



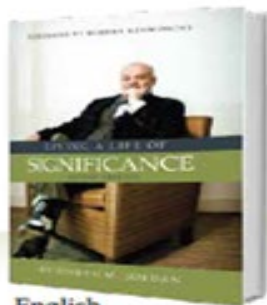
JOE JORDAN

Cómo prosperar en un
mundo pos-COVID
04 Octubre, 2022

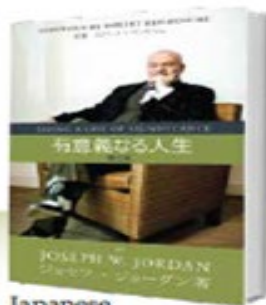




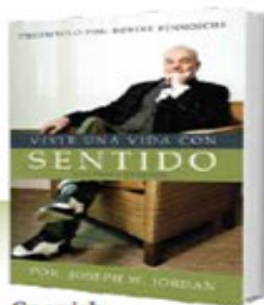
Vivir una vida con sentido - Ahora en cinco idiomas



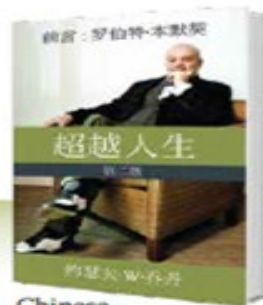
English



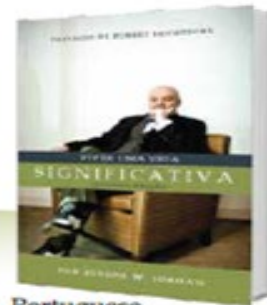
Japanese



Spanish

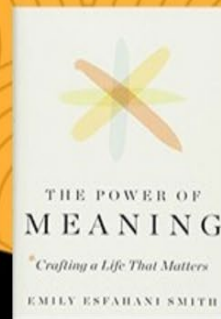
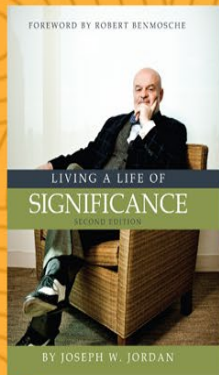


Chinese



Portuguese

"Living a Life of Significance is essential reading for your practice and your soul."
— Nick Murray, "Resources" in Nick Murray Interactive, July 2011



Una Vida Significativa

Pertenencia

Propósito

Narración

Trascendencia

Historias mensuales enviadas a tu correo electrónico

Regístrate en JosephJordan.com/story

Family Members Can Be Difficult To Approach

August 17, 2018 | Joseph Jordan

Check out this video that all financial advisors need to see:



"Like a Light in the Dark"

August 17, 2018 | Joseph Jordan

Take a minute out to listen to this great video from Alliance Group, a pioneer in living benefits. It's a powerful story about the impact we can have on clients.



Disability Insurance: A Critical Conversation With Small Business Owners

September 25, 2018 | Joseph Jordan

Much of the discussion about business planning centers around succession planning, usually using life insurance.

One product that has been habitually undersold is disability income insurance.

How George Rolilly benefited his



Joelma's Story Is Why You Must Prospect With Everyone

September 19, 2018 | Joseph Jordan

"I was so happy I made the right decision."



Becoming More Than An Advisor

September 12, 2018 | Joseph Jordan

After narrowly escaping the Killing Fields of Cambodia as young adults, Nancy and Brian Sovann were incredibly fortunate to come to the United States, where they started a new life together.

Little did they know, the life they built for themselves in America would be threatened once again years later.

Listen to Nancy tell her personal story about her experience with living benefits and working with her agent, Jo Ann Merritt-Green.

"Thank you, Living Benefits."

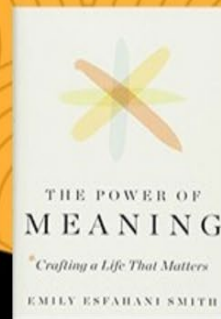
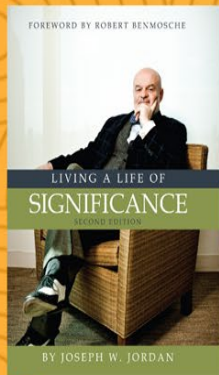




El seguro de vida es un problema de las mujeres



Según el *Women's Institute for a Secure Retirement*, alrededor del 80% de las mujeres mueren solteras y alrededor del 80% de los hombres mueren casados.



Una Vida Significativa

Pertenencia

Propósito

Narración

Trascendencia



Planificación de la Jubilación Impulsada por un Propósito



- Aquellos que se retiran a algo se sienten mucho mejor que aquellos que se retiran de algo.
- Tienes que prepararte para los cambios sustanciales en el estilo de vida



Eugene Cernan



“Si crees que ir a la luna es difícil, intenta quedarte en casa.”



Estrategias de Jubilación Impulsadas por un Propósito





La Rueda de la Realización





Enfréntate a Tus Miedos





¿Cuál es el tema principal del siglo 21?

- ¿Pandemias?
- ¿Calentamiento global?
- ¿Energía?



El Envejecimiento de la Población Mundial

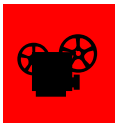
DISCOVER

Octubre 2012





Elon Musk





Centenarios en todo el mundo (2020)

Ubicación	Número	Tasa por 10,000
China	54,166	0.4
Japón	80,450	6.4
Estados Unidos	92,000	3.0
Mundo	573,423	0.8



Diapositiva cortesía de:
Prof. Moshe Milevsky
York University, Toronto



Centenarios de los Estados Unidos: Mujeres vs. Hombres

92,000 Centenarios

Grupo de edad	Proporción de género
100+	5.5 to 1

Fuente: U.S. Census Bureau & Dudley Poston, Texas A&M University.



**Diapositiva cortesía de:
Prof. Moshe Milevsky
York University, Toronto**



Los mercados de capitales explicados en cinco minutos

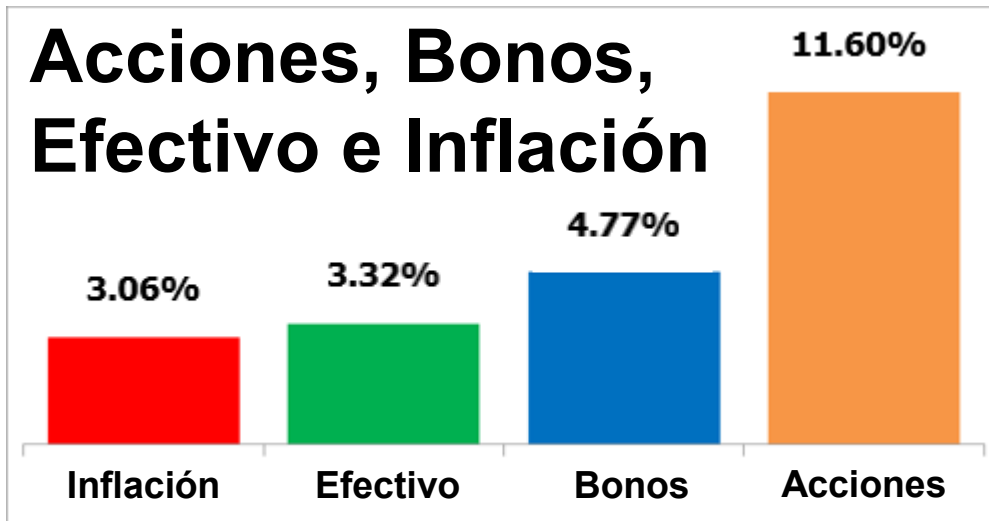




Consideres Propiedad vs. “Prestatariedad”

Las Acciones Históricamente han Superado al Efectivo y los Bonos

Rentabilidad media anual del 01/01/1928 al 31/12/2021



OBTENIDO AL 31/01/2022

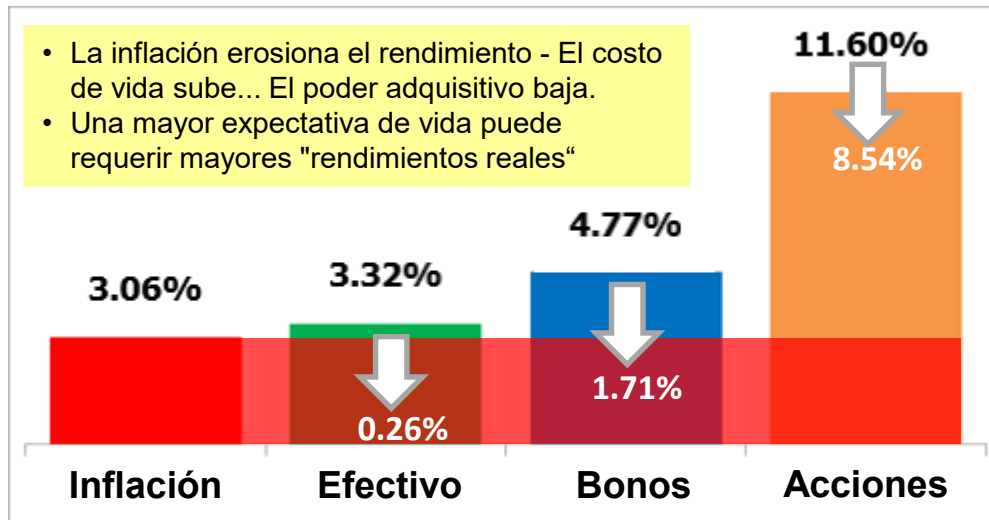
1. “Inflación” – CPI Data: Federal Reserve Bank of Minneapolis (1928-2018) & U.S. Bureau of Labor Statistics (2019-21)
2. “Efectivo” – 3 Month T-Bill: St. Louis Federal Reserve (1928-2018) & YCharts.com (2019-21)
3. “Bonos” – 10 Year Bond: Multpl.com (1928-2018) & Macrotrends.net (2019-21)
4. “Acciones” – S&P 500: Multpl.com (1928-2019) & Macrotrends.net (2020-21)



Consideres Propriedad vs. “Prestatariedad”

Las Acciones Históricamente han Superado al Efectivo y los Bonos

Rentabilidad media anual del 01/01/1928 al 31/12/2021



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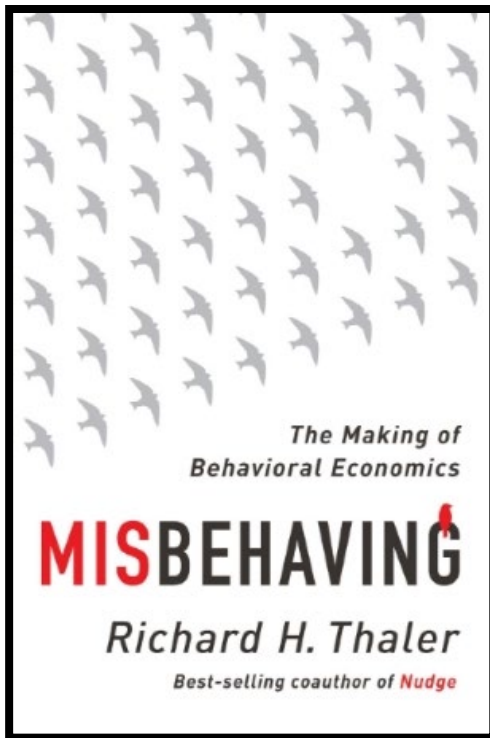


Cerebro izquierdo – Cerebro derecho





Ganador del Premio Noble de Economía 2017



La gente no piensa
racionalmente al tomar
decisiones financieras.



El Impacto de las emociones



Fuente: Russell Investments



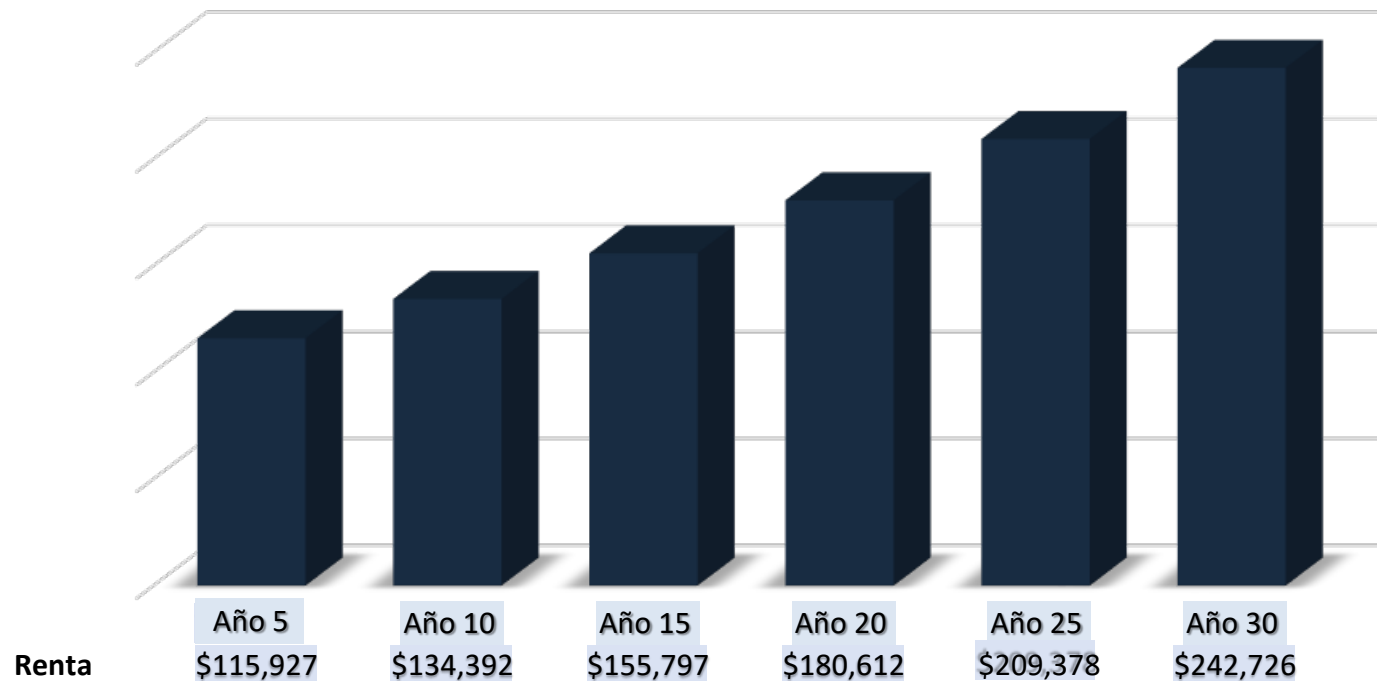
El Histórico del Oso

(Después de la 2ª Guerra Mundial)

Pico del mercado	Valle del mercado	% Rentabilidad	Duración	Pico del mercado	Valle del mercado
05/29/46	06/13/49	-30%	36.5 meses	19.3	13.6
08/02/56	10/22/57	-22	14.5 meses	49.7	39.0
12/12/61	06/26/62	-28	6.5 meses	72.6	52.3
02/09/66	10/07/66	-22	8.0 meses	94.1	73.2
11/29/68	05/26/70	-36	18.0 meses	108.4	69.3
01/11/73	10/03/74	-48	20.5 meses	120.2	62.3
09/21/76	03/06/78	-19	17.5 meses	107.8	86.9
11/28/80	08/12/82	-27	20.5 meses	140.5	102.4
08/25/87	12/24/87	-34	4.0 meses	336.8	223.9
07/16/90	10/11/90	-20	3.0 meses	369.0	295.5
07/17/98	08/31/98	-19	1.5 meses	1186.8	957.3
03/24/00	10/09/02	-49	30.5 meses	1527.5	776.7
10/09/07	03/09/09	-57	17.0 meses	1565.1	676.5



Cómo deben crecer los ingresos de \$100,000 para mantenerse al día con 3% CPI





Cómo Protegerse de sus Viejos

How to Protect Yourself From Your Parents

Strapped Retirees Turn To Kids for Financial Aid: Buying Your Childhood Home

By MICHELLE HIGGINS

AFTER SPENDING years saving for a comfortable retirement, many people are running into a cost they never planned for—their parent's retirement.

In the latest sign of the tough economic times, a growing number of families are undergoing a role reversal. Instead of getting financial help from their parents, children are having to give them regular handouts. Some are shelling out tens of thousands of dollars to cover basic costs, from medical and credit-card bills to vacation and retirement-home expenses.

Rae Mauro, a 66-year-old research analyst from Valencia, Calif., recently opted not to retire because she needed the salary to pay for a nursing attendant for her 87-year-old mother, who suf-

Role Reversal

Sure, your parents used to house you and buy your school magazines. Here are some ways you can help them without hurting yourself.

- Become their landlord
- Deduct them from your taxes
- Buy stuff from them

For more details, see chart on page D2.



fers from Alzheimer's. Ms. Mauro says she gets little help from her siblings. "They don't help financially and don't help with time," she says. Frances Rankin, Ms. Mauro's 58-year-old sister, says her older sister wants to do things her way and has rejected suggestions to put their mother in a nursing home.

For years, financial advisers have trotted out the same advice to protect people from the poor financial planning of their parents. Sit down with them and make sure they're saving enough for retirement. Discourage them from going into hock. Encourage them to buy insurance to pay for the costs of a nursing home.

The problem with most of this advice is it works only if you plan way in advance and if your parents are willing to cooperate. In addition, one of the most widely plugged financial products—long-term care insurance—doesn't make sense for a lot of people, partly because premiums are so high.

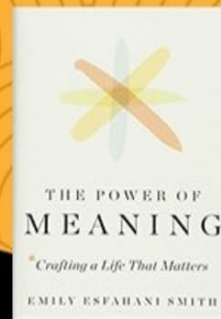
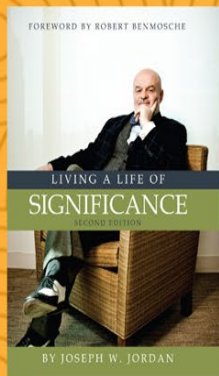
So planners are now touting a range of other options that are designed to help kids bail out parents whose savings have been savaged by the bear market and low interest rates. One increasingly popular tactic is to

Please Turn to Page D2, Column 1



Suegra





Una Vida Significativa

Pertenencia

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Trascendencia



Fred Belman at MDRT





Historia personal

6) LIVING BENEFITS

The
PRESIDENCY

PRESIDENT HARRY TRUMAN
Democratic Presidential Nominee

C-SPAN3
AMERICAN
HISTORY TV





It goes
with me...

GRANGER

MILD COOL
PIPE TOBACCO

GRANGER
PIPE TOBACCO
ROUGH CUT
UGLETT & MYERS TOBACCO CO.



Photo © Joseph Jordan



Extracto de MDRT





JOSEPH CAMPBELL

CENTENNIAL EDITION WITH A NEW PREFACE BY PHIL COUSINEAU



THE HERO'S JOURNEY

JOSEPH CAMPBELL ON HIS LIFE AND WORK



Una Vida Significativa





Photo © Joseph Jordan