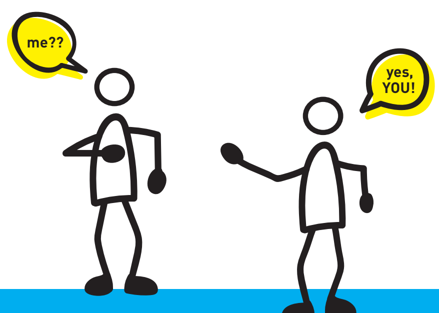
WHY NOT YOU!

An easy guide to replacing your paycheck sooner than later.



ROBERT LETTIN

AUTHOR OF *THE WHY NOT YOU! SERIES*

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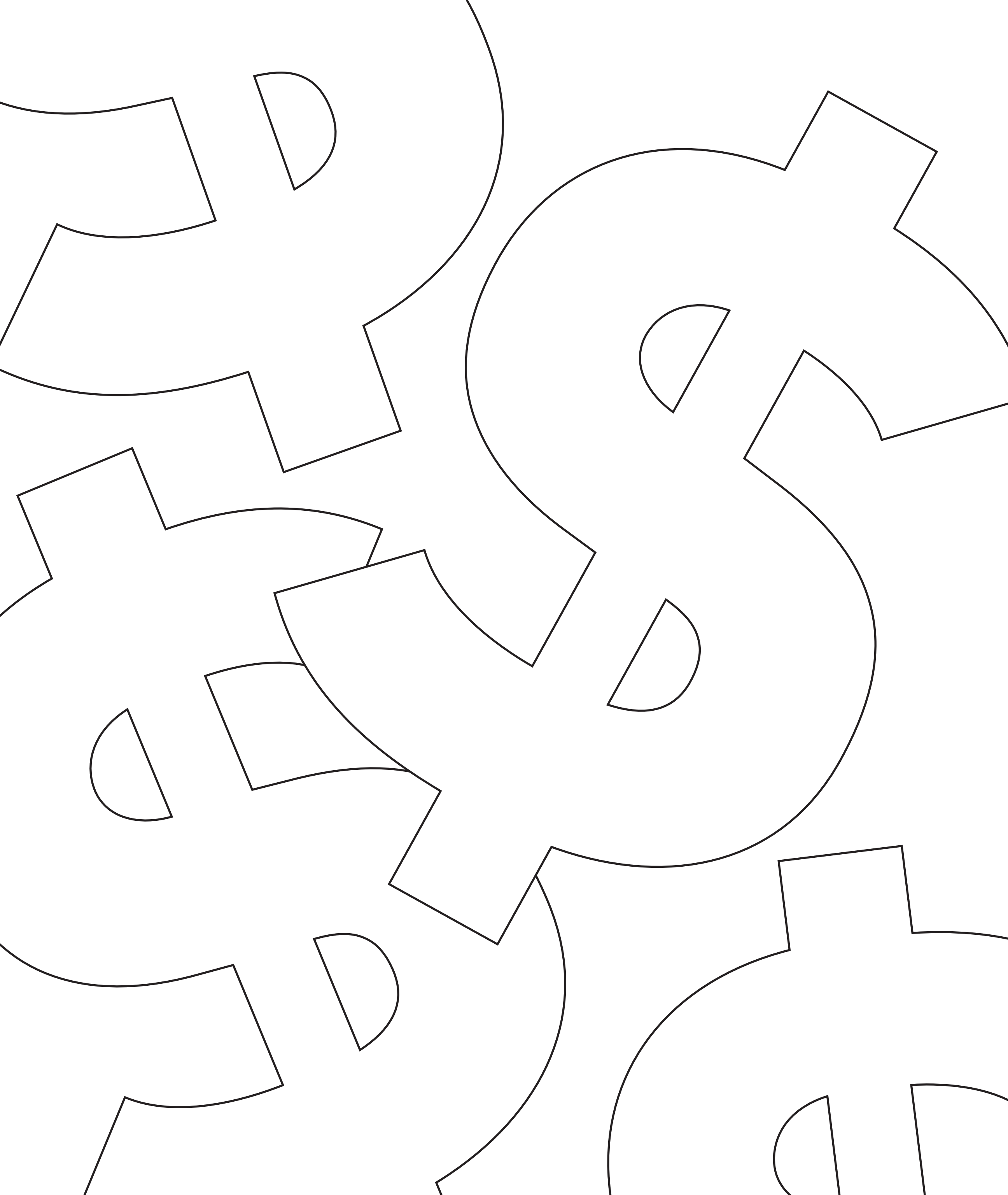


My work, and this book, is all about You and what You want.

There is a way to grow the money you need for what you want.

It is simpler and more exciting than you think.

I will show you how.

Others do it. Why Not You!

Investing is about building wealth you can live off of long before retirement.

ROBERT LETTIN

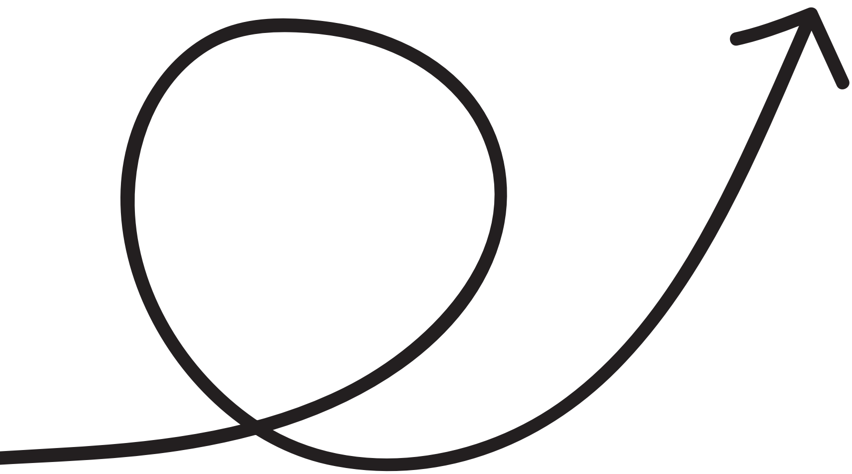
Why not you!

Others replace their paycheck sooner than later, so why not you? They decide they want to build enough wealth to live free and then line up their lives to make it happen.

This book lays out a way for you to do it, too. I want to help you become wealthy enough to live without working for a paycheck, if that's what you want, because that kind of freedom is priceless and definitely worth the effort. I know, because I've done it and so have many of my clients.

I'm especially excited to introduce you to my absolutely favorite wealth-building tool — one that is typically overlooked and underused. This tool will play a big role in helping you get to where you're going, faster.

The Why Not You! Path



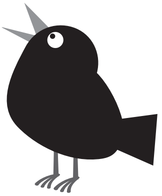
The Why Not You! path is simple:

1. Open and feed your accounts
2. Choose how much money you want to live on
3. Line up your life to build the wealth you need

1

The Why Not You! Path

Open and Feed Your Accounts



Wealth isn't about greed, it's about freedom.

When you invest, you buy freedom.

- Freedom from worry that you don't, or won't, have enough money.

- Freedom to make choices because you can.

Investing is simply putting your money where it can grow more and more money. There's nothing mysterious about it. You earn or receive money, you place it in an investment account, and it grows. Your money goes to work for you and makes more money.

So let's dive in and figure out how you can build wealth to live on even before you retire. We'll begin with the three accounts that everyone needs to build their wealth.

One of them is my favorite, and you'll see why.

The Three Accounts

There are three accounts that everyone needs to build their wealth. You are familiar with two of them, but most people don't know about the third one. It happens to be my favorite and the secret to wealth that pays you as it grows.

A Roth Account	**An IRA or 401k Account**	**A Personal Investment Account, or a Joint Account if you are married.***

* We will refer to both of these two accounts going forward as the Personal Investment Account, or PIA. It could just as easily be called the Perfect Investment Account.

Why is the PIA my favorite?

Access. You have access to your money, penalty-free at any time during your lifetime, unlike the Roth Account, the IRA, or the 401k Account.

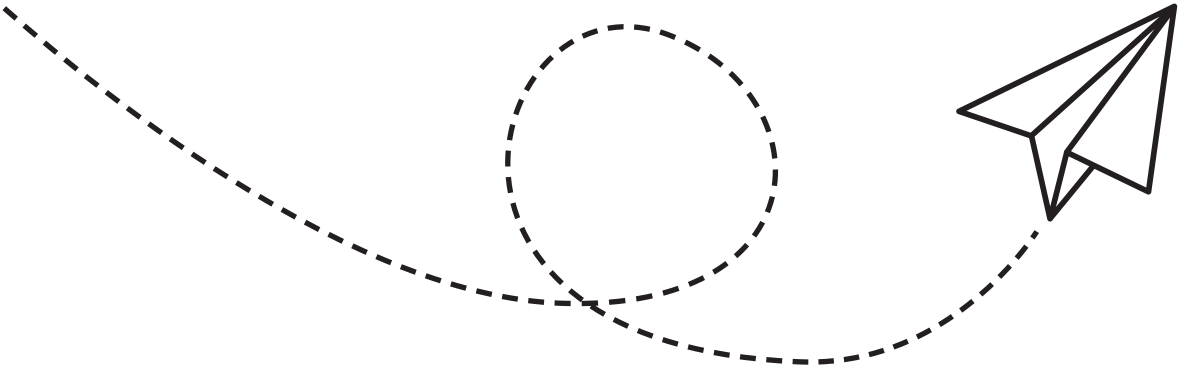
No limits. You can build your wealth quickly in the Personal Investment Account because these accounts have no limits on how much you contribute or distribute. In other words, you can put in as much money as you want and you can take out as much money as you want, at any time.

Taxed at lowest rate. Here's another reason to love the Personal Investment Account: The money you take out is taxed at the Capital Gains' rate, which is currently the lowest income tax bracket. Withdrawals from IRA or 401k accounts are taxed at the higher rate of ordinary income, plus penalties. This can save you as much as two-thirds in income taxes.

Anytime retirement without penalty. If you want your investments to pay you as your wealth grows, or replace your paycheck before age 59 ½, the PIA is the only investment account that allows you do it, without penalty, and be taxed in the lowest income tax bracket.

Access, no limits, taxed at lowest rate, and anytime retirement without penalty.

(Now you see why the Personal Investment Account is my favorite!)



The Personal Investment Account is a great compliment to your Roth, IRA and 401k plans. And if for some reason you don't have either of those, your PIA can carry the weight all by itself.

A Personal Investment Account is the only account that can make Financial Freedom possible at any age, without penalties.

You can see why, in my opinion, this is the perfect investment account.

The Roth Account.

This is my second favorite investment account.

Roth's are helpful in building tax-free retirement wealth. There are two types of Roth accounts: A Roth IRA and a Roth 401k.

The only difference between these two accounts is the contribution limits, which increase each year.

- Currently the Roth IRA contributions are limited to $6,000 annually, to the age of 50, and $7,000 after the age of 50.
- Contributions to a Roth 401k have higher limits. The current contribution limit for a Roth 401k is $18,500.
- Roth 401k account holders over the age of 50 may make catch-up contributions of up to $6,000, for a potential total annual contribution of $24,500.

The best feature of the Roth Investment Account is that after a holding period of five years, and after reaching the age of 59 ½, all distributions are tax free.

Fund your Roth, because tax-free income of any amount is always a good thing.

IRA / 401k.

This is my third favorite Investment Account category.

These two accounts are listed last because they are heavily regulated and all distributions are taxed as ordinary income, the highest tax rate.

- Contributions to an IRA and 401k are limited, which ultimately limits the future account value.
- When you reach the age of 70 1/2, you are required to take minimum distributions. Again, those distributions are taxed at the highest tax rate. You could lose as much as 1/3 of this income to taxes.

It takes over 30 years for most participants to build their retirement plan to $1 million because of the limited contributions to Roth's and 401k plans.

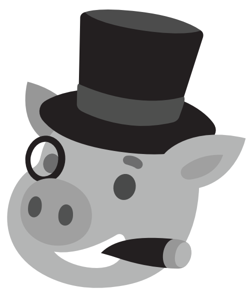
This is why the Personal Investment Account, with both its unlimited contributions and withdrawal regulations, is my favorite investment account.

Portfolios aren't just for millionaires

When you open an investment account, you can now create a portfolio. Portfolios aren't just for millionaires; they are for anyone who wants to supplement their income and, at some point, replace their paycheck.

When you invest, your investments create a portfolio. An investment account is like a wallet for the stocks you own. When you work with advisors like me, we keep an eye on your portfolio to make sure it is creating the amount of wealth you've decided you need. I give you a simple formula for determining that amount later in the book.

Remember, when you include the Personal Investment Account in your portfolio, you have access to your money as your wealth grows, should you need it.



HOW TO DO IT

Find an Advisor

To find an advisor, seek one that uses an academic, science-based approach to investing and who is paid by fees, not commissions.

Open Your Accounts

To open your accounts, meet with your science-based advisor who will tailor your investments to your goals.

Feed Your Accounts

To feed your accounts, make it as easy as possible for yourself. Automatic contributions can go directly from your checking account to your PIA, building your wealth to replace your paycheck.

2

The Why Not You! Path

Choose How Much Money You Want to Live On

So, how much money do you want to live on?

Do you imagine yourself enjoying life in a cabin by a river, growing your own food and writing novels? Or are you more the luxury condo and sailboat type? Or something in between?

Your answer will determine the size of your portfolio.


IN GOD
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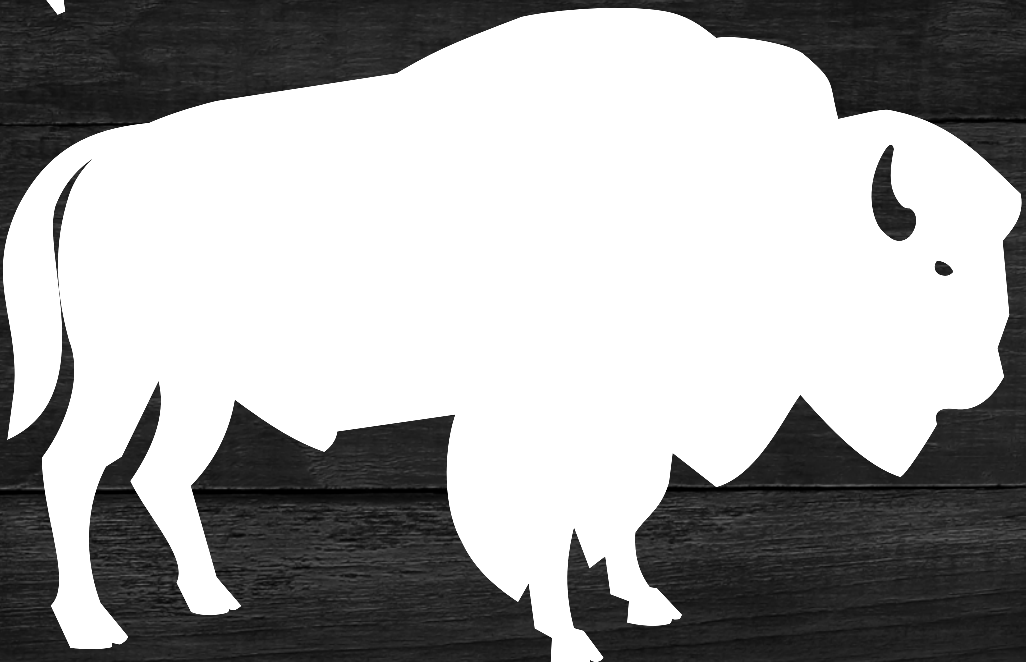
What's your buffalo?



To me, the buffalo represents freedom.

What's your buffalo?

To me, the buffalo represents freedom.

Its shaggy mane speaks open plains, strength, simplicity, persistence, and wisdom. The buffalo is practical and steadfast.

My buffalo, or freedom, is knowing I can choose to work or not. It is being able to help out and give to causes that matter to me. It is having a place to live that settles and inspires me and my family. It's having dogs and horses and trees and pasture. I've grown into this life by investing.

The life I'm living now is my answer to the question, "What's your buffalo?"

What's your buffalo? What's your picture of freedom?

- Do you want to quit your job and start your own business?
- Do you want to keep working until you're 100 and be the secret millionaire who pays for the education of single moms in your town?
- Do you want to live in a small cottage with a garden and take your kids and grandkids on big adventures around the world once a year?
- Do you want to split your time between homes in the mountains and Palm Desert?
- Do you want to keep living and working as you are right now, enjoying the added peace and generosity that having more money than you need gives you?

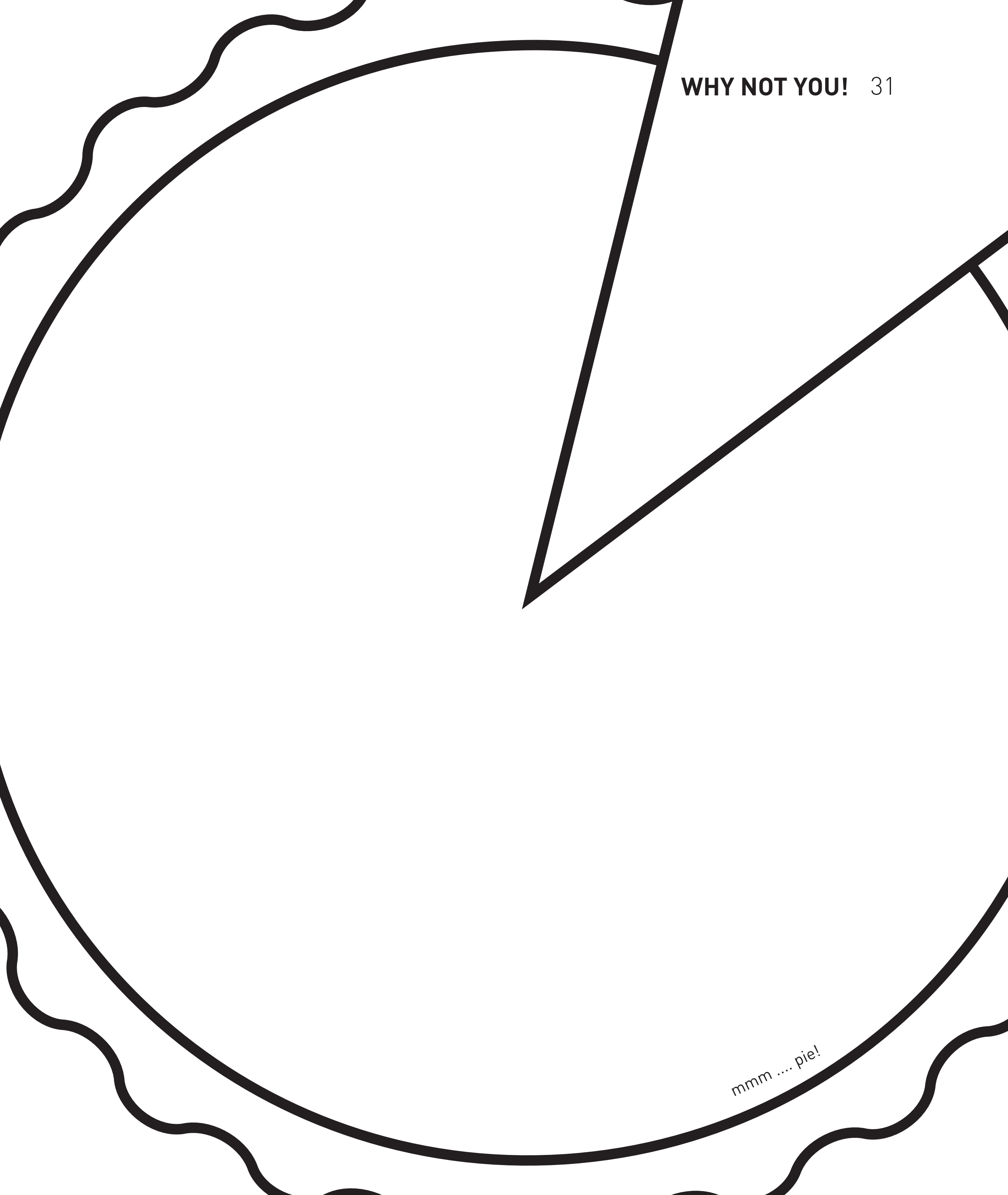
Putting numbers to your dream

In terms of numbers, how do you know when you are financially free? You have financial freedom when you can live off of 3% – 6% of your Personal Investment Portfolio. Once you can live off of your portfolio — whether it is $100,000 or $5,000,000 — you are financially free.

Imagine a pie that keeps growing the longer you leave it alone.

The longer you leave it alone, the bigger the pie becomes. Eventually, the pie is big enough to feed you and your family.

To keep the pie feeding you and your family, you want to eat less than it grows. If your pie grows around 8% a year, and you eat around 4% a year, your pie will continue to grow for the rest of your life and your family's life. This is how investing can work. Your portfolio feeds your financial freedom.


mmm .... pie!

How big does your portfolio need to be?

It's easier to invest when you have an amount in mind. It gives you a very clear understanding of what it's going to take in terms of time, money, and lifestyle choices to build a portfolio that's fits the size of your dream.

You may be surprised at how much you need, or how little. Knowing the amount gives you an advantage over average investors who don't know.

You may wonder how long your money will last once you stop working paycheck to paycheck, and how much of it you can withdraw to fund your life. The Trinity chart, at the end of this book, lays it out for you.

Back in 1998, three professors from Trinity University sat down and ran a bunch of numbers. They asked what would happen at various withdrawal percentage rates to various portfolios, each with a different mix of stocks and bonds, over 30-year periods, depending on what year the withdrawals began.

To summarize the Trinity research: If you want a sure thing, use a 3% withdrawal rate. Your portfolio should last your life time and should increase in value for your beneficiaries.

According to the Trinity Report, the 3% withdrawal rate works 100% of the time in all five stock and bonds portfolio percentage allocations. In the long term, stocks are critical to the survival of your portfolio if you are going to withdraw 4% or more as an income stream.

The authors from Trinity suggest you can withdraw up to 7% of your portfolio, as long as you remain alert and flexible. Meaning, if the market takes a huge dive, cut back on your withdrawals and spending until it recovers.

No matter what happens to the market, always keep your portfolio withdrawals in the 3% – 6% range of the value of your portfolio. It’s that simple.

Note: I’ve included the Trinity chart at the back of this book for your reference.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Simple 25x Portfolio Calculator

We've created this Simple Portfolio Calculator to help you determine how big your portfolio needs to be to fund the life you want to live.

Here's how to determine the amount you need your portfolio to be:

1. Enter the annual amount of income you want to live on.
2. Multiply that number by 25. This is the size portfolio you need to give you the annual income you want.
3. Multiply this number by 4% (.04), the withdrawal rate we embrace, then divide by 12 to determine your monthly income.

The Trinity Chart at the back of the book shows you various withdrawal rate scenarios. Here are examples, using an annual withdrawal rate of 4%:

1

Stevie

Stevie wants to withdraw $12,000 a year, or $1,000 a month, to supplement his pension and pay for extras like an annual golf trip.

Amount he wants to withdraw:	$12,000 per year
Multiply by 25:	x 25
Size of portfolio he needs:	$300,000

PORTFOLIO

A portfolio of $300,000 can pay Stevie $12,000 a year, or $1,000 a month, at a withdrawal rate of 4%.

2

Ann

Ann wants an annual income of $35,000, or about $3,000 a month, to supplement her other income streams.

Amount she wants to withdraw:	$35,000 per year
Multiply by 25:	x25
Size of portfolio she needs:	$875,000

PORTFOLIO

A portfolio of $875,000 can pay Ann $35,000 a year, or $2,916 a month, at a withdrawal rate of 4%.

3 Lenka

Lenka wants to replace her paycheck of $60,000 a year, or $5,000 a month.

Amount she wants to withdraw:	$60,000 a year
Multiply by 25:	x25
Size of portfolio she needs:	$1,500,000

PORTFOLIO

A portfolio of $1,500,000 can pay Lenka $5,000 a month, or $60,000 a year, at a withdrawal rate of 4%.

4 Sid

Sid wants to replace his paycheck of $120,000 a year, or $10,000 a month.

Amount he wants to withdraw:	$120,000 a year.
Multiply by 25:	x25
Size of portfolio he needs:	$3,000,000

PORTFOLIO

A portfolio of $3,000,000 can pay Sid $120,000 a year, or $10,000 a month, at a withdrawal rate of 4%.

Now you know how to easily calculate the size you need your Personal Investment Portfolio to be in order to supplement your income or replace your paycheck.

The whole idea of building wealth by investing in the stock market is to build an investment portfolio large enough to permit you to live off of 3% – 6% of its value per year.

Using the Simple 25x Portfolio Calculator, you'll now be able to figure out how big your portfolio will need to be to pay for the kind of life you want to live.

Wealth is determined by your ability to live off of your investment portfolio. It is not determined by the value of your portfolio. In other words, limiting your debt lets you live on less, so the size or value of your portfolio can be less and still fund your life.

Your portfolio must be built on a sound investment strategy, like academic, science-based investing.

If your portfolio is invested properly, you will never run out of money. And, remember, the lower the withdrawal rate, the greater the rate your portfolio can grow while you are withdrawing money.

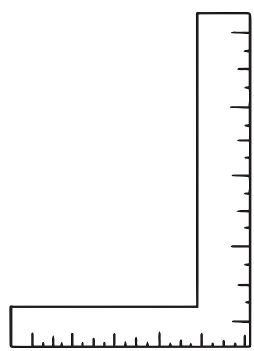
Investing is always a numbers game.

Investing is always a numbers game.

3

The Why Not You! Path

Line Up Your Life to Build the Wealth You Need



Commitment means you shift things around to make it possible to succeed at what you've committed to achieve. Marathoners commit to completing a run of 26.5 miles and rearrange their lives to do it. The same is true of people who commit to fostering rescue dogs, becoming a welder, or coaching a girls soccer team.

We shift how we live in order to achieve what matters to us, to support the commitments we make.

In the same way, when you commit to building a portfolio that will buy you and your family freedom, you will line up your life to make it happen.

You will shift the way you think, play, spend, and invest.

10

Spend little and invest a lot. After just 10 years, you could be financially free.

You will:

Understand assets and liabilities.

Assets and liabilities are the two balance sheet items that will make or break your chance at building enough wealth to fund the life you want.

How do you tell the difference between them?

Assets pay you.
You pay Liabilities.

Is your home an asset? The bank will tell you that it is, and the bank is correct. Your home is an asset; however, your home is not your asset. It is the bank's asset.

Your home is your liability until you sell it, then it becomes your asset because it pays you.

Let me say it again:
Assets pay you, you pay liabilities.

#1

Real Estate Tactics

Think of buying a home as a real estate tactic. There is the home ownership tactic and there is the real estate investing tactic.

Home Ownership Tactic. If your intention is to build wealth, the ideal home ownership tactic is to buy it using the growth of your investments. Anything else is a detour to building wealth.

For example, some people put down $50,000 for the privilege of becoming $400,000 in debt through a traditional mortgage. Even if they sell their home for more than they paid for it, the cumulative costs of owning it can be less than they could have earned if they had put the down payment into an investment account — without the work.

This is why I believe your residence should not be purchased as an investment — there are better investment strategies that don’t require you to replace your roof, repair broken pipes, and pay as much in interest as your home costs.

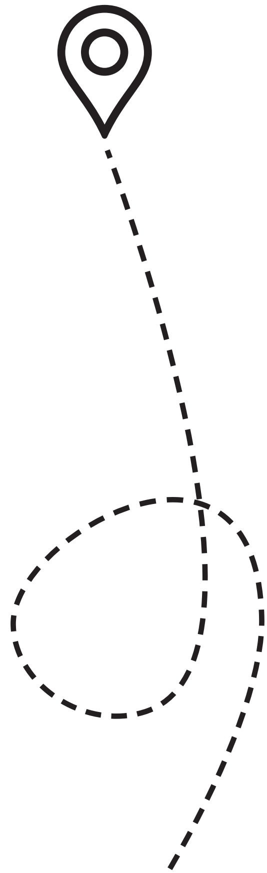
Real Estate Investing Tactic. Real estate investing, on the other hand, can be a positive tactic.

For example, flipping real estate to build your Personal Investment Account is a good strategy. You buy a home, flip it, and put the profit into your Personal Investment Account so it can build you more wealth. Do this more than once, if you like. Your account grows more quickly and you can begin to live on the growth, even pay for your home mortgage, as I said before.

It all depends on what your goal is.

If your goal is to own a home, two cars and a boat. You can do that easily with a check, a credit card, or a loan. But if your goal is financial freedom, you begin by investing money, not spending it.

Am I against home ownership? No — under the right conditions.



The question for you to answer is this: Will you build assets or liabilities?

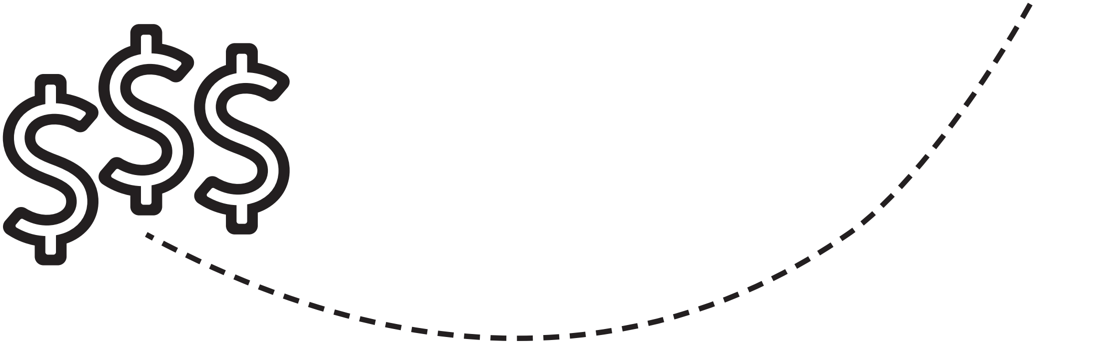
Stocks are assets. Your portfolio, therefore, is an asset because it pays you.

Assets bring you financial freedom and liabilities will keep you from it. Which would you rather have? Wealth and financial freedom or consumer debt and a lot of stuff?

Every time you buy something that does not produce income, it is a liability. Whether it is a home, a car, or an expensive vacation, it is a liability.

Everything you own, in turn, owns you.

If you must buy something, buy your financial freedom. Buy your financial freedom first and then let your portfolio buy things for you.



You will:

Avoid Debt.

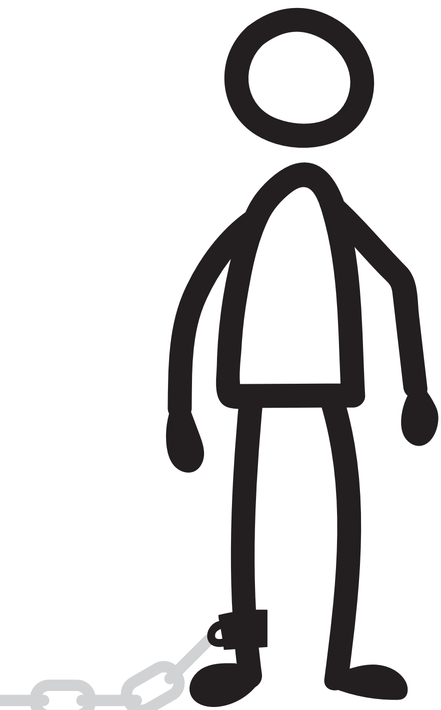
No debt is good, yet many people bury themselves in it. They bury themselves in stuff. Why would they do that? Stuff can't buy them financial freedom.

Remember, the more debt you carry the more of your income goes to interest payments.

How would you feel about a thief spending a portion of your income before your paycheck even hits your bank account? Interest is that thief.

Debt chains you to your paycheck. You can never say no. If you lose your job, all is lost — your home, your car, your freedom.

Debt steals your options.



#2

You will:

Live on less than you earn.

When you live on less than you earn, you have money to invest. I know this goes against the popular view of having money, which goes something like "The more money I earn, the more I can spend, and if that's still not enough I will use credit cards."

Be different. Be free.

The less you spend, the less you need to live on.
The less you spend, the more you have to invest.
The more you invest, the sooner you won't need a paycheck.

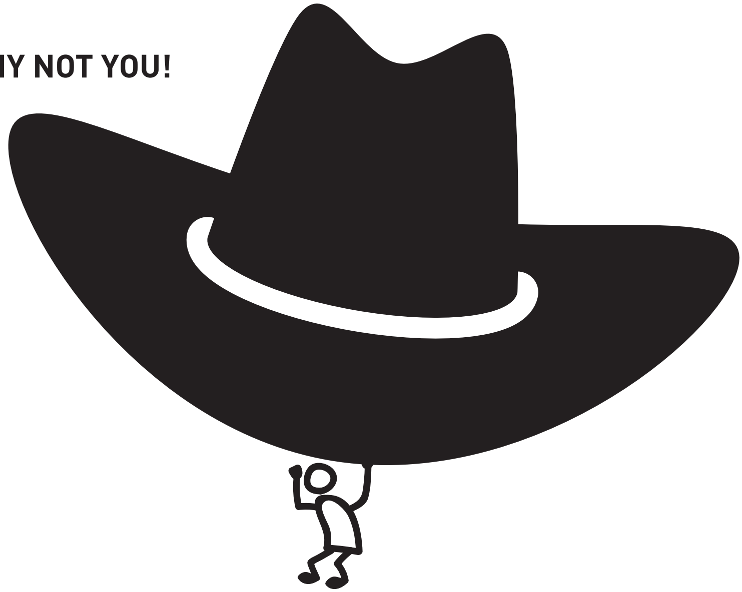
The more you spend, the more money you need to live on.
The more you spend, the less money you have to invest.
The less you invest, the longer you will need a paycheck.

The earlier you start investing, the less you need to invest to reach your portfolio goal. The magical power of compounding plays a huge factor.

Unless you are living on the brink of poverty, there is almost no reason to spend your whole paycheck. Whether you're collecting pension benefits, receiving Social Security, or working a part-time job as a way to keep busy, always try to run a surplus so you can add a bit more to your holdings, even if you intend to give it away to someone else.

There is something important about instilling what author Napoleon Hill called "the savings habit." By making yourself live within your means, and paying attention to the state of your finances, you can remove worries while building your collection of wonderful assets more quickly.

#3



My mother is from Texas. She used to say about those who lived above their needs as having "big hats, no cattle."

There is literally some truth to this old adage. Some of the richest people in certain parts of the country drive old pickups and wear worn-out Wranglers, yet have amassed a fortune that would surely be envied by all the people driving new cars, wearing designer brands and struggling to save. There's something to be said for living below your means, especially if your goal is to become a millionaire.

Researching this book showed me the common threads among millionaires: they are passionate about their work, they notice problems and then vow to solve them, and their desire to succeed overshadows their desire to spend.

You will:

Begin now

For a 20-year old to reach a million dollars by age 67, assuming an 8% average annual return, she would only need to invest $159.90 a month.

The earlier you start investing, the less you need to invest. It's the magical power of compounding.

Another way to look at it is saving $5.33 each day, or $37.31 a week.

For a 30-year old, the amount more than doubles to $365.70 a month.

For a 40-year old, the amount is $870.33 a month, or $203.08 a week.

For a 50-year old, the amount is $2,300.56 a month, or over $27,606.72 a year.

#4

I've summarized this in the following chart. It shows how much a person needs to invest in order to have a million-dollar portfolio by age 67, based on an average return on investment of 8%. I rounded cents up to the next whole number. Also, you may notice that the daily and weekly amounts don't add up to an exact monthly amount. This is simply because I used 30 as the average days per month.

AGE	DAILY	WEEKLY	MONTHLY
20	5.33	37.31	159.90
25	8.04	56.25	241.08
30	12.19	48.76	365.70
35	18.67	130.66	559.98
40	29.01	203.08	870.33
45	46.20	323.37	1,385.87
50	76.69	536.80	2,300.56
55	137.68	550.71	4,130.32

Watching your portfolio grow and your freedom get closer is empowering.

You’re going to love it!

Jul
Aug
Stock
Price
Chng
52 week
High
Low
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Vol '000s

You will:

Follow the Three Rules of Investing

1 **Own Stocks**
Stocks are one of the best wealth-creating tools on the planet. I go into this in more detail in my book, *Why Not You! How the Wealthy Invest*.

Some investors get nervous about investing in the stock market because it fluctuates. They are tempted to weight their portfolio toward safer investments, like CDs, Bonds, and Money Markets.

It is true that these investments are a safer place to invest, but it is also true that they are slow growers. They are safe in a similar way your money would be safe if you buried it in the ground behind your house. They are helpful in the big picture to rebalance a portfolio, but not as a growth tool.

#5

2

Diversify Globally

Diversifying globally means you are investing money in free markets all over the world. Global investments are a part of your portfolio's mix of assets. It's called asset allocation. You want the assets in your portfolio to be weighted toward growth, because growing money is your mission.

More than anything else, asset allocation will determine how well your portfolio produces the returns you need to afford the financially independent life you want.

The stock market is what grows your money the fastest, so most of your assets should be allocated in that direction.

3

Rebalance Quarterly, or at least Annually.

Rebalancing helps manage risk. It also helps increase portfolio returns. In the long term, stocks have proven to be safer than bonds.

For example, on a specific date each year, like the annual start date of your withdrawals or January 1 of every year, review your portfolio to make sure the amount you are withdrawing is still 3% – 6% of the value of your portfolio. You and your advisor can do this together and make adjustments accordingly.

Fortunately, since you are spending less than you earn, it will be easier for you to be flexible in market drops than it is for people buried in debt with bills that limit their options.

Stock markets usually fully recover within 111 days from the bottom. That is roughly three to four months. The difficulty is knowing where the bottom is.

Do not panic.

You will:

Wait out the market.

You don't book a flight to Denver only to get off the plane in Salt Lake City. The same is true with investing. You don't create a portfolio only to abandon it the next time the market goes down.

Getting out of the market is never an option. Here's why:

- The market goes up and down and that's called volatility.
- People always say they hate volatility.
- That's not really true.
- When the market goes up, they're happy.
- When it goes down, they don't like it.
- People like upside volatility, but not downside volatility.
- Down Markets are only temporary.
- Know this: The market always comes back with a vengeance after a crash.
- Corporate earnings drive the market up long-term.
- Politics, greed and fear cause the market to move short-term.
- Down markets are simply a transfer of wealth from those who are selling to those who are buying.
- Down markets are caused by fear, causing some investors to sell prematurely. Until you master fear, it will steal your wealth.
- Investing by definition is long-term.
- Short-term investing is called gambling.

#6

HOW TO DO IT

Once you line up your life to build the amount of wealth you need and invest the money rather than spend it, not only will you know you can live like this, **you'll discover you don't need the money to be happy.**

That's a double freedom: You're free from the need of money to make you happy and free from having to rely on your paycheck to live.

It's just a matter of numbers, choices, and commitment. It's also about learning how to do it and/or enlisting the help of an advisor who knows how to build a portfolio the size you need to enjoy the freedom and wealth you want.

You can do this!

The Lettin Lessons

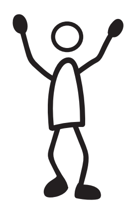
To summarize the pursuit of building your wealth, let me leave you with these lessons:

LETTIN LESSON **1**

Investing is about becoming wealthy before retirement. It is not just about retirement.

Financial independence is **freedom** with all of the options it provides.

LETTIN LESSON **2**



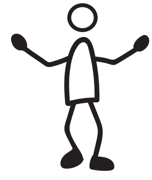
Freedom — woohoo!

LETTIN LESSON **3**

Change the way you look at wealth: Think of it as living off of your portfolio.

LETTIN LESSON **4**

Avoid debt. NOTHING is worth sacrificing your financial freedom.



NOTHING!

LETTIN LESSON 5

Never give access to your credit cards, investments or cash accounts to anyone who is thoughtless, foolhardy or reckless with money.

Buy your Financial Freedom first. Then your luxuries.

(In the meantime, enjoy the luxury of peace of mind and enough.)

LETTIN LESSON 6

LETTIN LESSON **7**

Don't get trapped by ownership, or it will own you.

Try to save and invest up to 50% of your income.

LETTIN LESSON **8**

LETTIN LESSON **9**

If your 401k contributions are matched by your employer, fund it first to get the full match **(it's free money)**, then fund your Roth Account, and next fund your PIA.

Consider converting your IRA and 401k accounts to a Roth account as soon as you can.

LETTIN LESSON **10**

LETTIN LESSON **11**

Invest in assets, not liabilities.

LETTIN LESSON **12**

Assets pay you. You pay liabilities.

Stocks are critical to building a successful income-generating portfolio.

LETTIN LESSON **13**

LETTIN LESSON **14**

Never **sell** stocks on market drops.

LETTIN LESSON **15**

Always **buy** stocks on market drops.

A properly constructed/ engineered portfolio is the key to your financial success.

LETTIN LESSON **16**

LETTIN LESSON **17**

Remember the three rules of investing:

1. Own Equities
2. Diversify Globally
3. Rebalance Annually — Quarterly, if possible

Build your Personal Investment Portfolio to a point where working becomes optional.

LETTIN LESSON **18**

LETTIN LESSON 19

You are never too young to begin or too old to make this work.

LETTIN LESSON 20

Once your investment portfolio can pay your expenses, you are financially free.

LETTIN
LESSON
21

It is the present and your future that matters. Just take that first step. **It is fun.**

Make a 10-year plan. Live like a college student. Spend little and invest a lot. After 10 years, you could be financially free.

LETTIN
LESSON
22

LETTIN LESSON **23**

Enjoy the process. If you do not enjoy the journey, you will not complete it.

LETTIN LESSON **24**

Be on a mission. It isn't always easy, but it is rewarding.

LETTIN LESSON **25**

Invest $10 a week, and increase it over time. Just begin.

Most people can't or won't put in the effort. **You can.**

LETTIN LESSON **26**

LETTIN LESSON **27**

Don’t look back at the age of 50 and say you wish you had, you should have, or you could have invested better or planned better.

LETTIN LESSON **28**

Life choices are not always about the money, but **always** be clear about the financial impact of the choices you make.

LETTIN LESSON **29**

Income tax is the single greatest expense that every individual, all of us, will pay throughout our life times. The way to substantially lower your income tax is to learn how to grow your wealth through your Personal Investment Accounts.

The main idea of investing is to replace your paycheck. Replace the income of your paycheck with the income from your Personal Investment or Joint Account, and you are financially free before retirement age.

LETTIN LESSON **30**

LETTIN LESSON
31

If you need to sell all or a portion of your retirement account portfolio for a down payment on a home, do not do it. If you can't buy a home without doing that, it just means you can't yet afford it. Wait. **Build your financial freedom first.** Then buy a home. Yes, I know this isn't a popular position, but it's mine, and I'm happy to talk it through with you.

Never sell out your retirement account portfolio to pay credit card debt. **Stop spending more than you earn.** Use the extra money to pay your credit card debt down.

LETTIN LESSON **32**

PRIORITIES!

WHY NOT YOU!

You can do this!

TRINITY CHART

Retirement Portfolio Success Rates by Withdrawal Rates

Annualized Withdrawal Rate as a Percentage of Initial Portfolio

PERCENT SUCCESS RATE

PAYOUT PERIOD	3%	4%	5%	6%	7%	8%	9%	10%	11%	12%
100% Stocks										
15 Years	100	100	97	97	94	93	86	80	71	63
20 Years	100	98	97	95	92	86	77	66	55	51
25 Years	100	98	97	93	90	80	67	55	45	40
30 Years	100	98	96	93	87	76	62	51	40	35
75% Stocks / 25%Bonds										
15 Years	100	100	100	100	97	94	90	77	66	56
20 Years	100	100	100	97	95	89	74	58	49	43
25 Years	100	100	98	97	92	78	60	52	42	32
30 Years	100	100	98	96	91	69	55	38	29	20
50% Stocks / 50%Bonds										
15 Years	100	100	100	100	100	99	93	73	57	46
20 Years	100	100	100	100	98	88	63	46	32	20
25 Years	100	100	100	100	95	67	48	28	18	13
30 Years	100	100	100	98	85	53	27	15	9	5
25% Stocks / 75%Bonds										
15 Years	100	100	100	100	100	100	86	53	34	30
20 Years	100	100	100	100	100	68	35	26	22	14
25 Years	100	100	100	100	68	33	25	17	13	10
30 Years	100	100	100	96	38	24	15	9	5	2
100% Bonds										
15 Years	100	100	100	100	100	73	56	44	29	19
20 Years	100	100	100	92	54	49	28	20	14	9
25 years	100	100	97	58	43	27	18	10	10	8
30 Years	100	100	64	42	24	16	7	2	0	0

Robert Lettin is Founder/ CEO of Lettin & Company, Inc., a Registered Investment Advisory firm and author of the *Why Not You!* book series.

Lettin began his investment career in 1987 with Smith Barney in Medford, Oregon. In 1990, he became Vice President of Bank of California's Investment Division in Portland. In 1997, Robert joined the investment firm of Strand, Atkinson, Williams and York and soon after he opened his own firm.

Prior to his career in investments — a story worth hearing when you meet him — Lettin was a young Hollywood actor on sets with legends like Gene Hackman, Al Pacino and Red Skelton.

Before moving into broadcasting, Lettin was a Flight Attendant for Frontier Airlines. He was based in Salt Lake City.

He moved into broadcasting as Assistant Producer for CBS affiliate evening newscast in Salt Lake City at KUTV, then went to Capitol Hill as Press Secretary and Foreign Affairs Liaison for Congresswomen Patricia Schroeder (D-CO).

Before joining Smith Barney In 1987, Lettin with partners, purchased KHUG Radio station in Medford.

Lettin worked his way through college as a swimming instructor, IHOP host, a janitor for a newspaper, sales representative for the newspaper the *Colorado Daily* and as an orderly in the operating room of Cottage Hospital in Santa Barbara. During the summer, there was always construction.

Lettin holds a degree in Journalism from the University of Colorado, Boulder and an MBA in Finance from City University in Seattle. He is registered in Oregon, Washington and Colorado.

WHY NOT YOU!

Others are confident they'll have enough money to last their lifetime.
Why not you!

Others build their wealth with the most perfect investment accounts available.
Why not you!

Others are at peace about their money. Why not you!

Others replace their paycheck sooner than later. Why not you!

Others have money left over each month and make it work for them.
Why not you!

Others hold tight when the market takes a dive. Why not you!

Others easily calculate how big their portfolio needs to be to do it.
Why not you!

Others know what they want their life to be and have the money to pay for it.
Why not you!

Others use this book to simplify their financial choices. Why not you!

Praise for Why Not You!

"Unlike many of his contemporaries, in simple, understandable terms, Lettin gives us the vision and know-how, to create our own personal wealth. His positive outlook and absolute belief we can all achieve wealth is infectious!"—Diana Finch-Wilson

"This book resonates with me and expands my thinking, even though I am an active investor with a job, a pension, and a 401k." —K. McDonald

"I finally get the whole financial freedom thing, and investing, thanks to this great little book."
—Mallory Wagner

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