

BEING A GOOD BANKER

A VELOCITY OF MONEY ACTION PLAN FOR MAXIMIZING MY LEGACY BANKING POTENTIAL

Review and Update:

Date: _____

"Legacy Banking" is a term used to describe practicing the multi-dimensional economic principles taught in the Infinite Banking Concepts™ and Circle of Wealth systems.



Hoku Legacy Solutions LLC

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Basic Principles:

1. Do not lose sight of the problem. Every entity (individual, family or business) suffers the financial drainage of Wealth Transfers; the systematic transfer of your wealth to government, banks and other financial institutions. Wealth transfers include excess taxes, interest paid, interest lost, fees, and certain insurance costs. They are caused by how we handle our finances: how we pay mortgages; how we save for retirement; how we pay for things; and, how we insure ourselves and our things. Therefore, they can be prevented or minimized; and, actually reversed to create growing wealth and financial security.

Wealth transfers are compounded over time into a lost fortune by lost opportunity cost. A dollar spent, perhaps even without our knowledge or consent, loses not only the dollar but all the interest that could have been earned by that dollar if it was kept and saved or invested. Each wealth transfer dollar, plus the total of what it could produce in wealth over your lifetime - double, triple, quadruple or more - is lost opportunity cost. Each wealth transfer dollar prevented can be saved or invested to turn opportunity cost into growing wealth.

2. It is your plan. Be true to yourself. While it changes in form somewhat over time, you will always have consumer needs, savings needs, and protection needs. Make that work together, FOR you instead of against you. Amortize your "legacy banking" loans to recover the interest that would have been paid out, the lost growth that would have been suffered, and an inflation factor. Always ask yourself "at the end of a transaction do I want to be poorer or richer?" It is within your control to choose.

"Awareness and application" are the two ingredients required to reverse wealth transfers; to literally turn them into growing wealth and financial security. That is, awareness of how and where wealth transfers occur in cash flow and the application of simple economic principles to reverse them.

3. Record every "legacy banking" loan, make the loan payments, and fully complete the loan schedule. At equal payments, "legacy banking" loans will typically be paid off sooner than conventional loans. Completing payments at the full conventional loan schedule will create increased wealth.
4. Money should be able to flow to its greatest use (value) for you. Money locked up by taxes and penalties cannot flow. Positioning and liquidity are powerful factors in preventing wealth transfers, in reversing wealth transfers, and in taking advantage of new opportunities as they may arise.
5. Review regularly. Regular review of your cash flow and financial items is needed to keep wealth transfers from recurring.
6. Don't forget that there is a lost opportunity cost for paying cash. Make sure to identify that also.

Keeping these basic principles in mind as you do your regular reviews and make new financial decisions will serve you well on your path to ever increasing wealth and financial security.

Section 1: Current Legacy Banking Status

Existing Policy Loans:

| Purpose | Amount | Payment | Loan Date | Term (in months) | Months Remaining |
|---------------|--------|---------|-----------------------|------------------|------------------|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| Total Loan(s) | | | Total Loan Payment(s) | | |

Current Legacy Banking Potential

| | Total |
|----------------------------|---------|
| Policy Number: | |
| Current Loan Value: | |
| Desired Liquidity Cushion: | - - - - |
| Available Loan Value: | |

Premium Contribution Potential

| | |
|----------------|--|
| Policy Number: | |
| Maximum: | |
| Minimum: | |

Section 2: Current Conventional Loan Status

| Type of Loan | Unpaid Balance | Rate | Payment | Months Remaining |
|--------------|----------------|------|---------|------------------|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

Section 3: Current Taxable Account Status

| | Balance | Earnings | Tax Rate | Tax Payable |
|------------------------------|---------|----------|----------|-------------|
| Savings/CD/MM type accounts: | _____ | _____ | _____ | _____ |
| Mutual Funds/dividends: | _____ | _____ | _____ | _____ |

(Taxes paid are a wealth transfer that also includes opportunity cost; that is, all of the growth that could have been earned over your lifetime had that money been kept. The true rate of return is based on the growth less taxes and opportunity costs.)

Section 4: Anticipated Wants/Needs

| What | When | Estimated Amount |
|-------|-------|------------------|
| _____ | _____ | _____ |
| _____ | _____ | _____ |
| | | Total: _____ |

Section 5: "Reinvestment" Potential

| What | When | Estimated Amount | Expected Income: | Rate(%) | Amount(\$) |
|-------|-------|------------------|------------------|---------|------------|
| _____ | _____ | _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ | _____ | _____ |

(Following the "money should flow to its greatest use (value)" principle, always exercised with due diligence and regard for a safety and liquidity cushion, there may be opportunities to "reinvest" for increased growth. The guideline is that policy loan payments be made from the growth of the new investment. The goal is to fully repay the policy loan from that growth to achieve a "cloning" effect. That is, when fully repaid, the cash value will be fully restored while also having the new investment "free and clear" for future compounding. Potential tax advantages should be carefully considered.)

Section 6: Current Cash Flow Performance Ratio

Total new input into savings/investments in the last year: _____ (A)

Total interest earned on last year's input: _____ (B)

Total interest paid out in last year (not including first mortgage) _____ (C)

Calculate: (B) minus (C) divided by (A) (move decimal two places to right)= _____ % (D)

(D) is your rate of return on your cash flow. It may be a negative number. This is the target to improve upon through your legacy banking activity.



Hoku Legacy
Solutions LLC

CASHFLOW FINANCIAL CHART

ESTATE

Last Name

| FIRST NAME | AGE |
|------------|-----|
| | |
| | |
| | |
| | |

| OCCUPATION | INCOME |
|------------|--------|
| | |
| | |
| | |
| | |

| CAR INS. | HOME INS. | LIABILITY INS. |
|----------|-----------|----------------|
| | | |

| DISABILITY INS. | MED INS. | ID THEFT INS. |
|-----------------|----------|---------------|
| | | |

| WILL/TRUST | LEGAL INS. | LIFE INS. |
|------------|------------|-----------|
| | | |

| ADDITIONAL INFO: |
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| DERIVATIVES | VENTURE CAPITAL | BIT COIN |
|-------------|-----------------|----------|
| | | |

| ALTERNATIVE INVEST | MUTUAL FUNDS | STOCKS |
|--------------------|--------------|--------|
| | | |

| ETF's | BONDS | REAL ESTATE |
|-------|-------|-------------|
| | | |

| DEBT WINDOW | | | | |
|--------------|------------|----------------|--------|------------|
| TYPE OF LOAN | \$ PER MO. | UNPAID BALANCE | % RATE | MO. TO PAY |
| | | | | |
| | | | | |
| | | | | |
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| EE SAVING BONDS | GOLD | SILVER |
|-----------------|------|--------|
| | | |

| REGULAR SAVINGS | CD's | MONEY MARKET |
|-----------------|------|--------------|
| | | |

| BUSINESS OWNERSHIP | TAX LATER | TAX NEVER |
|--------------------|-----------|-----------|
| | | |