

O C T O B E R 2 0 0 5

# Write Money

On The

Published for the friends of Kensington Financial Services — “Your Planning Partner.”

## You're Invited!

### *Kensington Financial's Open House Celebration!*

Autumn has always been a season for gathering. With this in mind, it is only fitting that Kensington Financial Services has selected October as the month to gather together with our friends and neighbors in the community for an **Open House Celebration**.

The event, which is scheduled for **Thursday, October 20<sup>th</sup> from 1:00 – 7:00 p.m.**, will showcase Kensington Financial's new office located at 2664 Leechburg Road. The \_\_\_\_\_square-foot residential structure was purchased by Kensington Financial Services, Inc. in (date \_\_\_\_\_) and has served as company headquarters for the past \_\_\_\_\_

months. The facility houses KFSI's client meeting areas and operations. “We see this event as more of a long overdue housewarming rather than a business function,” says KFSI President/CEO, **Ralph Phillips**.



“Everything about how we do business revolves around making our customers feel at home when they visit us to discuss their financial goals. That's part of the reason we chose a residential structure rather than a commercial building.”

Kensington Financial's Open House Celebration promises to be a memorable mix of food, fun, prizes, and surprises. The event is open to the public and will feature tours, information, giveaways, and prize baskets that will be raffled off at the conclusion of the celebration. **Mr. Robert Cogan**, President of Capital Analysts Incorporated (CAI), is scheduled to attend the event. Since 1968, CAI has maintained a tradition of excellence and personalized service.

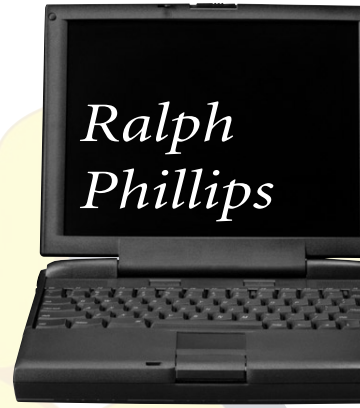
Mark your calendar now for Kensington Financial Services, Inc. Open House Celebration on October 20<sup>th</sup>. We'll see you there!



**Autumn is a second spring when every leaf is a flower.**

- Albert Camus

FROM THE DESK OF



Ralph  
Phillips

## Savings Bonds

### *What You Need to Know About the Coming of Age of Bonds*

Because of their relative simplicity and guaranteed return, bonds have long been a popular savings vehicle - especially for older Americans. Here are some fast facts that you need to know about savings bonds:

- **An estimated 20 million seniors own savings bonds.**
- **\$13.8 billion in savings bonds are matured and are earning 0% interest.**
- **Bondholders are required to report interest income on the bond in the year it matures, regardless of whether or not it's redeemed.**
- **Bondholders are losing value due to inflation for as long as they hold a bond past maturity.**
- **Recently, the government stopped issuing HH Savings Bonds, which offered tax-deferred benefits.**

Have questions?  
Call today at 724-334-1950.



## Kensington Financial Services

*Serving Our Clients and the Community for More Than a Decade*

Why do you need a financial planner? To be perfectly honest, some people don't. If you have a clear picture of what your goals and objectives are, know



how gather and analyze information, and have the expertise to structure and execute an investment strategy on your own, then a do-it-yourself approach may be the way to go. Realistically, however, just how many people really have the time, knowledge, and background to make intelligent decisions about investments? That's where a qualified financial planning professional can make all the difference.

What do you look for in a good financial planner? First and foremost, you need to look for someone who is qualified, experienced, and has an extensive background in the industry. It is imperative that you deal with a financial planner who is **NESD/SEC licensed**. This is your assurance that the person is qualified. Just as important, however, is finding someone who you are comfortable working with.

to tell them what to do with their money. That's only half right. Before I can tell anyone what they need to do with their money, they need to tell me what their money needs to do for them. At Kensington Financial Services, we believe that finding the right solutions always starts by asking the right questions, and then actually listening to what people have to say.

One of the advantages of working with an independent financial company like Kensington Financial Services is that we are not restricted to a limited set of investment or insurance options, or obligated to "push" particular proprietary in-house products. Many banks and large brokerage firms try to mold your needs around their product, rather than finding the right product to suit your needs. Believe me, there are no cookie-cutter, one size fits all solutions in financial planning today. Kensington Financial strives

**"Many people believe that as a financial advisor, it's my job to tell them what to do with their money. That's only half right."**

Many people believe that as a financial advisor, it's my job

to provide customized solutions that specifically meet the needs, goals, and objectives of each client.

Over the years, Kensington Financial has greatly benefited from our relationship with **Capital Analysts Incorporated (CAI)**, one of the oldest, most respected independent financial planning firms in the country. Capital Analysts Inc. has both a history of financial strength and stability and an industry-recognized reputation for pioneering new concepts.

At Kensington Financial, we believe the best way to serve your financial interests is to take a genuine interest in you, your family, and the community we share. Together with my wife Stephanie and my two children, I have planted some very deep roots here in the Alle-Kiski Valley. For more than 10 years, Kensington Financial Services has enjoyed the privilege of working with the "Kensington Family" of clients, and in many ways they have become part of our family. We wouldn't have it any other way.





# FEBG: Expert Advice for Federal Employees

Ralph H. Phillips, President of Kensington Financial Services, Inc., Lower Burrell, recently completed a **Federal Employment Benefits Group (FEBG)** training program on financial planning for federal employees. The FEBG program focused primarily on the needs of law enforcement personnel, but also addressed issues pertaining to financial planning for the Civil Service Retirement System (CSRS) and the Federal Employee Retirement System (FERS).

“Federal employees, particularly those in law enforcement, have a complicated benefits system,” says Mr. Phillips. “FEBG seminars offer informative perspectives on an array of financial issues affecting federal employees, and it is my goal to apply this knowledge to help individuals here in the Alle-Kiski Valley.”

Founded in the late 1980’s, FEBG is an independent company that helps federal employees better understand the various options associated with federal benefit programs. “The federal system is so complex that even if you’re experienced financial professional, there is no way to just look at the information and understand it unless you’ve had FEBG training.”



FEBG advisors are trained in all aspects of the federal benefit system including health insurance, life insurance, retirement/pensions, etc. Primarily, Mr. Phillips focuses and fine tunes an individual’s federal plan, and then offers suggestions on how employees can supplement their retirement income outside of the federal system with traditional financial planning products.

In many cases, federal employee are either eligible, or perhaps required, to retire at an early age. Many employees under the now defunct CSRS did not pay into Social Security, which creates issues affecting them as they prepare for retirement. They also did not have a TSP, or tax-savings program similar to private 401-K programs. Under the current Federal Employees Retirement System, these individual’s now have a TSP, and are covered under Social Security. One of the challenges facing long-time federal employees who worked under both systems is integrating their retirement benefits packages in a maximally beneficial way.

For more information, please contact **Kensington Financial Services, Inc.** at (724) 334-1950.



**KENSINGTON**  
FINANCIAL SERVICES, INC.  
*“Your Planning Partner”*



## LET’S TALK

THERE’S A LOT THAT CAN BE SAID AT A FINANCIAL PLANNING MEETING. AT KENSINGTON FINANCIAL, HOWEVER, WE PREFER TO LISTEN.

Some of the best relationships start over a cup of coffee. At Kensington Financial, we like to take the time to get to know each and every one of our clients. To us, financial planning is about people, not just portfolios.

For more than a decade, Kensington Financial Services has worked with clients throughout the Alle-Kiski Valley, providing expert advice in areas which include:

- **Business Planning**
- **Investments & Retirement**
- **Financial Planning**
- **Estate Planning**
- **Insurance**
- **Wealth Building**

**Stop in today and get to know us.  
We’ll keep the coffee hot for you.**



**(724) 334-1950**

[www.kensingtonfinancial.com](http://www.kensingtonfinancial.com)

SECURITIES AND INVESTMENT ADVISORY  
SERVICES OFFERED THROUGH CAPITAL ANALYSTS  
INCORPORATED – MEMBER NASD/SIPC



## "Dollars & Sense" to Debut in January!



Look out Letterman and Leno, there's a new talk show in town! In partnership with **AKLC Studios**, Kensington Financial Services is proud to announce the debut of "**Dollars & Sense**," a new, locally

produced half-hour television talk show set to begin January 5, 2006 on **Comcast Cable**.

Kensington Financial's "Dollars & Sense" promises to be a refreshing alternative for Alle-Kiski viewers looking for local content on television. Kensington Financial's own **Ralph Phillips** will serve as host for a series of shows that will include guest appearances from members of the community, informative financial discussions, and of course,

lively banter and family-based fun. **Aimee Tatr**n will serve as co-host for many of shows, which are being written and produced by a local advertising agency, **CBT Creative Consultants**.

"Dollars & Sense" will be broadcast each week to more than 57,500 households in the Allegheny Valley, Kiski Valley, and Kittanning/Ford City areas. Each week's show will premiere at 7:00 p.m. on Thursday on Comcast Channel 13, and will be rerun at least once throughout the week. The initial lineup of show topics includes: *Estate Planning & Charitable Giving, Identity Theft Protection, Education Planning, The Stock Market and Business Planning.*



Advertising opportunities on "Dollars & Sense" are available. For more information, call CBT Creative Consultants at (724) 845-2969 today.



**KENSINGTON**  
FINANCIAL SERVICES, INC.

*"Your Planning Partner"*

**2664 Leechburg Road**  
**Lower Burrell, Pennsylvania 15068**

**724.334.1950 - Fax: 724.334.1954**

INDICIA