



SPECIAL EDITION

Dear Readers,

This November we will elect a new president who will steer our country and establish policies that will touch all of us. Healthcare and the economy affect individuals, families and businesses in America and are hot topics for the coming election.

One of the most discussed issues is healthcare. Healthcare is complex. It represents over 1/6 of the national economy. It affects every resident of the country, legal and illegal, on a very personal and emotional level. It is changing rapidly due to the increases in technology, including new medications, equipment and procedures.

Every candidate has a position on healthcare. Often a candidate promises changes that sound like wonderful solutions to the health care quagmire. But are they? How does a voter figure out which candidate has the best grasp of the healthcare issue and which ideas represent viable solutions?

We have prepared an article identifying some of the questions we think are important to ask as you ponder the candidates' speeches and try to read between the lines.

In light of the current financial situation, we have prepared a special letter to our clients.

Our quest to bring you the best ideas and solutions to provide security for your business and your family has led us to our recent affiliation with National Financial Partners. See page 4 for more information on our new partnership.

I hope that you have had a restful summer. As always, please feel free to call us at Snider, Fuller & Associates at any time.

Sincerely,

Mark Snider

Questions for the Candidates on Healthcare Issues

Accessibility to affordable healthcare is an important issue in political campaigns this season. Here are some questions that may be useful to ask the candidates when evaluating their positions.

Quality of Care

- ★ If you are proposing to allow international prescription drug purchases, who would determine whether the drugs are safe and effective?
- ★ Would there be requirements or incentives to use providers who meet quality standards?
- ★ How would you overcome medical providers' inability and / or reluctance to share quality data?

Access / Availability

- ★ Would plans be employer-based, or would individuals be responsible for obtaining their own coverage?
- ★ Do you anticipate that people would have access to their choice of doctors, hospitals, insurance carriers and plan designs?
- ★ How would you accomplish greater access to care?
- ★ Do you have ideas for incenting more medical students to choose family practice over specialty areas?

Cost

- ★ What changes would you make to the current system of healthcare payments that would make it more affordable?
- ★ How would proposed subsidies for low income people be funded?
- ★ What is your position on high risk pools to cover individuals who are otherwise unable to obtain or afford coverage, and how would you propose to fund such pools?
- ★ In this era when over 90% of claims are electronically submitted and paid, how do you propose to simplify administration in order to reduce costs?
- ★ We hear a lot about the low costs of prescription drugs in other parts of the world. Do you have ideas for lowering prescription drug costs to the levels of other countries such as Canada?
- ★ Do you plan to change the tax-free status of employer-provided benefits, and / or offer a tax credit to individuals?
- ★ Do you have proposals for tort reform that would help eliminate the added cost of defensive medical services?
- ★ Do you have plans to curtail conflicts of interest with doctors who own their own diagnostic equipment, or to require certificates of need in order to build new medical facilities?

Regulators?

- ★ Who would take the lead role in governing healthcare costs and access – the federal or state governments?
- ★ If coverage is mandated for individuals, what sanctions would be imposed for not acquiring coverage, and who would enforce them?
- ★ How would additional reporting requirements and quality standards be imposed on providers without significantly increasing providers' operating costs?
- ★ What plans are there for reducing fraud and waste in Medicare and Medicaid?

At Snider, Fuller & Associates, it is our job to be available to assist you with your search for the most secure and affordable solutions to healthcare. Please call us at 594-8385 to schedule an appointment for yourself or your business.



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An Open Letter to Our Clients:

The market has experienced a good deal of volatility recently, and our first advice to you is “Do not panic.” No one can predict the direction of the stock market in the short-term. Having a short-term focus may cause a negative effect over the long-term.

Based in historical precedent we are comfortable that the following basic investment principles are valid in both rising and declining markets:

- **Asset Allocation***: An allocation among stocks and bonds, large, mid-cap and small companies, growth and value styles, and U.S., foreign developed countries**, and emerging markets can reduce volatility.
- **Time in, not timing**: Staying invested will normally provide better long-term results than attempting to time the market. Daily and weekly market movements generally have minimal impact on a long-term investment program and should be ignored.
- **Rebalance Periodically**: If your asset mix drifts from the original asset allocation that you established, it might be appropriate to rebalance your portfolio to the initial desired mix. (Rebalancing may be a taxable event.)
- **Dollar Cost Averaging**: While this doesn’t guarantee a profit, you may take advantage of market volatility by buying more shares when prices are low and fewer shares when prices are high. However, since dollar cost averaging involves continuous investment in securities regardless of fluctuating prices, you should consider your ability to continue purchases through periods of low price levels.

What action is in your best interest? Remember to keep a long-term perspective. Your investments are similar to a marathon, not a sprint. Rash action, fear or panic usually doesn’t pay off. Perhaps it’s time to review your financial situation.

As always, we are committed to helping you achieve your financial goals and if you would like to meet or have questions, please give us a call.

Sincerely,

Mark Snider

* Asset allocation, which is driven by complex mathematical models, should not be confused with the much simpler concept of diversification.

** Additional risks are associated with international investing such as currency fluctuation, difference in accounting standards, political and economic stability.

NFP Benefits Partners Client Announcement

Snider, Fuller & Associates is pleased to announce our affiliation with National Financial Partners (NFP) Benefits Partners, a premier independent financial services network.

NFP Benefits Partners’ national distribution of over 170 acquired and affiliated firms allows for significant scale, leverage and relationships with carriers and vendors. We recognized that gaining additional resources externally while continuing to grow internally was the best way to deepen our services, sharpen our focus, and enhance our leverage for our clients.

The partnership with NFP Benefits Partners allows us to access resources and technology while supporting our individual style and vision. At Snider, Fuller & Associates, we are pleased to be aligned with NFP Benefits Partners who share and appreciate our concept of service excellence.

We appreciate the confidence you have placed in us and we look forward to continuing a mutually satisfying relationship.

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