

CONFERENCE
2020
SAT. OCT. 31ST

VIRTUAL CONFERENCE
SAT. OCTOBER 31st 2020
2:00PM - 4:00PM

THE SPEAKERS

KEYNOTE SPEAKER

Dr. Abimbosanya DOSEKUN, MD
 Nephrologist

Henrietta OKORO, Ph.D.
 Organizational Leadership Information Systems Expert

Ngezi OKOSE, Ph.D.
 Psychotherapist

ZOOM JOIN INFORMATION
 Meeting ID: 876 1019 1427
 Passcode: 480046

DISCUSSIONS AND INSIGHTS

PREVENTION STRATEGY
 The New Reality and Essential for Survival. Healthy Living, Good Ventilation, Sanitization, Wear Facial Mask, Social Distancing, Medical Treatment and Recovery Processes, etc.

RISK MANAGEMENT
 Resilience amid Uncertainty. Vital Crisis Information, Trajectory for Upended Business Operation, Income Loss, Job Loss, Evictions, Financial Leverage, Diversification, Investment Portfolio, Retaining Self - What's Plan B of Plan C?

PHYSICAL & MENTAL HEALTH
 COVID-19 Impact on Families, Quarantine Measures and Domestic Violence, Fear of Isolation, Anxiety, Emotional and Financial Stress, Suicide Risk, Support System - Family & Community Resources, etc.



The New Normal: Resilience, Uncertainty, Investment and Risk Management

Dr. Henrietta Okoro
 Ph.D., CSTE, CDPSE, FWAAD

My Career

- ❖ Dr. Okoro is an adjunct university professor for over 10 years in the United States.
- ❖ She has worked in the Telecommunication Industry for over 21 years, specializing in Quality Control and Assurance of Computer Applications, Information Systems & Technology.
- ❖ A Commissioner on African Affairs in the state of Maryland.
- ▶ A senior editor for the international journal of leadership, education, and business studies (IJLEBS); a technical adviser for Global Journal of Education (GJE); and an editorial board member for International Journal of Organizational Analysis (IJOA)



Education

- ❖ Dr. (Mrs.) Henrietta Okoro holds a Doctor of Management in Organizational Leadership with specialization in Information Systems & Technology.
- ❖ A dual master's degree in Accounting and a bachelor's in business administration.
- ❖ A Certified Data Privacy Solution Engineer (CDPSE) from ISACA.
- ❖ A Certified Software Test Engineer(CSTE) from Quality Assurance Institute QAI.
- ❖ An Executive Leadership Education Certificate from Harvard University, John F. Kennedy School of Government, Cambridge Massachusetts, USA, in 2014
- ❖ A Cybersecurity Management and Policy Certificate from University of Maryland Global Campus in 2019.
- ❖ A Licensed Life & Health Insurance Producer
- ❖ An IRS Approved Tax Preparer





- ❖ The New Normal - COVID-19 & Financial Challenges
- ❖ Resilience, Uncertainty, Investment & Risk Management
- ❖ FAQs (Mortgages, Loans, Cash Flow, etc.)
- ❖ Free Equifax Credit Report
- ❖ New Level – Index Universal Life Portfolio (FFIUL)
- ❖ Benefit of 401k Conversion to ROTH
- ❖ Financial Needs Analysis (FNA)
- ❖ Road Map to be a Millionaire
- ❖ Closing Thoughts
- ❖ Questions

The New Normal - COVID-19 & Financial Challenges

- ❖ The Coronavirus/Covid-19 pandemic caused economic uncertainty.
- ❖ This includes the large number of people experiencing temporary or permanent unemployment.
- ❖ A recent Department of Labor Report estimated that more than 26 million Americans have applied for unemployment during the five weeks since the pandemic shutdown began in mid-March.
- ❖ For Americans who have lost their jobs, creditors are offering a multitude of debt repayment options.
- ❖ One of your choices may be forbearance (sometimes referred to as deferred payments), which is an agreement with a lender or creditor that enables the borrower to delay or suspend loan payments for an agreed upon amount of time.



Resilience, Uncertainty, Investment & Risk Management



- ❖ Resilience: how a system, community or individual can deal with disruption, surprise and change
- ❖ Uncertainty: how to maintain a sustainable growth in an environment of growing risk and insecurity.
- ❖ Investment: Save your future - Any investment that you make is an investment for the future. A major fact is to understand how much you need for the future.
- ❖ Risk management: how to integrate the concept that allows multiple risks, shocks and stresses and their impacts on ecosystems and vulnerable people to be considered together in the community context and societal development.

Challenges: Mortgages

- ❖ Fortunately for people who are struggling to keep up with mortgage payments, federal officials have announced a temporary nationwide halt to foreclosures and evictions for federally backed mortgages.
- ❖ People who have suffered a loss of income due to the COVID-19 pandemic can qualify to reduce or suspend payments for up to 180 days (4 months), with specifics depending on their situation.



Challenges: Credit cards

- ❖ Every credit card company has different options and eligibility requirements for forbearance or payment deferrals on your credit card debt.
- ❖ Some may allow you to defer payments while interest continues to accrue over a set period of time,
- ❖ While others may offer to reduce your interest rate or principal payments temporarily.
- ❖ Go to your credit card issuer's website to learn what options are available and what you have to do to get help.
- ❖ Even if your credit card company isn't offering a plan that works for you today, it might add new options soon, so check back frequently for updates with your credit card company.
- ❖ Explore the Cash Reward Options for your Essential Bills.





Challenges: Utilities

- ▶ Utilities and property taxes
- ▶ Many cities and states across America are offering relief options for utility bills and property taxes to those impacted by the Covid-19 pandemic.
- ▶ This may include forbearance or deferred payments.
- ▶ Call your local municipality or utility provider for details.



Challenges: Auto loans

- ▶ A significant number of auto lenders are offering forbearance agreements or deferred payment plans during the pandemic.
- ▶ This includes options for existing customers as well as those looking to purchase a new vehicle.
- ▶ Contact your lender or automobile manufacturer to learn more about their specific deals.

Challenges: Student loans

- ▶ Most federally held student loans, payments and interest are automatically suspended through September 30, 2020
- ▶ Though that date may be extended with additional legislation.
- ▶ You do not need to take any action but you could call your loan servicer to see if other options are available for you.



Free Copies of Credit Report

- ▶ Free sign up available to all credit report
- ▶ The three major credit reporting agencies:
 - ▶--- Equifax
 - ▶--- TransUnion
 - ▶--- Experian
- ▶ Signs up allows up to six free copies of credit report each year





New Normal, New Level → FFIUL -
Solution for Smart Investment Portfolio

Benefit of 401k Conversion to ROTH

► There are two primary differences between a 401K and Roth IRA;

1. the taxable nature of withdrawals (when you retire)
2. how dollars are contributed (now).
3. With a 401K, you contribute money to the account with pre-tax dollars, whereas with a Roth IRA, you will contribute with after-tax dollars.



Same with your house, if the value of the house is \$300,000, you'll need \$300,000 coverage in case of disaster.

Most people can't apply the same valuation with life insurance simply because they don't know how to calculate how much they need.

THE DIME METHOD

Many people buy policies worth \$100,000, \$200,000, or \$300,000, but that may not be enough. The DIME method offers an easy formula to calculate your life insurance protection need.

How to Calculate Your Protection Need

Example of a hypothetical case

Client 1

Debt	\$50,000	<i>[Combined credit cards, loans, and other debts.]</i>
Income	\$360,000	<i>[\$3K/mo. (\$36K/yr.) income replacement for 10 years.]</i>
Mortgage	\$200,000	<i>[Mortgage balances.]</i>
Education	\$120,000	<i>[Assuming \$15K/yr. for a 4-year college for 2 kids.]</i>
TOTAL	\$730,000	Protection Needed

Most people have good protection on their house and cars, but few have enough for their loved ones.

With \$730,000 of insurance protection, if this person dies too soon, the surviving spouse will have enough money to pay off \$50,000 of debt, continue to have \$3,000 income per month for 10 years or

How to Protect Family & Loved Ones?

SUMMARY OF LIFE INSURANCE

Which One Should You Choose?

Which is best for me?

IUL CASH VALUE

- Higher initial outlay
- Flexible premium
- No renewal needed
- Builds equity
- Insurance potential for life
- Best for the long run, safety and potential growth



	Term	Whole Life	Universal Life	Index Universal Life	Variable Universal Life
Tax Free Death Benefit	X	X	X	X	X
Access to your money		X	X	X	X
Fixed Premium	X	X			
Flexible Premium			X	X	X
Guaranteed Minimum Interest Rate		X	X	X	
Market Participation					X
Tax Deferred Growth		X	X	X	X
Tax Free Loans		X	X	X	X
Tax Free Withdrawal			X	X	X
Has a Cap Interest Rate				X	
Has a Minimum Floor				X	



DO YOU KNOW HOW MONEY WORKS?
THE MAGIC OF COMPOUND INTEREST***

72 / 4 = 18 <i>Money doubles every 18 years</i>		72 / 8 = 9 <i>Money doubles every 9 years</i>		72 / 10 = 7.2 <i>Money doubles every 7.2 years</i>	
Age	4%	Age	8%	Age	10%
29	\$10,000	29	\$10,000	29	\$10,000
		38	\$20,000	36	\$20,000
47	\$20,000	47	\$40,000	43	\$40,000
		56	\$80,000	50	\$80,000
65	\$40,000	65	\$160,000	57	\$160,000
				65	\$320,000

The difference between \$10,000 at 4% versus 10% is \$280,000. \$280,000 is equal to 9 years salary of someone who earns \$30,000 annually.

FINAL EXPENSE INSURANCE

- For small coverage, usually for final expenses.
- For people with health issues who don't qualify for regular life insurance.
- Easy to apply. Usually does not require medical test.
- May include Concierge Service, which can provide planning, negotiate prices and handle other burdens during difficult times.



Annual Policy Review

Need Extra Cash Flow, Investment or Financial Needs Analysis (FNA)



❖ Dr. Anthony Ogbo

Financial Professional (Houston)

via Tel: 281-546-3333

Email: Anthony@guardiannews.us

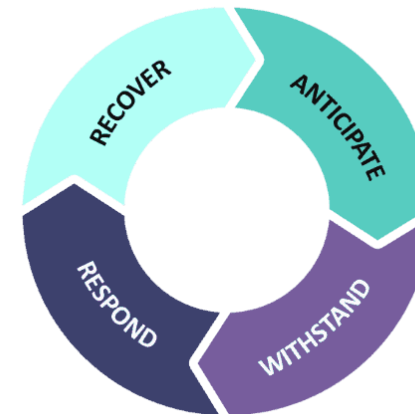
❖ Dr. Henrietta Okoro

Licensed Insurance Producer & Financial Professional

Certified Data Privacy Solution Engineer (CDPSE)

via Tel: 202-361-5560

Email: drettaokoro@gmail.com



Closing Thoughts

- ❖ Considering the amount of taxes people pay in the United States, what are your plans on how to use available portfolios, whether insurance or investment, to save your future cash build up.



Your future is not in the hands of your employer, your union, or your government. Nor is it in the hands of your bank or your broker.

IT'S IN YOUR HANDS AND YOU CAN DO IT.

- ◆ Make money
- ◆ Save money
- ◆ Accumulate money
- ◆ Protect money

BE YOUR OWN MONEY MANAGER

- ◆ Understand how money works
- ◆ Make money work for you

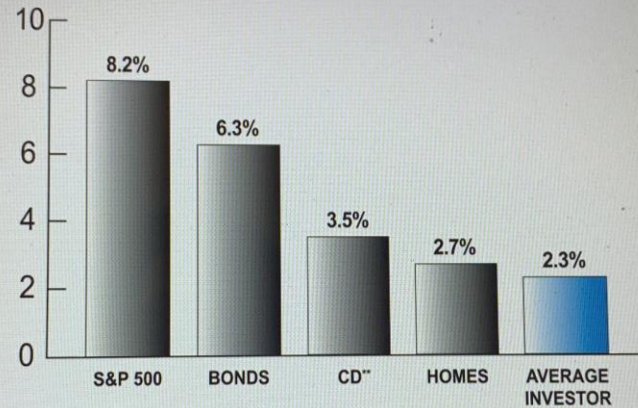
YOU CAN BUILD UP A STRONG FINANCIAL FOUNDATION.



Solutions for Your Future

20-YEAR ANNUALIZED RETURNS BY ASSET CLASS

(1993 - 2012)*



Where is most of your money invested in?

Is your investment in a taxable, tax deferred or tax free account?

THE SOLUTION FOR A STRONG FINANCIAL FUTURE

MANAGED GROWTH

YOUR FINAL TEST



Your Plan for the Future:

- ♦ Can it potentially **GROW** to achieve your goal?
- ♦ Is it **SAFE** enough?
- ♦ Does it have **TAX ADVANTAGES**?
- ♦ Does it have the proper **PROTECTION** for your family?

REDUCE
YOUR DEBT

PAY YOURSELF
FIRST

MAKE MORE
MONEY

BUILD UP
EQUITY

PRESERVE
YOUR ESTATE

Build it with confidence.

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Questions





Thank you