

Weekly Market Summary – 6/12/12

Equity markets staged a strong rally last week, with the S&P 500 gaining 3.77 percent. A lack of bad news out of Europe, a pleasantly surprising Beige Book release from the Federal Reserve, and stimulus measures out of China all contributed to the bullish mood. [Read more now.](#)

Weekly Market Summary – 6/5/12

The flight-to-safety trade late last week pushed perceived global safety assets to new record lows. The U.S. 10-year Treasury yield reached a new intraday historical low of 1.45 percent on Friday, while the 30-year Treasury also reached a new low of 2.52 percent. [Read more now in this week's Market Summary.](#)

Weekly Market Summary – 5/30/12

Domestic equity markets staged a rebound last week on improving investor optimism. The S&P 500 rose 1.77 percent, but the small-cap Russell 2000 Index was the big winner with a gain of 2.59

percent. The MSCI EAFE and Emerging Markets indices, however, both lost ground. [Read more now.](#)

Weekly Market Summary – 5/23/12

Treasuries were strong again last week, and the yield on the 10-year reached 1.69 percent during intraday trading on Thursday. Yields were back to 1.75 percent early Monday morning, as the Treasury looks to sell as much as \$99 billion in 2-year, 5-year, and 7-year maturities this week. [Read more now.](#)

Weekly Market Summary – 5/16/12

The U.S. Treasury sold 10-year and 30-year bonds last week, and both saw strong demand at auction. The yield on the 10-year was as low as 1.78 percent early Monday morning, and the 30-year yield was below 3 percent for the first time since January. [Read more now.](#)

Weekly Market Summary – 5/10/12

Treasuries started last week on a strong note, and the yield on the 10-year was pushed to 1.87 percent for the first time since early February. The only other time we've experienced yields this low was for a few days in September 2011 and December 2011. Meanwhile, the yield on the 30-year Treasury once again approached 3 percent. [Read more now.](#)

Why Disability Insurance is an Important Aspect of Your Financial Plan

Each year, approximately one in eight people becomes disabled. Unfortunately, many of them have to worry not only about their health, but also about replacing their salary. Disability insurance can make a difficult time financially manageable. Most people are provided disability insurance through their employers, but the self-employed, the professional, and the new business owner are challenged with finding adequate disability coverage in the type and amounts they need.

Disability income insurance pays benefits that generally replace 50 percent to 70 percent of your earned income when you can't work due to illness or an accident. While the government provides a base coverage to all workers, it's the most difficult

to qualify for. And while your employer may provide you with comprehensive short- and long-term coverage, even that may not be sufficient for your needs.

So, who needs disability insurance? Individuals whose salary represents their family's sole (or primary) source of income are ideal candidates, as are individuals who could not afford to maintain their lifestyle if their occupational income were interrupted. Admittedly, this definition includes most people, but there are many who should not consider disability insurance: the retired, certain government workers who are explicitly covered under state or federal law, part-time workers who are not relying on their income as a principle source of wealth, and those who are wealthy enough that their investment income is sufficient to live off of.

The next question is somewhat more difficult: how much insurance do you need, and what sort of policy? Determining how much insurance you need requires that we conduct a thorough analysis of your cash flow, other income sources, and future income needs. As we evaluate what sort of policy best suits your situation, we will focus on the definition of disabled that each policy specifies.

In order to be considered disabled, you must be unable to work and earn an income. But, depending on the policy, this may require that you be unable to work in another occupation. There are four distinct definitions of disability and four types of coverage.

- Pure own occupation coverage means that you are unable to perform the usual and customary duties of your own occupation. This is the most liberal definition of disability because, even if you work in another occupation, you will still receive the benefits of the

policy. Due to the relative ease with which you can qualify for benefits, insurance companies only issue coverage to the best candidates with the least risk—and charge the most for this type of coverage.

- Any occupation coverage means that you are unable to perform the duties of any occupation. This is the most restrictive definition because, in order to receive benefits, you have to be unable to work in any gainful occupation, not just your own. Often, the wording is modified to take into consideration your earnings level, education, training, and experience.
- Split definition coverage combines both definitions of disability to provide pure own occupation coverage for a limited time before converting to an any occupation policy after that period expires.
- Presumptive disability coverage protects you in the event of a catastrophic ailment that is utterly disabling. Benefits will be paid even if you are able to earn a living. Catastrophic ailments include the loss of sight in both eyes, hearing in both ears, ability to speak, use of both hands or feet, and/or use of one hand and one foot.

When purchasing a disability income insurance policy, it is critical to ensure that the policy cannot be changed or canceled without your permission. In addition, the benefits you receive from disability insurance may or may not be taxable, depending on whether the premiums were paid with after-tax or pretax dollars and the types of benefits you are receiving.

Disability insurance is difficult to purchase. Your job responsibilities, the time you've spent in your present occupation, your earnings history, and your health are considered. Conditions such as prior back strains, depression episodes, and other health history can restrict your benefits and you may not be able to qualify for any coverage, at any

price. Working with an experienced financial professional can help you prepare your financial situation in the event you cannot buy disability coverage.

Disability insurance is an integral part of risk management and a product that we always consider when developing a financial plan. We want to make sure that you know your options and that you feel safe, no matter what tomorrow brings.

Securities and Advisory Services offered through Commonwealth Financial Network®, Member FINRA/SIPC, a Registered Investment Adviser.

Weekly Market Summary

Treasuries are on pace for their largest monthly gain since September, as the yield on the 10-year moved down to 1.92 percent, its lowest level since Feb. 2. This strong performance has come on the heels of weaker economic data domestically and growing concerns about Spain's debt situation. [Read more now.](#)

Weekly Market Summary

The positive trend in Treasuries continued throughout last week and yields moved even lower early Monday morning, as the 10-year reached 1.92 percent. The last time the yield on the 10-year Treasury was this low was March 6 of this year. [Read more now](#)

(PDF, new window).

J. Michael Pierce Recognized as a Top Financial Advisor by Commonwealth Financial Network



J. Michael Pierce

J. Michael Pierce, an independent financial advisor affiliated with Commonwealth Financial Network® and president of Allen Insurance and Financial, was recently named to Commonwealth's President's Club. This distinction recognizes successful financial advisors, based on a ranking of annual production among Commonwealth's network of 1,400 financial advisors.

"We are pleased to award Mike with this impressive recognition," said Wayne Bloom, CEO of Commonwealth, the nation's largest, privately held independent broker. "He is among the most respected financial advisors in our industry and is a trusted partner to the clients he serves. Achieving President's Club status is a testament to his commitment to outstanding customer service and relentless worth ethic."

About Allen Insurance and Financial

Allen Insurance and Financial is an employee-owned insurance, employee benefits, and financial services company with offices in Camden, Rockland and Southwest Harbor. Call 800-439-4311. Located at 31 Chestnut St., Camden, the advisors of Allen Insurance and Financial pride themselves on crafting unique

strategies for each client. For more information, please visit www.allenfg.com. Securities and Advisory Services offered through Commonwealth Financial Network®, Member FINRA, SIPC, a Registered Investment Adviser. Fixed insurance products and services offered by Allen Insurance and Financial are separate and unrelated to Commonwealth.

About Commonwealth Financial Network

Founded in 1979, Commonwealth Financial Network, member FINRA/SIPC, and a registered investment adviser, is the nation's largest, privately held independent broker/dealer, with headquarters in Waltham, Mass., and San Diego, Calif. The firm supports more than 1,400 independent registered representatives nationwide and makes available a comprehensive array of financial products and services. For more information, please visit <http://www.commonwealth.com>.