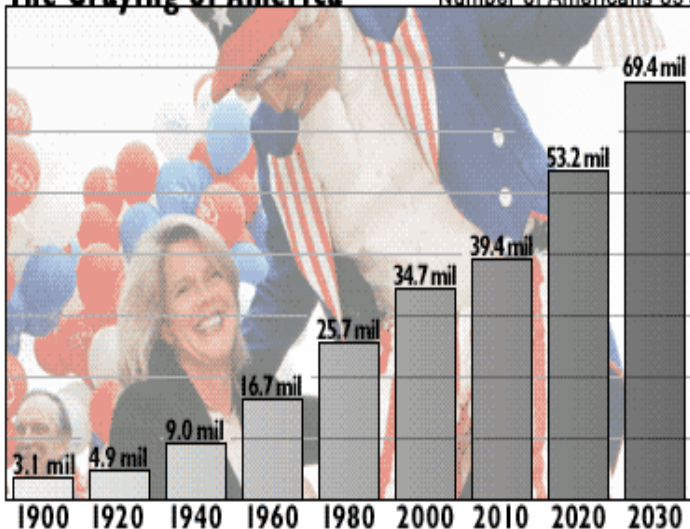
People are living longer, and the population that's 65 or older is expanding. In 1998, this group represented

13% of the population. The 85+ group (4 million people) is 33 times larger than it was in 1900.

As a group, older Americans are far from poverty-stricken: A study done by AARP in 1993 showed that the median net worth of older (65+) households was well above the U.S. median.

Source: FORBES.COM- Magazine Article 3/09/01
<http://www.forbes.com/2001/03/09/0309dsf.html>

The Graying of America Number of Americans 65+



Source: AARP; Based on data from the U.S. Bureau of the Census

EDUCATIONAL SEMINARS

- June 5** "Changing Jobs"
7—9PM AFPI Office
Making the transition; What happens to your benefits
FREE Must RSVP (219) 637-1019
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- SEPT 6, 13, 20, 27** "When Can I Retire?"
7-9:30 PM IPFW Campus
A general overview of retirement strategies and a personal portfolio builder.
Cost: \$79

Auto Bumper Exchange

Ralph Grossman of New Haven, Indiana started AUTO BUMPER EXCHANGE INC. (ABE) in 1957. At that time, he gathered up damaged chrome steel bumpers and made all the necessary repairs to those parts, as well as seeing that they were re-plated. He then marketed the re-chromed bumpers to Insurance companies who were directly involved in repairing wrecked automobiles. They purchased the bumpers at a tremendous savings over the cost of new bumpers.

Much has changed since then. The technology necessary for repairing those damaged parts changed to include plastics. ABE developed a successful way to re-manufacture bumper covers and distribute them to the automotive collision repair industry.



Ralph Grossman retired in 1977, leaving the business in the hands of his son, Jerry R. Grossman, Sr., and grandson, Charles W. Lake. The business is still locally owned and operated. Ralph Grossman died in August of 1999, but his philosophy, high standard of quality, and customer service are still evident in the business today.



Jerry R. Grossman, Sr.
President, married, father of 3, and grandfather of 4. Find him sitting center ice, cheering for the Komets.

With a fleet of 6 trucks and vans, they service the entire tri-state area, encompassing a 140-mile radius of Fort Wayne. Expanded product lines include radiators, air conditioning condensers, headlamp assemblies, bumper reinforcement bars, and pick up truck accessories.



Charles W. Lake
CFO at ABE and a Certified Fire & Explosion Investigator.

Who Wants Advice?

In their revealing 1996 study on personal financial advice, Dalbar found that nearly 7 in 10 consumers consider financial planners the nation's most reliable provider of investment advice.

Among investors with portfolios over \$100,000, 89% indicated the need for a financial advisor. As our world becomes more complex and information becomes more overwhelming, professional advice may be your key to a sound financial future.

*Source Dalbar Associates - Dalbar is an independent, third party organization, which annually conducts a survey of financial professionals and broker-dealers.

AFIP's

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Life Insurance can be an essential part of your Financial Goals and Plans.

At AFPI, Our intention is to help you put together a comprehensive financial plan that may include the use of Life Insurance products. We offer several choices of Variable and Term Life Insurance which can be valuable in the overall individual financial plan.

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THAT'S A FACT!

Here are some eye-pening realities you might find interesting about retirees.

1
FACT

In a Gallup survey of annuity owners, the average age is 66 and more than 80% of the owners have a household income of less than \$75,000.*

*Creating Retirement Income, NAVA and Virginia Morris.

2
FACT

According to 93% of owners polled, annuities are an effective means of saving for retirement. These people also believe that maintaining the tax-advantages associated with variable annuities is a good way to encourage long-term investing and that they have accumulated more for retirement than if they did not have access to annuities.*

*Creating Retirement Income, NAVA and Virginia Morris.

3
FACT

According to most financial professionals, you'll need 70% - 80% of your pre-retirement income to live comfortably during retirement. *

*Creating Retirement Income, NAVA and Virginia Morris.

Emotions of a BEAR Market?

James Stack, writer and publisher of *InvesTech Research*, says, "It is always darkest at the bottom." He recounts the stages of a Bear market including the first stage, called **Denial**. Here, initial disappointments may crop up in economic reports and stock prices are dismissed as a temporary slowdown. The pain is gradual and everyone is in denial. It is very easy to stay invested because of the normal swings in the market, in spite of the mounting losses. Next comes a reality check and at this point, the economic problems no longer seem temporary. **Disappointment** is spreading, and it is finally recognized that the economy is heading into a recession. The next stage is the gloom that sets in when investors realize that they have already lost over half of their portfolio. The media headlines and magazine covers are downright scary. This is when **Capitulation** occurs and the stock market's declines seem bottomless. This describes the phase we have been over the last few weeks. The next stage is what Stack calls the "**Wall of Worry**", where a new Bull market is formed.

Excerpt from 1st Quarter Newsletter written by David R. Kern and sent to all AFPI clients April 2001. A copy of the complete letter is available upon request. Call (219)



*Check out the "Bull & Bear" stare-down on our WEB site
www.advantageplanning.com*

Stages of a Bear Market

- Denial*
- Disappointment*
- Capitulation*
- Wall of Worry*

James Stack, publisher of InvesTech Research

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