



Richard R. Norkum
 CFP®, CDEFA™, CFS, CSA®, RFC
President

ClassicMoneyTalk

Specializing In Wealth Management
 And Asset Preservation



NORKUM WEALTH MANAGEMENT, INC.
 A CLASSIC APPROACH TO CLIENT CARE

In this Issue:

- *Start The New Year Off Right*
- *Tax Return Preparation Coupon*
- *MoneyTalk with Rich*
- *What You Need To Know about Medicare*
- *Meet Christopher J. Martin*
- *Fill Out Our Survey*
- *By The Numbers 2006 — Year in Review*
- *How Serious is the Need for Long-Term Care Insurance?*
- *Friends Helping Friends*
- *It's That Time Again ... Tax Time*

Start The New Year Off Right

Many of you may have sat down recently and made a few New Year's Resolutions. Whether it was to lose weight, spend more time with family, or to go to the gym 4 days a week, this is also the time of year when you should sit down and plan your finances for the year — the classic New Year's Resolution to save more and spend less.

Rocky and I are here to help you start the New Year off right. During your annual review, I want to help you establish your personal savings goals — if you haven't already done so — or if you already have personal savings goals, I want to be sure that you are on track to meet them. If my Administrative Assistant, Pauline, hasn't already called to schedule your annual review, call 704.895.0070 or e-mail pbaker@aclassicapproach.com and she will be happy to set up an appointment.

And, as your 1099s and year-end statements start to roll in, I'd like to remind you that now is a good time to start organizing your home files

and pulling together your tax records. I know this can be a frustrating time, so here are a few tips — records should serve some useful purpose to warrant a place in the family filing system. Generally, records serve one of three functions:

- Provide evidence of some significant event in an individual's life such as a birth, death or marriage.
- Provide proof of ownership in cases of loss such as fire or theft or, in cases of benefits and services provided by warranties, etc.
- Provide a record of activities such as those related to financial matters (budgeting/investing/determining tax liabilities) and those related to personal matters (health records/passports/etc.). When deciding to discard records, consider if you are likely to need the information in the future and, if so, whether it could be obtained from another source quickly, easily and inexpensively.

The most difficult decisions about how long to keep records are usually
continued on page 3

Richard R. Norkum
 CFP®, CDEFA™, CFS, CSA®, RFC
President

Rocky Norkum
Investment Advisor Representative

Norkum Wealth Management, Inc.
 8936 NorthPointe Executive Park Dr.
 Suite 155
 Huntersville, NC 28078

Phone: 704.895.0070
 Toll-free: 866.277.0070
 Fax: 704.895.7333

E-mail: rnorkum@AClassicApproach.com
rockynorkum@AClassicApproach.com

Web: www.AClassicApproach.com

TAX RETURN PREPARATION FOR ONLY \$99

**Includes Form 1040 and Schedules A, B & D, or Form 1040A
 Prepared by Christopher J. Martin, CPA**

*Additional schedules prepared at extra charge
 Expiration date: 3/31/2007*

Call us at 704.895.0070 to schedule your appointment!

As a registered financial planner, Richard R. Norkum offers securities and advisory services through Jefferson Pilot Securities, a registered broker/dealer. Member NASD/SIPC. He is president of Norkum Wealth Management, Inc., which is neither a subsidiary of nor controlled by Jefferson Pilot Securities.

MoneyTalk With Rich

One in four of the nation's baby boomers probably won't have the financial resources to retire on time, and likely will have to work at least two extra years, according to a Center Research study (CRR) at Boston College that was released in December.

Yet 68% of people polled believe they will retire on time — with a lifestyle similar to the one they currently have. So why the big disparity? The answer is education and planning. Most “boomers” (1946-1964), when asked what percentage of the current household income they will need when they retire, typically respond at a rate of 70% - 80%. However, when we actually put a pencil to it, that number is closer to 90%. In addition, they will often not take into account traveling, major household repairs, spending money on children and grandchildren and medical bills.

When you factor in inflation and life expectancy, the pre-retiree boomer sees that they will fall short of their income needs during a retirement that could be 25 to 30 years.

Those pre-retirees that want to make sure they are on track with their retirement goals, should have a retirement analysis prepared by a financial planner who specializes in retirement planning.

If you're not sure if you are on track with your retirement needs, please contact Rich Norikum at 704.895.0070, to set up an appointment. Make this New Year's resolution happen now.

— Rich Norikum

What You Need to Know About

Medicare is a health insurance program primarily for people age 65+, although it also applies to people under 65 who have certain disabilities and to those with end-stage renal disease. There are two parts to Medicare and they are:

- Part A — covers inpatient care and is free, as long as the client or spouse paid Medicare taxes while working.
- Part B — covers doctor visits and other medical services and is not free. In 2007, the basic monthly premium is \$93.50, or more, depending on income. It's usually deducted from your Social Security check.

Medicare offers two types of plans.

- The Original Medicare Plan is a “fee-for-service” plan and is available nationwide. Clients who sign

There is no benefit to waiting to apply for Medicare Part A as there is with Social Security. Anyone who qualifies begin receiving Medicare Part A at 65 — it's free!

up for the Original Medicare Plan often buy a supplemental “Medigap” policy from a private insurer to cover gaps in the policy.

- Medicare Advantage (formerly called Medicare + Choice) Plans include Medicare Managed Care Plans, Medicare Private Fee-For-Service Plans and Medicare Preferred Provider Organization Plans. These are not available in all areas. A separate Medigap policy is not necessary with this plan.



Coverage depends on the type of plan you sign up for.

Medicare is automatic for anyone already receiving Social Security at age 65. However, because many people choose to delay Social Security benefits (but do want Medicare) and/or don't want to pay for Part B because they have other insurance coverage, the following is important to know:

- Part A — Those of you who are not receiving Social Security at age 65 should apply for Medicare Part A three months before your 65th birthday. There is no benefit to waiting to apply for Medicare Part A as there is with Social Security. Anyone who qualifies begins receiving Part A at 65 — it's free!
- Part B — Those of you who have employer-sponsored health insurance may not want Part B. But, if you want it later, you do need to pay attention to the enrollment periods to avoid getting stuck with higher premiums. Also, because the open enrollment period for Medigap insurance is tied to the Part B enrollment date, clients who have trouble qualifying for Medigap insurance will want to choose their Part B enrollment date carefully and not miss the Medigap open enrollment period.

Please contact Rich at 704.895.0070 or rnorkum@AClassicApproach.com for more information.

Source: www.horsemouth.com

Meet Christopher J. Martin, CPA, CFP®, MBA

We are pleased to introduce you to Chris Martin, a Certified Public Accountant, who we have teamed up with to bring you tax expertise and tax preparation at a very low cost!

Chris moved to Statesville, North Carolina, in 1971 and has completed a variety of education in the financial field. He went back to school and obtained a BS in Accounting from UNC Charlotte in 1976. He passed the CPA exam in 1976 and went to work for what is now known as Price Waterhouse Coopers, CPA's. From 1979 to 1985, he was the Corporate Controller and Corporate Secretary of a publicly-held company. He studied and received an MBA in 1984 from Wake Forest University and in

1985, became a partner with a local CPA firm until 2000. In 1989, Chris also obtained the Certified Financial Planner designation. And, in 2000, Chris obtained his securities registration and insurance licensing and is now a registered representative with Jefferson Pilot Securities Corp.

In his spare time, Chris enjoys playing the trumpet in a brass quintet and community band and tinkering with his 3 antique/collector cars. He has been married for 34 years and has 2 grown children and 1 grandchild.

To set up an appointment to have Chris prepare your 2006 tax returns, please contact Pauline at 704.895.0070 or pbaker@aclassicapproach.com.

Start The New Year Off Right

continued from page 1

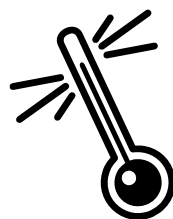
those related to everyday financial transactions. In addition to proving information on personal financial progress, these records are usually pertinent for tax purposes. The IRS can audit your return anytime during the three years following the filing of that return. However, IRS has six years to audit returns that fail to report 25% or more of income. Or, if the IRS suspects fraud in filing returns, they may go back as far as they decide.

Please plan to attend my Internet/ Telephone Conference on tax planning to be held Tuesday, January 30, at 4 p.m. I'll answer all your tax planning questions and talk a little bit about the \$99 tax preparation service we're offering this year. Please contact Kelly at 704.895.0070 or kstoner@aclassicapproach.com to sign up for this free Tax Conference.

Source: www.horseshmouth.com

FILL OUT OUR SURVEY & WIN A PRIZE!

As we continue to grow our business, we want to be sure that we don't lose our concentration on the classic service we provide you. So, the purpose of the enclosed survey is to "take your service temperature" and solicit your suggestions. We kindly ask that you return the survey in the enclosed postage-paid envelope no later than Feb. 2, 2007, so that we can be prepared to meet your needs and plan our events for 2007. One of the lucky survey takers will win a prize! We thank you in advance for taking the time to help us help you.



Fast Facts ...

BY THE NUMBERS

2006 Year In Review

DJIA	16.3%
S&P 500.....	13.6%
NASDAQ.....	9.5%
Duke (DUK).....	30.1%
General Electric (GE).....	9.4%
Wal-Mart (WMT).....	0.1%
Google (GOOG).....	11.0%
Intel (INTC)	-17.2%
Apple (AAPL).....	18.0%
Lowe's (LOW).....	-6.1%
Home Depot (HD).....	1.0%
Krispy Kreme (KKD).....	93.4%
Dick's (DKS)	47.4%
Bed, Bath & Beyond (BBBY) ..	5.4%
Microsoft (MSFT)	15.8%
Ford (F)	0.6%
General Motors (GM)	64.0%
Bank of America (BAC)	20.7%
Wachovia (WB)	12.0%
Barnes & Noble (BKS).....	-5.5%
Coach (COH)	28.9%
US Diversified Equ. Fnds.....	12.9%
Domestic Fix. Inc. Fnds.....	4.92%
World Equity Funds.....	25.53%
Crude Oil (Barrel).....	\$61.05
Prime Rate.....	8.25%
6-month CD.....	5.35%

Source: *Investor Business Daily*

Friends *Helping* Friends *Helping* Friends

Don't forget that NWM regularly gives complimentary presentations and/or client/guest dinners for your friends, co-workers, churches, clubs and associations.

- YES!** I would be interested in having NWM give a complimentary presentation to my company, church, civic or social organization!
- YES!** I would like to have a dinner with NWM and a guest.
- YES!** I have someone I would like to refer to NWM.

Your Name:

Your Friend's Name:

Your Friend's Address:

City:

Zip:

Your Friend's Phone #:

Day Phone:

Eve Phone:

Your Friend's E-mail Address:

*Please cut out and return this with your survey
in the postage-paid envelope provided.
We thank you in advance for your help!*