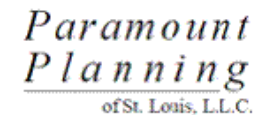


# GO! NETWORK

GROWTH AND OPPORTUNITIES FOR PROFESSIONALS

A community initiative that empowers personal and professional growth through life, education and career opportunities.



GO! Network • 800 N Tucker Blvd. • St. Louis, MO 63101 • 314.802.5475 • [www.gonetworkstl.com](http://www.gonetworkstl.com)



# *Paramount Planning* Of St. Louis, L.L.C

Presenters: Michael Heck, Managing Partner

Michael Goldberg, Senior Partner

PPG 48912 (04/09)

Securities and investment advisory services through AXA Advisors, LLC (NY, NY 212-314-4600), member FINRA, SIPC, and offers annuity and insurance products through AXA Network, LLC and its subsidiaries. Paramount Planning of St. Louis, LLC is not owned or operated by AXA Advisors, or AXA Network.



# Our Mission

To provide the expertise to help our clients reach their financial goals.

- We share our strengths to create comprehensive and customized financial planning for individuals and closely held businesses.
- We are active in and supportive of many community causes, as good stewards of our gifts and inspire betterment in others.

PPG 48912 (04/09)



# We Focus On

- Managing financial risks
- Tax implications
- Business succession planning
- Creating family and charitable legacies

PPG 48912 (04/09)



# WHY ARE WE HERE?

PPG 48912 (04/09)

GO! Network • 800 N Tucker Blvd. • St. Louis, MO 63101 • 314.802.5475 • [www.gonetworkstl.com](http://www.gonetworkstl.com)

# **FINANCIAL ISSUES DUE TO EMPLOYMENT CHANGE**

---

---

*Time between jobs can be hard financially and emotionally. Ease your mind by putting your financial house in order. You may have made sacrifices for your career in the past. Now is the time to make sure your efforts don't go to waste.*

---

---



Unemployment means much more than just the loss of a paycheck. It also means the loss of valuable benefits.



The loss of employer-sponsored benefits can put you in a vulnerable position. Without proper planning, the IRS, an illness or death may leave you or your family in a financial pinch.

You now have the perfect opportunity to stabilize your financial picture. The appropriate financial products and services, may help mitigate unnecessary financial loss.

## **Pitfalls**

Financial pitfalls to avoid during your job search:

- 1) Lack of Liquidity
- 2) Inadequate Life Insurance Coverage
- 3) Inadequate Health Coverage
- 4) Control of Retirement Plans
- 5) Control of Stock Option & Deferred Compensation Plans
- 6) Tax Consequences
  - a) From liquidation of assets
  - b) From improper handling of qualified plans
  - c) From lump-sum buyouts & severance packages



# Financial Planning Expense Worksheet

	MONTHLY	ANNUAL	START/END DATE
<b>HOUSING</b>			
Utilities			
Electricity/Gas			
Water			
Telephone			
Cable/Satellite/DSL			
Maintenance			
Security System			
Maid Service			
Lawn Service			
Garbage Pickup			
Rent			
Community Dues			
Other			
Other			
Other			
Other			
Total			
<b>INSTALLMENT DEBT</b>			
Mortgage(s)			
Student Loan(s)			
Credit Card(s)			
Other			
Other			
Total			
<b>CHILD CARE</b>			
Daycare			
Sports Activities			
Other			
Total			
<b>FOOD/BEVERAGES</b>			
Groceries			
Wine/Beer/etc.			
Household Supplies			
Other			
Total			
<b>TRANSPORTATION</b>			
Loan/Lease			
Gas			
Maintenance			
Tags/Inspection			
Other			
Total			
<b>ENTERTAINMENT</b>			
Dining Out			
Sports Tickets			
Theater Tickets			
Hobbies			
Movies/Videos			
Clubs			
Other			
Other			
Total			
<b>PERSONAL CARE</b>			
Dry Cleaning			
Health Club			
Vitamins/Non-			
Prescribed Medication			
Other			
Other			
Total			
<b>CLOTHING</b>			
Husband			
Wife			
Children			
Total			
<b>FURNISHINGS</b>			
Indoor			
Outdoor			
Total			
<b>EDUCATION</b>			
Private School/College			
Classes			
Other			
Other			
Total			
<b>VACATIONS AND HOLIDAYS</b>			
Airfare			
Hotels			
Food			
Entertainment			
Auto			
Other			
Other			
Total			
<b>GIFTS</b>			
Holidays			
Birthdays			
Weddings			
Other			
Total			
<b>PETS</b>			
Food			
Veterinarian			
Other			
Total			
<b>MISCELLANEOUS</b>			
Other			
Other			
Other			
Total			
<b>ALIMONY</b>			
Total			
<b>MEDICAL EXPENSES</b>			
Co-Pay			
Deductible			
Prescribed Medication			
Dental			
Contacts/Eyeglasses			
Other			
Total			
<b>REAL ESTATE AND PROPERTY TAXES</b>			
Total			
<b>GIFTS TO CHARITY</b>			
House of Worship			
Other			
Other			
Other			
Total			
<b>EMPLOYMENT/BUSINESS EXPENSES</b>			
<b>GENERAL</b>			
Other			
Other			
Other			
Total			

PPG 48912 (04/09)

# Questions

## Retirement Plans

- What are my choices?
- Is an IRA Rollover appropriate?
- What problems occur with liquidation?
- How do I lessen penalties & taxes?

## Life Insurance

- Do I need to replace my group policy?
- Do I have adequate protection for my family?

## Health Insurance

- Do COBRA requirements apply?
- Besides COBRA, what other options are available?

## Proper Investment Balance

- Qualified vs. nonqualified?
- Growth vs. safety?
- Short-term vs. long-term?

## Stock Options & Deferred Compensation Plans

- What are the vesting issues?
- Who controls the assets?
- What are the tax issues?

## Other Needs

- Retirement
  - ▶ Am I reaching my goals?
- Survivor Needs
  - ▶ Do I have adequate protection?
- Estate Conservation
  - ▶ Does a plan exist?
  - ▶ Can I leave more to my beneficiaries?
- Disability Planning
  - ▶ Do I need personal coverage to ensure lasting protection?
- Long-term Care Insurance
  - ▶ Is the time right for personal coverage?
  - ▶ What about my parents?

## Financial Professional Information:

Mike Heck, member

Paramount Planning Group\*

AXA Advisors, LLC

8235 Forsyth Blvd., Ste. 800

St. Louis, MO 63105

314-889-0543

[michael.heck@axa-advisors.com](mailto:michael.heck@axa-advisors.com)

**\*Paramount Planning Group is a division of AXA Advisors, LLC**

The named individual offers securities through AXA Advisors, LLC (NY, NY 212-314-4600), member FINRA, SIPC and offers annuity and insurance products through AXA Network, LLC and its subsidiaries. The named individual does not provide legal or tax advice.

*Reflect on your current situation. When you're ready, give us a call to schedule an appointment.*

Please consult with your professional tax and legal advisors regarding your particular circumstances.



## **Financial** **Considerations** **to Ask Yourself**

### **Retirement Plans**

- What are my choices?
- Is an IRA Rollover appropriate?
- What problems occur with liquidation?
- How do I lessen penalties & taxes?

PPG 48912 (04/09)



## **Financial** **Considerations** **to Ask Yourself**

### **Life Insurance**

- Do I need to replace my group policy?
- Do I have adequate protection for my family?

### **Health Insurance**

- Do COBRA requirements apply?
- Besides COBRA, what other options are available?

PPG 48912 (04/09)



## **Financial** **Considerations** **to Ask Yourself**

### **Proper Investment Balance**

- Qualified vs. nonqualified?
- Growth vs. safety?
- Short-term vs. long-term?

PPG 48912 (04/09)



## **Financial** **Considerations** **to Ask Yourself**

### **Stock Options & Deferred Compensation Plans**

- What are the vesting issues?
- Who controls the assets?
- What are the tax issues?

PPG 48912 (04/09)



## **Financial** **Considerations** **to Ask Yourself**

### **Other Insurance Needs**

- Disability Planning
  - ▶ Do I need personal coverage to ensure lasting protection?
  
- Long-term Care Insurance
  - ▶ Is the time right for personal coverage?
  - ▶ What about my parents?

PPG 48912 (04/09)



## Other Needs

### *Financial Considerations to Ask Yourself*

- Retirement
  - ▶ Am I reaching my goals?
  - ▶ What is my recovery strategy?
  
- Survivor Needs
  - ▶ Do I have adequate protection?
  
- Estate Conservation
  - ▶ Does a plan exist?
  - ▶ Can I leave more to my beneficiaries?

PPG 48912 (04/09)



# Rules to Live by

- 1-2-3's of:
  - Protection
  - Accumulation

PPG 48912 (04/09)



# Questions?

PPG 48912 (04/09)

GO! Network • 800 N Tucker Blvd. • St. Louis, MO 63101 • 314.802.5475 • [www.gonetworkstl.com](http://www.gonetworkstl.com)



# *Paramount Planning* Of St. Louis, L.L.C

8235 Forsyth Suite 800

St. Louis, MO 63105

Phone: 314-746-2700

E-mail: [michael.heck@axa-advisors.com](mailto:michael.heck@axa-advisors.com)

[www.paramountplanningstl.com](http://www.paramountplanningstl.com)

PPG 48912 (04/09)

GO! Network • 800 N Tucker Blvd. • St. Louis, MO 63101 • 314.802.5475 • [www.gonetworkstl.com](http://www.gonetworkstl.com)



# THANK YOU

PPG 48912 (04/09)

GO! Network • 800 N Tucker Blvd. • St. Louis, MO 63101 • 314.802.5475 • [www.gonetworkstl.com](http://www.gonetworkstl.com)