HAIRE BOHMER
wealth management group, llc

Lifestyle Link

Your link to a better quality of life

Volume VII Issue I **Fall 2008**

Letter from David

Dear Friends,

What an incredible week! Right in the middle of another Bengal loss, the wind- gods decided that we all needed a wake-up call, and they steered Hurricane Ike directly to the Greater Cincinnati area. Before we could catch our collective breath, 500,000+ of us were out of power, trees were down everywhere and our yard furniture was distributed to our neighbors. No one, or at least, no one I know of, was spared.

But what happened at about 6:00 pm on Sunday the 14th was even more incredible! Somehow, we all came out of our homes and began to pick up the pieces. We were all in this together. Everyone had damage; no one had power; but we all realized that we had one another. On Monday, chain saws came out, generators got shared, guest rooms were reopened, and cell phones never got so much use by people checking on loved ones, neighbors, friends and co-workers. Magically the world did not come to an end; the world in the Greater Cincinnati area got smaller and closer and a little more personal.

By the week's end, streets were lined with branches, lawns had been raked, power had been restored for the most part, and our world returned to normal. But in that few days we were all heroes. Firemen handed out ice, restaurants cooked up food before it spoiled and gave it away, gas station attendants directed traffic to insure that everyone was served and we all survived.

I don't think anyone can ever doubt the kindness and the generosity of people when someone else is in need. We could not help out enough; our focus was on the 'other guy,' not on ourselves. Maybe the wind-gods did us a favor, tested our mettle, dared us to bend, but as we always do, we survived and are stronger because of it. Give yourselves a collective pat on the back; because it is in tough times when giving people do their best work.

David

Do Not Call List is Permanent

Contrary to current emails circulating, telephone numbers placed on the National Do Not Call Registry will remain on it permanently due to the Do-Not-Call Improvement Act of 2007, which became law in February 2008. More than 157 million phone numbers are on the National Do Not Call Registry.

Office Hours

Our office will be closed on the following days:

Thursday, November 27th and
Friday, November 28th
(Thanksgiving Holiday)
Thursday, December 25th and
Friday, December 26th
(Christmas Holiday)
Thursday, January 1st (New Year's Holiday)

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Economic Update

In light of recent news about Lehman Brothers, one of the nations largest and oldest investment banks, I understand that you may have questions about what impact these events may have on your investments. In addition, you may also have concerns about the stability of LPL Financial and any impact these events may have on LPL Financial. To address some of these questions, I would like to share with you some information about our relationships with Lehman Brothers, the LPL Financial business model, and the financial strength of the firm that may alleviate any concerns you might have.

With specific respect to the situation at Lehman Brothers, please be assured that LPL Financial has minimal exposure to Lehman. Through the planning and oversight of the enterprise risk management department, LPL Financial is well-positioned to withstand this event with no impact to the firm. In addition, I'd like to remind you of the following:

- **No Investment Banking**: LPL Financial does not engage in the business practices of banks or investment banks. It does not provide loans to hedge funds or other speculators. It does not hold any securities on its books that are open to market risk. As a result, the firm withstands shocks to the market very well. In fact, LPL Financial was upgraded by Moody's on September 5th.
- **High Net Capital Levels**: LPL Financial maintains net capital well in excess of the required capital of our regulator, which is FINRA. In fact, it is multiples higher than that which is required.
- **Strong Liquidity Position**: LPL Financial has access to operating lines of credit, which provide substantial liquidity to the firm. This is in addition to cash assets that we hold on the balance sheet. Therefore, the total liquidity of the firm far exceeds any measure of what has been needed in the past or is anticipated in the future.
- **No Investment Inventory**: Unlike other types of brokerage firms, LPL Financial does not maintain an inventory of investments. This fact means that liquidity of LPL Financial is not impacted by the rise and fall of the values of securities on its books, as there are none.
- **Active Monitoring of Partners**: The LPL Financial enterprise risk management department routinely reviews the firm's counterparty risk, as well as those with whom LPL Financial does business to limit exposure to risk. This team monitors all outstanding debits and credits and the firms that clear those trades to ensure they are healthy and do not pose a risk to LPL Financial or its clients.

I hope this information helps you feel the same degree of confidence I hold concerning the strength of LPL Financial.

Our Mission

Haire Bohmer Wealth Management Group is an independent, service-driven team of professional wealth planners providing clients with a solid and comprehensive plan that enhances their current and future quality of life by defining client objectives, proposing recommendations, and creating lifelong partnerships.

Our Beliefs

- **We believe that our client partnerships are the heart of our business.**
- **We believe that we must serve the best interests of our clients with honesty, integrity, care and knowledge.**
- **We believe that we are more than wealth planners for our clients.**
- **We believe that giving is more important than getting.**
- **We believe that it is important to listen to our clients.**
- **We believe that it is important to develop a high level of trust with clients by anticipating their needs.**
- **We believe that caring about our clients is important.**

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FDIC Insurance Coverage Overview

Reports of an increase in the number of banks on the Federal Deposit Insurance Corporation's problem bank list and recent bank failures have heightened awareness of FDIC insurance limits and eligibility rules. According to FDIC Chairman, Sheila Barr, most financial institutions are fundamentally sound and over 98% of the 8,500 banks and thrifts are well-capitalized. These banks account for 99% of total bank assets.* However, in the event of a bank failure, a client's deposits are protected by the FDIC up to certain dollar thresholds.

The basic insurance coverage is $100,000 per depositor per institution, but individuals may qualify for more than $100,000 in coverage at an insured bank if they own deposit accounts in different "ownership categories," such as individual accounts, joint accounts, certain retirement accounts and trust accounts.

It is a good idea to periodically review bank deposits to determine whether cash is within the coverage limits. The rules related to FDIC insurance coverage are complex, and it is important to review all cash deposits held at an individual bank. There are several categories of assets that you should aggregate when analyzing the amount of coverage you have:

- Cash in the Insured Cash Account (ICA)
- Brokered CD's purchased through LPL Financial
- Brokered CD's purchased through other entities
- Other bank deposits held directly, such as checking and savings accounts

Banks in the ICA Program

The ICA leverages multiple banks in order to provide FDIC insurance coverage of up to $1,000,000 per individual account and up to $2,000,000 for joint accounts. Within an LPL Financial brokerage account, cash at an individual bank should not exceed $100,000 for an individual account or $200,000 for a joint account.

A client's ICA cash could be deposited into 10 or more banks within a single account. The amount of cash on deposit at each bank will be listed on the client's monthly statement. In addition the client's statement will list any brokered CD's the client holds. This allows clients to determine, in aggregate, how much cash is held at a bank within their LPL Financial accounts. Clients should also identify any other cash they may have on deposit at that bank outside of their accounts at LPL Financial.

If an ICA client has more than $100,000 in a single bank, ($200,000 for joint accounts) either in their LPL Financial accounts, in a brokered CD through LPL Financial, or in accounts outside of LPL Financial, your Financial Advisor may remove the bank from one or more ICA accounts. LPL Financial may opt-out of a bank in the ICA program on the client's behalf if a situation is identified in which the client's cash exceeds $100,000 at a single bank. However, the client is responsible for monitoring the total amount of cash on deposit with each bank in order to determine the amount of deposit insurance coverage they have.

Bank Criteria for Inclusion in the ICA

- Only banks in well capitalized status as defined by the FDIC are allowed to be in the ICA program.
- Each bank must certify **every day** that they are well capitalized.
- If a bank becomes less than well capitalized, they can be removed from the program immediately.

Client News and Reviews

Wedded Bliss
Jeremy Rumpke and his new bride Julie were married in June of this year. We wish them many happy years together.

More Babies
Proud parents **Brian and Sara Zepf** and even prouder grandparents **Tom and Pam Zepf** welcomed new baby Ella on July 2nd! Congratulations!

Dave and Nancy Peters welcomed another granddaughter to the mix. Sophie was born to daughter Kelly on July 24th. Best Wishes!

Greg and Kim Rumpke became grandparents for the first time with the birth of granddaughter Savannah this spring. Enjoy!!

Walt and Donna Hafer welcomed their grandson, born this spring, Brady. They enjoy spending lots of time with him and are amazed at how quickly he changes. Congratulations!

Retired
Dan Dorsey retired this summer after many years working at Clear Channel. We wish him all the best with all his new found time!

Recovering
Mary Carmichael is recovering from a short hospital stay. We hope she is feeling better soon!

Baseball Stars
Roy and Anita Daines were shown on TV catching a foul ball at The Great American Ballpark on September 19th. Could they be new recruits for the 2009 season?

Moving on Up
Dr. Paul Keck was appointed the President & CEO of the Lindner Center of Hope. Congratulations on the big move.

Greatly Missed
Ruth Gardner, a long time client, passed away this summer. We were sorry to see her go.
Barbara Hafer, also a long time client, passed away this spring. She will be greatly missed.

Next of Kin Registration Now Available

Ohio became one of the first states to make a next of kin registration process available. Any holder of a valid Ohio driver license, commercial driver license, temporary permit or state of Ohio identification card will now have the option of providing the name and information of a contact person they wish to be notified in event the individual is involved in a crash or emergency and is otherwise unable to communicate with the contact person. " In an emergency situation, time is critical to saving lives," says Ohio Department of Public Safety (ODPS) Director Henry Guzman. " This is yet another way we can all work together to be prepared to respond, or help the public respond, to an emergency."

Ohioans can provide next of kin information for up to two contacts online or through any BMV deputy registrar. For those over the age of 18, the contact person can be a nearby relative, friend or co-worker. Those under the age of 18 are required to provide a parent or guardian for the primary contact. This secure database will only be accessible to BMV employees and law enforcement officials. " We are encouraging all Ohioans to take advantage of this beneficial opportunity, to save time when trying to identify family and friends of a crash victim." says BMV Registrar

Holiday Open House

It is that time of year again - how quickly time flies! Please mark your calendar for our

7th Annual Holiday Open House
Friday, December 5th
10 am - 1 pm.

We once again will be collecting toys and non-perishable items for the Cincinnati Freestore/Foodbank.

We hope you can join us!

The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. To determine which investment(s) may be appropriate for you, consult your financial advisor prior to investing. All performance referenced is historical and is no guarantee of future results. All indices are unmanaged and cannot be invested into directly.

We will be happy to include your friends & family on our mailing list.
Please let us know where to send their copy of *Lifestyle Link.*

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Securities Offered Through LPL Financial Member FINRA/SIPC

PROTECTING YOURSELF FROM SCAMS

Retirement lasts longer and longer, and the retired population is growing. So, the conditions are right for a "perfect storm" of financial swindles aimed at baby boomers and elders. Here are some common scams to look for…

The Fill-in-the-Form Scam. A "senior specialist" or "senior benefit consultant" calls you or sends you a letter and offers to help you create a living trust or living will or qualify for prescription benefits. This can even happen at the mall, your local senior center, or a health fair. This can be a pretext to collecting all kinds of information on seemingly simple forms. If people want sensitive personal information, ask them point blank why they need it, and ask them to show you information about their business or agency. This is a good rule of thumb in any face-to-face interaction that makes you feel suspicious.

The Offshore Bank Scam. This one has been going on for years. You get a letter that lets you know about a "great opportunity usually reserved for the rich." Usually, it contains phrases like "bank debentures" and "offshore trading" and a headline like "What Wall Street Doesn't Want You to Know About This." It mentions tax-free income, maybe even immediate income. But there is no legitimate investment; your money is simply taken and stashed. There are reputable offshore investment companies, but there are also some sophisticated white-collar criminals hiding behind bogus offshore entities. Very, very few licensed financial services professionals specialize in offshore investing.

Advice for Life recognizes that we are all on a special journey. Each of us requires a personalized roadmap to help get us to where we want to be. We believe that focusing first on your life goals and dreams may improve the changes of achieving the future that you envision.

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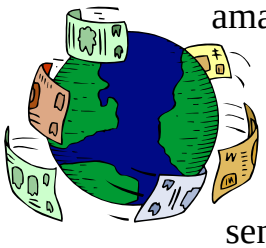
The Foreign Lottery Scam. Wow, great news – you have just won an amazing amount of money!! The only thing is…you've won this money in some kind of international sweepstakes. (Hmmm…do you remember entering?!?) How can you claim your prize? All you have to do is to pay off some "fees and taxes" since the lottery is based overseas. Sometimes, bogus cashier's checks are sent with these kinds of announcements, adding insult to injury.



The Home Repair Scam. Another old favorite. It used to be done door-to-door, now it is arranged over the phone or computer. This usually involves an initial payment to a "salesperson" who claims to be calling you legally since his or her company has had some undefined prior contact with you. A "handyman" shows up on schedule (or perhaps out of the blue) and takes his sweet time on the repair, which, by the way, is usually not done well. Or, maybe it's done too well. Step two often involves a call or visit from a "bill collector" explaining that there were cost overruns with the work and that you owe more money.

The Recovery Room Scam. A phone call or letter from what seems to be a credit bureau tells you that you are the victim of identity theft. But, don't worry. All you have to do is pay a "recovery fee" (upfront, of course) to restore your credit. This scam can also be a "second act," pitched to an already defrauded party. It has been "discovered" that you are a fraud victim, but just pay a fee now and the "consumer affairs department" will make it right.

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You are probably saying to yourself, "I would never fall for any of these! Do you think I'm stupid, have lost my mind, or do you just think that I am a complete and utter fool?!?" NONE OF THE ABOVE!! In the last five years, we have personally known people in the *Greater Cincinnati* area who have fallen for each and every one of these scams, and more. People you would never think would fall prey have, in fact, lost hundreds of thousands, if not millions, of dollars.

What Can You Do?? The Internet is your friend. When you receive nebulous or suspicious offers in the mail, over the phone, or even via e-mail, use Google or Yahoo! or any of the other search engines to see if what you are being offered is a scam. In short, **make educated decisions**. The Better Business Bureau is also a good resource. Call your attorney, or call our office. **Ask questions**. Remember the old adage, *"If it sounds too good to be true…it probably is."*

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