

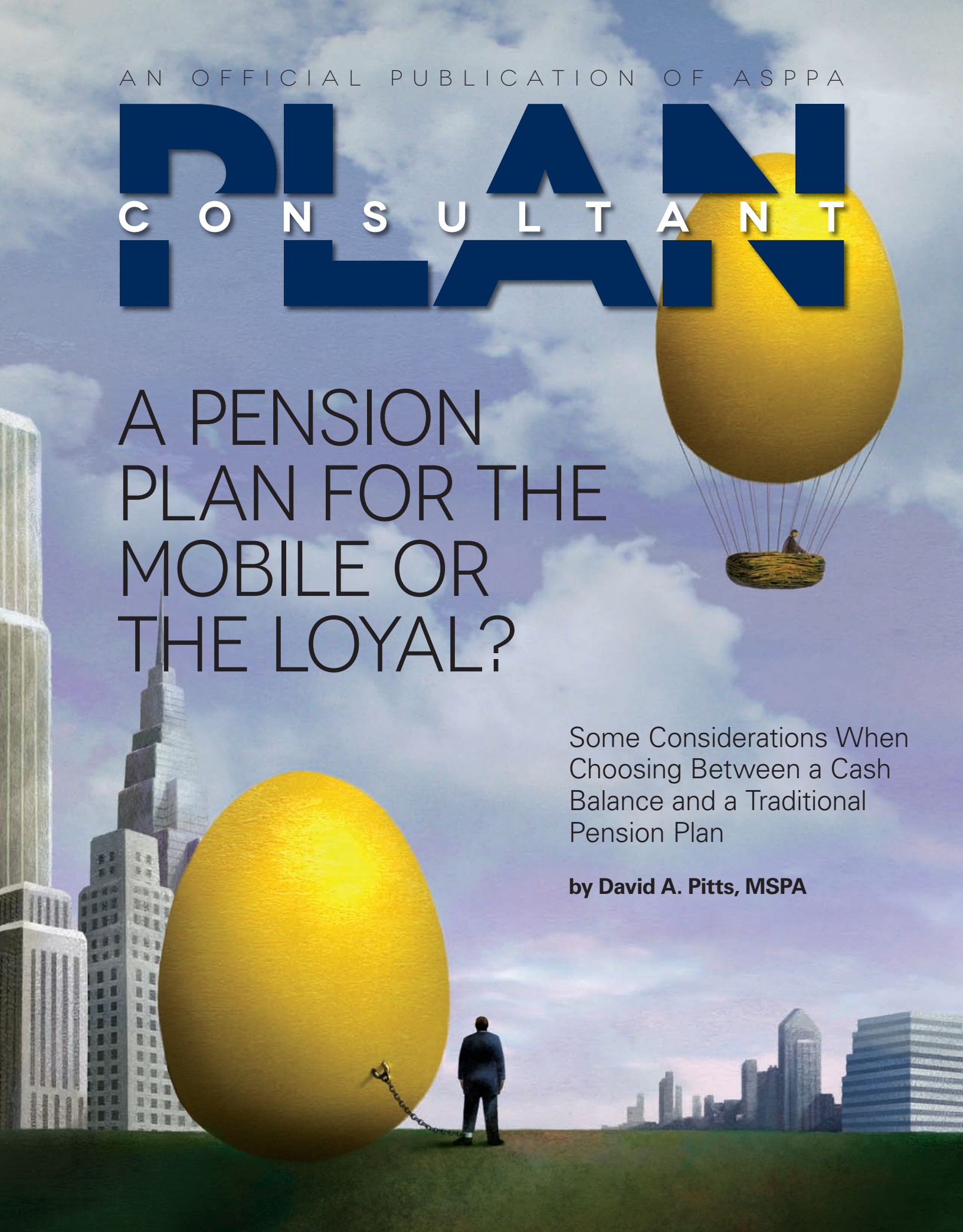
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PLAN CONSULTANT

A PENSION PLAN FOR THE MOBILE OR THE LOYAL?

Some Considerations When
Choosing Between a Cash
Balance and a Traditional
Pension Plan

by **David A. Pitts, MSPA**



WORK SMARTER BY LEVERAGING CHEAP TECHNOLOGY

By Yannis P. Koumantaros, CPC, QPA, QKA,
and
Adam C. Pozek, ERPA, QPA, QKA, QPFC

Want to dictate,
network, text,
and keep track of
appointments and
expenses without
spending an arm
and leg?

There's an app for that.

Evangelists. That's what we really are. Retirement evangelists. Every day we consult with our clients about the importance of saving for retirement and what needs to be done to adjust one's retirement trajectory to have an adequate retirement. Many of us work more than 40-hour weeks, make house calls, and give out our cell phone numbers to offer 24/7/365 access to ourselves, the trusted advisors.

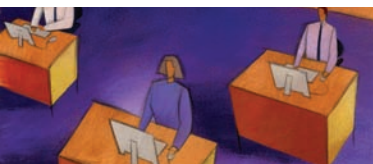
So why do we care about leveraging cheap technology to make ourselves more efficient? Simple: So we can help more people achieve an adequate retirement in our working lifetime. It's our duty to seek out the most efficient ways to service our clients. Technology was created because someone recognized an opportunity to make all of us more efficient.



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Adam and Yannis are always on the lookout for new and creative mobile applications and other technologies. If you have any tips or suggestions, please email them at adam.pozek@dwccconsultants.com and yannis@spectrumpension.com.

EXPENSIFY
WWW.EXPENSIFY.COM

It doesn't matter whether you work in a large advisory firm or you're your own boss and the only employee. Expense accounts are a fact of life for Americans who need to separate personal and business expenses.

Here's how it works: Sign up for an account online and then download the application onto any smartphone. While traveling to visit your clients, you can document business mileage, meals and entertainment, travel expenses, and anything else. In fact, the mobile application allows you to take photos of your receipts while on the road and upload them directly into your Expensify account online.

In addition, you can link your credit card(s) to get IRS Ready eReceipts from 94 percent of U.S. credit card companies and create full-color PDF reports. Free to submit, and only \$5 per month per submitter to approve (with the first two free), the expenses can then be submitted for approval, downloaded into QuickBooks, and reimbursed to employees by direct deposit or credit card.

Think about all the money you'll save by properly documenting your reimbursed and unreimbursed business expenses; you can even sell your clients cheaper services.

COPYTALK
WWW.COPYTALK.COM

If you've ever had an assistant, it's reasonable to assume that one of the expected tasks was transcribing or dictating meeting notes, documenting action items, or preparing email drafts. Many times there's just not enough time to call your assistant or fellow staff member to cover these tasks while you're on the road.

Meet Copytalk, a transcription service via phone, allowing subscribers to record voice mail messages up to four minutes each 24/7/365. The results are delivered to an email address or secure website the same day for only \$79.95/month for the unlimited plan. In fact, I dictated this section of the article by recording it via Copytalk.

Finally, it's an assistant that works your hours, is never asleep, and takes dictation while you're on the road and between appointments.

These are just a few of the many cheap technologies that are available, and new applications hit the street regularly. Whether it's managing contacts, posting your latest blog entry, preparing your expense account, or just sending a quick email, there are inexpensive mobile applications to help you maximize every working minute, better serve your

TEAMVIEWER
WWW.TEAMVIEWER.COM

Complete access to your desktop computer from any web browser — and, it's free! Have you ever been on your way to a sales presentation or client meeting only to realize that you have the wrong version of your slides on your laptop?

With TeamViewer, it's not a problem. By simply logging into your account online, you have complete access to all of your files as if you were sitting at your desk. You can open your email and send the updated slides to yourself on your smartphone or at your client's office.

Better yet, just launch and present the slideshow from within TeamViewer itself. Conduct online meetings without requiring attendees to download and install software or transfer files between computers. You can even use it as an instant messaging system. And your IT department can rest easy knowing that TeamViewer uses some of the highest security standards to secure your connections and protect your data.

In addition to the web portal, TeamViewer also has a smartphone app that allows you to make a secure, direct connection.

And did I mention that it's free?

VLINGO
WWW.VLINGO.COM

I recently saw a bumper sticker that read, "Honk if you love Jesus. Text while driving if you want to meet him."

If you drive in any major metro area, you know how taking your eye off the road, even for a quick second, can lead to disastrous results. In fact, many states have enacted laws imposing significant fines for texting while driving. Vlingo makes such concerns a thing of the past. By simply tapping the screen or pushing a button, Vlingo lets you send texts or emails, update your Facebook or Twitter status, run a Google search, or get directions, all with your voice.

It's kind of like having a virtual butler or concierge. Just ask and ye shall receive ... all for a one-time cost of less than \$20.

clients, and get in front of more prospects.

And, if you need to take a break from evangelizing to reflect on your day, don't worry, there's an app for that, too. For only \$1.99, you can get a "personalized examination of conscience." Don't believe us? Check out Confession: A Roman Catholic App at www.littleiapps.com. **PC**