



Have a topic you'd like to see discussed? E-mail us at: PaxPecuniaria@hotmail.com

Trilogy Financial Solutions, LLC

Visit our website: www.debtfreeok.com

Our Mission:

To help people of all income levels achieve financial freedom by teaching them to create and implement individualized plans to get out of debt and to build and protect wealth.

Visit our website for more info or to schedule a free 30-minute consultation!

Dave Ramsey



Pax Pecuniaria

ECI Agency, Inc.

This week I'm continuing my discussion with Scott Cornelius of Earnie Cornelius Agency, Inc., Dave Ramsey's ELP for home and auto insurance in the Oklahoma City area (they sell other types of insurance as well). You can contact ECI at (405) 373-2977, or get a quote from their website at www.eciagency.com.

Michael: What about long-term care insurance? Is that important?

Scott: It certainly is, but that is probably one of the least popular types of insurance, again because people don't want to think about it until they need it, and then it's too late. The chance of getting Alzheimer's or dementia is relatively high anymore, and people are living longer now too—I think the stats are if you live to age 65, you can expect to live at

least another 19 years. But, the chances of dementia are a lot higher at that point, so many people are having to go into a nursing home for that care. So, you would buy a long-term care policy based on how long you want those benefits to last, and how much you want to be paid each month. You could eat up your savings really fast in a long-term care facility if you don't have insurance.

Michael: And age of course affects the rate you will pay for the insurance?

Scott: Correct.

Michael: What benefit period do policies usually cover? 3 years? 5 years?

Scott: Two is probably the most popular. I don't know what the exact statistics are, but most people will stay in a facility two years or less before they die.

Michael: Most long-term care policies cover in-home care as well?

Scott: In-home care and assisted-living facilities.

Michael: At what age do you recommend people get long-term care insurance?

Scott: Probably at age 65, but you actually need to put the policy in place at a bit younger age because it's a lot less expensive than if you wait until you're older.

Michael: Will your policy rates increase over time, or are those rates locked in?

Scott: No, they're locked in.

Michael: So if I buy a policy tomorrow, but don't need it for 20 years, my rates won't go up?

Scott: Not at all.

(Continued on page 2)



Dave Says...

Don't Go Back Into Debt!

Dear Dave,

We paid off our cars a few months ago, and that freed up almost \$800 month. We have two small children, and we'd like to take a camping trip in a few months, but we would need

a roomier vehicle. We found a used van, and we think we could have it paid off in 12 months. We'd still have more money left than before, so would this be okay?

- Melissa

Dear Melissa,

I'm confused. Are you telling me that you just got out from under \$800 worth of car payments each month, and now you want to go right back and pick up

another one? I think you've missed the point of my plan. The point is to get out of debt, because living debt-free is less stressful. Live like no one else, so that later you can live like no one else!

What you're saying is you're thinking about putting your family's financial future in jeopardy because you want to go on a little camping trip in a roomier car. This is a really bad plan. You're talking about a luxury item. I went without

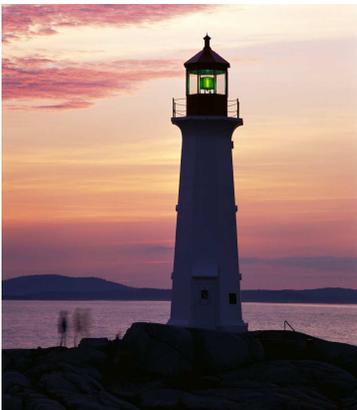
(Continued on page 2)



TRILOGY FINANCIAL SOLUTIONS, LLC

P.O. Box 3033
Oklahoma City, OK 73101-3033
E-mail: debtfreeinokc@hotmail.com
www.debtfreeok.com

HELPING YOU WIN WITH MONEY!



ECI

(Continued from page 1)

Michael: Are the benefits tied to inflation?

Scott: Yes, that's one of the options that we recommend, where you can increase the benefits so much a year. 3% is the most popular.

Michael: And there's no telling what medical rates will be 30 years from now!

Scott: Yes!

Michael: You all sell business insurance, too. When we think of commercial insurance we often think of liability insurance, but there are other types of insurance that a business might need, aren't there?

Scott: The average business needs five types of insurance. Property insurance, which covers the building and usually the stuff inside the building; they need liability, which would cover any sort of claim against them; they of course would need worker's compensation insurance, which would cover an injured worker, and they should have commercial auto insurance, because if they have employees driving—even his own car—on company business, so if someone comes back and sues the company because of an accident while the driver was on company business, they'd be covered.

Michael: Even if in a personal vehicle.

Scott: Yes, even if in a personal vehicle. And the last kind of insurance a

business should have is business income insurance, so for example if their business gets wiped out by a tornado, fire, etc., and it would take a period of time to get their business back up and running, this insurance would provide for all their normal expenses, plus lost profits during that time. Something like 87% of people that have insurance on their building, still go out of business if that building is destroyed, because they can't handle the ongoing expenses until they can get the building replaced. Just replacing the building and the contents usually isn't enough—you have to be able to keep paying your expenses even when you have no income coming in!

Michael

Dave Says. . .

(Continued from page 1)

a vacation for four years trying to get my life back together after I went broke. Now, I'm not suggesting that you live with this attitude for the rest of your life, but I'm pretty sure there are other ways to make this trip happen.

You don't need a different vehicle to go camping. Buy a couple of tents, throw them in the back of the car, and head for the woods. If your cars are really just too small to handle everything, then rent a bigger car for the weekend. I'd rather you spend a couple hundred bucks on that instead of picking up another car payment.

I think you need to do some soul searching on this one, Melissa. Your mindset worries me, because it's just not logical. If you want to get out of debt so you can have a better life, then why in the world would you

go out and saddle yourself with more debt all over again?!

- Dave

He Said He Would Help, Now He's Gone

Dear Dave,

I think I made a big mistake when I bought my car. I'm having a hard time affording the \$500 a month payments, because I only make minimum wage at my job and work 35 hours a week. My boyfriend, who was supposed to help me pay for it, has moved out and left me. I owe \$20,000 on the car, but I know it's still worth about \$19,000. What can I do?

- Rachel

Dear Rachel,

Sell the car! You went car crazy and bought a vehicle that was way out of your league.

Right now, your entire financial world is wrapped up in paying for this thing and depending on a boyfriend to help make the payments was a mistake, too. When he left, so did the financial support.

At this point all you need is enough credit to cover the hole that you dug. Go to your local bank or credit union and try to get a very small loan from them - about \$3,000. If the car will sell for \$19,000 then get it sold and use \$1,000 to cover the difference.

Then, take the remaining \$2,000, and buy yourself a little beater. We're not talking about anything cool, just basic, ugly transportation. After that, pick up a part-time job on the side and work like crazy for a few months to get that loan paid back as quickly as possible!

- Dave

Disclaimer: This newsletter is intended for educational and informational purposes only. Counseling and coaching is designed to give you accurate and authoritative information with regard to the subject matter covered. It is provided with the understanding that the counselor is not nor will be engaged in rendering legal, accounting, investment, or other professional advice. Since your situation is fact-dependent, you must additionally seek the services of an appropriately licensed legal, accounting, or investment professional. Neither Trilogy Financial Solutions, LLC nor anyone employed therewith is acting as an Investment Adviser as defined by the Oklahoma Uniform Securities Act of 2004 or other applicable statutes. Any discussion of specific securities, investments, investment products, or insurance products within this newsletter or elsewhere should be considered to be only an example used within the teaching context, and no such examples should be construed to constitute a recommendation or offer to buy or sell securities, investments, investment products, or insurance products.