



Sharpen your business pencil

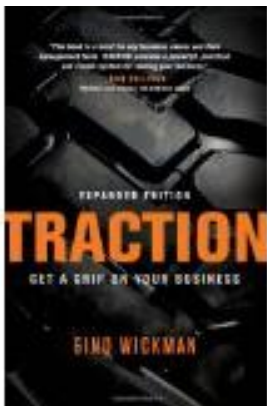
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Now that it's back to school time, children aren't the only ones who should be thinking about learning. Whether you work for someone else or own your own business, enhancing your skills at work is a worthwhile endeavor. Ultimately, it's our careers that are the engines of our financial success.

One of the most practical resources I found this past year is Gino Wickman's book "Traction: Get a Grip on Your Business" which provides a framework for organizing a business as well as tools for making improvements in the way the business operates.



The basic premise of the book is comparing the function of your company to a computer's operating system which provides a unified framework for connecting topics ranging from the ten-year vision to employee relationships. For instance, Wickman traces a company's vision for success all the way to weekly team meetings where everyone has specific responsibilities.



Wickman also provides a number of distinctions that allow companies to identify issues or roadblocks that are inhibiting success. One chapter distinguishes the roles people fill within a company such as the "visionary" who is great at generating ideas versus the "integrator" whose expertise focuses on alignment between departments to make sure things are getting done. Recognizing the difference and importance for each role can prevent a lot of conflict as each role typically has radically different personality types.

Another common roadblock is meetings that veer off into tangents or unrelated topics. Wickman provides some tools for minimizing these types of disruptions while also holding everyone accountable. The goal isn't to eliminate meetings but rather to make them more effective.

If you're a manager within a larger organization or a small business owner, "Traction" provides enough tools for you to create a thriving organization that few companies achieve. Even if you're not in a leadership role, equipping yourself with the tools to run an effective meeting or understanding the importance of a company's culture will make you an invaluable resource.

Ben Franklin was right when he said "an investment in knowledge pays the best interest." Expanding your knowledge around how an organization can function at its best is a great start to sharpening your business pencil.



Join our Medicare webinar – October 14, 2014

At age 65, there's a series of decisions that need to be made regarding healthcare coverage, specifically Medicare. Health care costs rise with age and it's imperative that the right choices be made because there's a small window of opportunity to "get it right." Our long-term care resource, Allen Hamm, has created a process which objectively guides clients through the Medicare maze.



The services include:

- Diagnosis of your situation, in order to assess your appropriate Medicare enrollment period. This includes understanding how your current insurance (COBRA, employer, or individual coverage) works with Medicare
- Making sure you get signed up for Medicare on time, without penalties. If you don't enroll on time, you pay a penalty that continues for life
- Explanation of what Medicare pays for and what it doesn't pay for
- Choosing between regular Medicare and Medicare Advantage. There are significant differences and distinct pros and cons to each
- Choosing the right Medicare Supplement (also known as Medigap) coverage if applicable. There are over a dozen choices
- Evaluating and choosing the right Part D Prescription Drug Plan. There are hundreds of choices
- Developing a plan for controlling health care expenses in the future
- Lifetime access for reviews of the above decisions, for as long as you're a client of Financial Service Group

We'll be holding a webinar on October 14, 2014 at 6:30 PM in our office. Allen will join us virtually and explain these services in more depth at that time.

Seating is limited so register today by calling Lori at 262-554-4500 x105.

Virtual meetings offer increased flexibility and convenience

FSG is committed to having great relationships and enriching experiences with our clients, many of whom have been with us for two decades or longer. We also do our best to ensure convenience by focusing on technologies that make it easier for us to be in touch and stay in touch with you. We are pleased to provide web-based or web-enhanced workshops and seminars as well as web-based alternatives to in-person meetings. We realize that video conference calls don't work for everyone, but we do have this option available for those of you who want to save a trip into the office. When scheduling appointments you can opt for a web-conference or an in-person visit. While we look forward to face-to-face contact whenever possible, we know this additional electronic communication vehicle may enhance the experience for some of our clients.

