

Meet Tami!



If you have been in the office lately, chances are you've seen a new, smiling face at the Operations desks.

Tami Blankers recently came onboard as an Operations Director and is a natural fit with the team. She comes from a strong accounting background and managed tuition accounts and HR benefits for Lynden Christian School for 15 years (she's also an LC alum!) A Lynden native, Tami is married to her high school sweetheart, Derry, and together they raised two sons, Zack and Eli. Last year, they welcomed their first grandchild, Samuel (Fun fact: Tami and Derry travel to Renton once a week to provide childcare and spend time with Samuel, who will turn one this October). With her friendly disposition, positive attitude, and financial knowledge, Tami is a valuable asset to our team, and we can't wait for you to meet her at the Christmas brunch this year!

Material Change to ADV Part 3

There has been a material change to our ADV Part 3.

No action is required, but if you would like to receive a physical or emailed copy of the document, please let us know. You can also view the updated legal documents on the homepage of our website.

The Long-Term Care Insurance Fiasco

By James B. Twining, CFP®

There has been a lot of talk about Long-Term Care Insurance (LTC), particularly here in Washington State with the embattled WA-Cares Act making headlines. For that reason, it seems appropriate to take a broad look at LTC Insurance and where it seems to be headed.

What originally seemed like a good idea (who wouldn't want insurance to cover the potentially massive and seemingly inevitable cost of our long-term care as we age?) may actually be a step in the wrong direction. The main problem seems to be that insurers can't pay claims for the agreed-upon price. Take for example the largest insurer of all, Genworth Financial. In May, Genworth settled a class-action lawsuit over their never-ending premium increases on policies that had promised level lifetime premiums. In the last 10 years alone, premiums have more than doubled on most policies and now Genworth is targeting even more dramatic premium increases. As an added proof point of this instability, credit rating company, AM Best, rates Genworth a "C++" a rating that indicates "marginal ability to meet ongoing insurance obligations".

It would seem that any future promised benefits are questionable when it comes to Genworth. Long-time customers who were lured with level premiums and paid in for many years are now given the no-win choice to pay monumental premiums or cancel their coverage.

There is mounting evidence that indicates purchasing LTC insurance may only be in your best interest if you believe your personal risk is higher than average. If you find yourself in the position of having existing LTC coverage and are now facing increased premiums, you will want to carefully weigh all your options, up to and including cancelling your coverage, depending on your situation. As part of the Genworth lawsuit, you may be offered cash. Consult with your advisor.

Congratulations Nathan!

Our very own "9-Finger" Nate Twining won the club tournament, the "Lee Angell Championship", at the Bellingham Golf and Country Club over the summer. He won't brag about it in his personal note, so we had to do it here. Congrats Nate!



Save the Date: Christmas Brunch is Back!

WHAT: Our favorite event of the year is back! Please join us for a festive brunch to kick off the Christmas season. Bring the whole family!

WHEN: Friday, December 2nd, come and go as you please between the hours of 7 - 11 AM.

WHERE: Bellingham Golf & Country Club: 3729 Meridian St. Bellingham, WA. 98225

Look for your official invitation in the coming months, but for now, mark your calendar. We hope to see you there!