

# Thompson-Hamel, LLC Newsletter

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## NEWS AROUND THE OFFICE

### MILLION DOLLAR ROUND TABLE

Outstanding client services, ethics and professionalism have enabled Art Thompson and Brian Hamel to achieve membership in the prestigious Million Dollar Round Table (MDRT), the premier association of financial professionals. Art is a 35-year MDRT member and Brian is a 2-year MDRT member. MDRT members like Art and Brian are united in their commitment to help individuals, families and business owners take control of their financial future. Sharing ideas and best practices with fellow members helps Art and Brian better service clients. Attaining membership in MDRT is a distinguishing career milestone achieved by less than one percent of the world's life insurance and financial services professionals and it requires Art and Brian to adhere to a strict code of ethics, focus on providing top-notch client service and continue to grow professionally through involvement in at least one other industry association. Congratulations Art and Brian!!



Brian and Art with MDRT awards

### JAY CELEBRATES 15 YEAR ANNIVERSARY WITH UNION CENTRAL

Jay Thompson was recently recognized by Union Central, which is now part of the UNIFI Companies (www.unificompanies.com), for having served as its agent for 15 years. Jay has consistently been recognized by Union Central for his fine service to his clients each and every year he has been associated with the company. Now that we have access to the wide network of UNIFI Companies and associated services, we believe we can provide enhanced assistance to our clients in meeting their long-term goals.



Congratulations to Jay!!

#### Inside this issue:

* <i>Junior Olympics</i> * <i>Hamel's in Italy</i>	2
* <i>UNIFI Conference</i> * <i>Employee Focus</i>	3
* <i>Importance of Estate Documents</i> * <i>National Retirement Week</i>	4
* <i>403(b) Annuities</i> * <i>401(k) Rollovers</i> * <i>Social Networking</i>	5

## THOMPSON-HAMEL SUPPORTS 2010 USSA CROSS COUNTRY JUNIOR OLYMPICS



Pictured: Steve St. Pierre, VP of KeyBank, Brian N. Hamel, John “Jay” Thompson and Arthur H. Thompson.

We were proud to play a part in the 2010 United States Ski Association Cross-Country Junior Olympics ([www.juniorolympics2010.org](http://www.juniorolympics2010.org)) at the Maine Winter Sports Center’s ([www.mainewsc.org](http://www.mainewsc.org)) Nordic Heritage Center ([www.nordicheritagecenter.org](http://www.nordicheritagecenter.org)) in Presque Isle. We co-sponsored the relay races on Saturday, March 10th and Brian volunteered as part of the timing Team during the four days of competition. This world-class event injected millions of dollars into the local economy and drew thousands of spectators to the races. By all accounts this was one of the most successful Junior Olympics ever held in our country! As you may be aware, Brian has been the Chairman of the Board of Directors of the Maine Winter Sports Center since its inception in 1999 and we are all very thankful for the positive impact this fine organization has brought to Aroostook County and the State of Maine.



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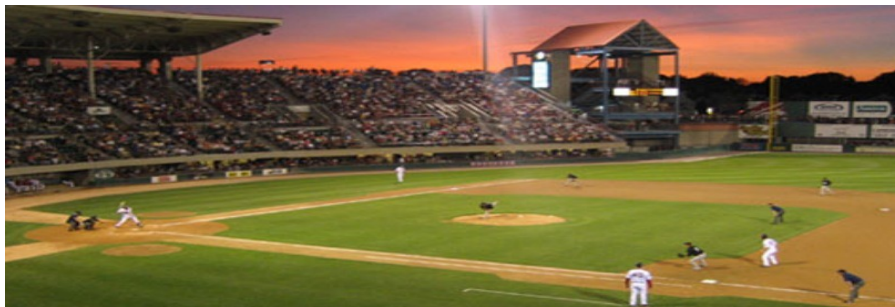
## A MEMORABLE TRIP TO ITALY

**BUONGIORNO!!!** As many of you may be aware, Brian and Gail’s daughter, Molly, is a Junior at Babson College in Wellesley, Massachusetts majoring in Business Administration with a concentration in Marketing. During Molly’s spring semester she is participating in a study abroad program in Florence, Italy. Brian and Gail have never been known to pass up an opportunity for adventure, so they decided to visit Molly in Italy during Gail’s February school vacation from Mapleton Elementary School (5th grade teacher). They had a memorable trip to Florence, Venice and Rome, and Brian and Gail report that Molly is settling in quite nicely and already conversing fluently in Italian!! This is an opportunity of a lifetime for Molly and we are so pleased to hear our European traveler is doing well. **CIAO!!!**



Brian, Gail and Molly overlooking Florence, Italy.

Watch for Molly this summer as she embarks on an internship with the AAA Pawtucket Red Sox in Pawtucket, Rhode Island!!



McCoy Stadium in Pawtucket, RI

## UNIFI LEADERS CONFERENCE



Way to go Jay, Art, and Brian

Brian, Jay and Art qualified to attend the UNIFI Companies' Leaders Conference in Scottsdale, Arizona from April 14th through the 18th. Brian and Jay's qualifying at the President's Club level and Art qualifying at the Veteran's Club level is evidence they are leaders in their field and are committed to providing valued service to their clients. Although all three of our partners qualified for the Leaders Conference, only Jay and Art traveled to Arizona to be briefed on the current trends in the industry, while Brian stayed at the home office to attend to the needs of clients in Jay and Art's absence.

On his way to Scottsdale, Art took the time to attend the NCAA Women's Basketball Final Four Tournament in San Antonio, Texas with his wife, Fritzie and daughter, Barbie, and they witnessed the Connecticut Huskies win their second consecutive national title!! Art and Barbie also traveled to the Final Four in 2009 in St. Louis, so it looks like the Thompson's are bringing some good charm to the Lady Huskies!!

## EMPLOYEE FOCUS—ROBYN V. JALBERT

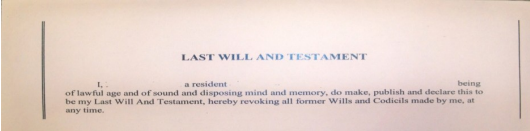
Robyn joined Thompson-Hamel, LLC on April 14, 2008, and is the newest associate of our firm. Robyn's past office management and customer service experience brings with her a commitment to first class customer service. Robyn assists Brian with new life insurance, disability income insurance and long-term care business, along with providing administrative assistance to Brian and Jay with fixed and variable annuity and investment processing. Robyn also handles client servicing for our in-house and field advisors.



Robyn is a Magna Cum Lauda graduate of Husson College with both a Bachelor of Science Degree in Business Administration and an Associate Degree in Accounting. Her hobbies include camping, canoeing, kayaking, hiking, crafts, martial arts, and motorcycling. Robyn resides in Caribou with her husband, Alan, their dog Oliver, and their two cats Charlie and Bradley.

**Happy 2nd Anniversary Robyn!!!**

## IMPORTANCE OF ESTATE DOCUMENTS



Do you have a Last Will and Testament, Power of Attorney, Health Care Directive, Living Will and other related documents indicating your desires in the case of death, disability, sickness, incapacitation, or absence? If so and the documents are older than 5 years, you should have them re-

viewed to ensure they are consistent with current law and your current personal and financial circumstances. If not, you should consider addressing this issue as soon as possible. By doing so, you will be doing your loved ones a favor by documenting your wishes in writing and thus avoiding any confusion should an unexpected circumstance arise. In addition to the importance of expressing your desires in writing, you should also be aware of the ever changing Federal and State of Maine estate laws. FYI, in 2010 the Federal estate tax has been eliminated, but in 2011 the estate is scheduled to be applied to estates in excess of \$1 million at a rate of 55%. Please note the estate asset threshold in 2009 was \$3.5 million at a rate of 45%. The Federal estate tax issue is currently being debated by Congress and we are likely to see some revisions to the Federal estate law sometime in 2010. In addition to having to plan for the Federal estate tax, the State of Maine also has an estate tax that is applied to estates valued in excess of \$1 million with a progressive rate structure that maxes out at 16%. Needless to say, your estate documents should be structured in such a way as to minimize any future Federal and State of Maine estate taxes, so please feel free to contact us to discuss this and we will be happy to work with your attorney and tax accountant to coordinate an estate plan that works for you.

## THE NEW RETIREMENT REALITY:

### IRI SPONSORED "NATIONAL RETIREMENT PLANNING WEEK IN APRIL"

The Insured Retirement Institute (IRI) once again sponsored National Retirement Planning Week, which took place from April 12-15. IRI's planned outreach throughout the week was to raise public awareness of the need to comprehensively plan for retirement. IRI hoped to help jumpstart the retirement planning process by highlighting areas of key consideration during the week, while providing tips and tools that can help streamline the process. IRI offers resources to both consumers and financial professionals alike, in order to help them stay focused on long-term financial goals. Visit [www.IRIonline.org](http://www.IRIonline.org) to experience the vast resources of the new Insured Retirement Institute.

## **TAX SHELTERED/DEFERRED/403(b) ANNUITIES**

We have worked with countless educators and non-profit employees over the years to help open and contribute to 403(b) plans (previously referred to as a tax sheltered or deferred annuities) as a strategy to supplement other retirement plans, such as the Maine State Retirement System. A 403(b) for government and non-profit employees works very much like a 401(k) in the private sector whereby payroll deducted contributions to the 403(b) account are made on a pre-tax basis. As an example, if a teacher earns \$40,000 and contributes \$5,000 to his/her 403(b) plan, the taxable income reflected on the W-2 will only be \$35,000 (i.e.: \$40,000 less than \$5,000). No taxes are assessed on contributions to a 403(b), or on any investment growth, until amounts are withdrawn from the account and these withdrawals are taxed at ordinary income tax rates. Any withdrawals from a 403(b) account prior to age 59½ are subject to a 10% penalty from the Internal Revenue Service on the withdrawal amount in addition to the income tax consequences. In 2010, a participant can contribute up to \$16,500 to a 403(b) plan, along with a catch-up contribution of \$5,500 if the participant is older than 50, for a potential annual maximum contribution of \$22,000. A 403(b) is a very effective way to supplement your retirement nest egg and if you are interested in learning more about the merits of opening a 403(b) plan, please give Brian or Jay a call.

## **401(k) ROLLOVERS**

Many investors believe you are not allowed to rollover a 401(k) balance into a self directed IRA rollover until you leave the employment of your employer. In fact, this may not be the case. If you have reached the age of 59½ and are still employed with the company that administers your 401(k), you may be eligible for a one-time rollover of a 401(k) balance to a self-directed IRA rollover if the 401(k) plan documents allow. This could provide investors an opportunity to diversify their investment portfolio into products that may not be available within the existing 401(k) investment platform. If you have changed jobs, or have retired and have a 401(k) at your former employer, you are eligible to rollover the account balance into a self-directed IRA rollover regardless of your age. If either of these cases fit your circumstances and you are interested in investigating your investment options, please call Brian or Jay and they will be happy to assist you.

## **SOCIAL NETWORKING SITES**

The internet has certainly changed the way in which we communicate with each other, particularly with the popularity of social networking sites such as Facebook, MySpace and Twitter, just to name a few. You may have noticed Thompson-Hamel, LLC's absence from these social networking sites and this is by design. As you know, on a day-to-day basis we deal with extremely confidential client information and we take this responsibility very seriously. We remain concerned about even sharing the names of our clients on social networking sites, which we believe could lead to serious breaches of confidentiality, therefore we have made a decision not to pursue a presence on these social networking sites. We do have a presence on the internet via our website at [www.thompsonhamel.com](http://www.thompsonhamel.com), which has very useful estate planning, investment and insurance information and a secure "Contact Us" tab that allows our clients to send confidential information to us on an encrypted link. Confidentiality is the cornerstone of our firm and we trust you will respect our decision not to have a presence on social networking sites.



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# ***Integrity, Confidentiality, Professionalism & Client Services at its Finest!***



Pictures before Formal Dinner at UNIFI Conference Jay and fiancé Diane Saunders



Having some fun at UNIFI Conference: Jay, fiancé Diane Saunders, Art and Fritzie.

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