

▶▶ LEVERAGED PLANNING®: SUPPLEMENTAL RETIREMENT INCOME

The Client: John Sinclair, 50

- Had funded an expected annual retirement income of \$100,000.
- Needs at least an expected annual retirement income of \$300,000.

The Solution: Leveraged Planning®

Mr. Sinclair chose a Leveraged Planning® program from GFD as a conservative approach to supplement his existing retirement planning portfolio. In March 2007, Mr. Sinclair borrowed \$2.4 million for the program – utilizing an equity-indexed annuity from a leading carrier.

- Over a three year period from 2007 to 2010, Mr. Sinclair's construction firm paid \$337,425 in interest on the commercial loan. During the same period, the policy credited \$641,498.
- In the three years since the program was put in place, the positive balance in policy interest crediting versus the loan interest paid by his firm provided Mr. Sinclair a return of over 90% to his retirement planning portfolio*



Using a Leveraged Planning® program, Mr. Sinclair realized a three year return (over loan interest paid) in excess of 90% - this at a time when the markets initially lost nearly 50% of their value and subsequently regained only a fraction of that original loss!

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