

Scott Brooks Video Transcripts

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SCOTT: Let's take a minute and let's talk about life expectancy for a moment here, okay? All right, remember, we talked in class about how people are not only living longer, but they're living a higher quality of life later in life, so what we want to do is get specific with the two of you about life expectancy. So, Roy, I'm going to start with you here, okay? So, you're 62 years old now. Do you have any health issues? Do you take any medications?

ROY: I have high blood pressure.

SCOTT: You have high blood pressure?

ROY: Yeah.

SCOTT: Do you take, like lisinopril or something like that for it?

ROY: Right.

SCOTT: Okay, very good. All right, any other medications that you take?

ROY: I have to take an aspirin a day because I have blood clots in my leg.

SCOTT: You do have some blood clots in your leg?

ROY: Uh-huh.

SCOTT: Okay. Is that under control now?

ROY: Yeah, and I have I the "Ritis" brothers in me, you know? Arthur Ritis?

SCOTT: Arthritis?

ROY: Yeah, he's in my body pretty strong, so.

SCOTT: Really?

ROY: Yeah. There's always, you know there'll be surgeries on different things, you know, that I've have had done now and will probably reoccur.

SCOTT: Lets talk about that. Have you had any muscle, bone or joint problems? Any joint replacements?

ROY: Yeah, I had both knees replaced.

SCOTT: So, both knees?

ROY: I had four bones taken out of my wrist. My left wrist is the same, creating that problem right now, but we go to the gym and we both work out, and I'm fighting that old age factor.

SCOTT: You're not that old. Come on, you're only 62 years old. I guess the saying is "The older I get, the better I was"? Does that summarize it pretty good?

ROY: Yeah.

SCOTT: All right, very good. So, besides that, any other muscle, bone, or joint problems? Or does pretty well summarized there? Any problems with any internal organs at all?

ROY: No.

SCOTT: Any heart problems or lung problems?

ROY: No.

SCOTT: Have you personally had any cancers, you personally?

ROY: No.

PATTY: All right. Any mental disorders? Children do not count as a mental disorder. Any mental disorders?

ROY: She thinks I have sometimes, but no.

SCOTT: Okay, very good. Is your father still alive?

ROY: No, he passed away.

SCOTT: Do you remember how old he was when he passed away? Do you recall?

ROY: Seventy-eight.

SCOTT: Do you remember what took him?

ROY: The old standby . .

PATTY: Ordinary heart failure or something like that.

ROY: Yeah.

SCOTT: Heart failure?

ROY: Yeah. Congestive heart failure that's what he told me.

ROY: Were there lifestyle issues? Did he smoke or drink or anything?

ROY: No. He was a go . . he was a very ambitious man, worked from daylight to dawn and never just sat around. If he wasn't doing anything, he was out fishing or hunting.

SCOTT: Very nice. How about your mother? Is she still alive?

ROY: Nope, she died at 78 also.

SCOTT: Seventy-eight also. Okay, what took her?

ROY: Congestive heart failure. She did have cancer, breast cancer.

SCOTT: Were there any lifestyle issues; smoking, drinking there?

ROY: No. They were both healthy, active people.

SCOTT: Very good. Thank you. Patty, how about you? Do you have any, do you take any medications at all?

PATTY: Cholesterol medication.

SCOTT: Cholesterol, like a statin?

PATTY: Something like that, yeah.

SCOTT: Is it under control?

PATTY: Uh-huh.

SCOTT: Okay, very good. Any other medications that you take?

PATTY: Really, the only thing that I take is my cholesterol medication.

SCOTT: And you've got the muscular dystrophy, right?

PATTY: Oh, yeah.

SCOTT: Which that doesn't require medication, does it?

PATTY: No, it doesn't.

SCOTT: Okay, very good. So, the muscle, bone, or joint thing, you've got the the M.D. Is there any issues with joints and arthritis or anything like that at all?

PATTY: I have some arthritis, yeah.

SCOTT: Any joint replacements at all?

PATTY: Oh, yeah, yeah; my two shoulders. I had both.

SCOTT: Both shoulders? Really? Is that from pitching?

PATTY: (Laughing) No, just trying to get . . . just pushing myself up out of chairs, any position using my upper body just wore the poor bones out.

SCOTT: Very good. Okay. So, do you have any problems with any internal organs?

PATTY: No.

SCOTT: How about any heart problems?

PATTY: No.

SCOTT: Any lung problems? Have you personally had any cancers?

PATTY: No.

SCOTT: Any mental disorders? Husbands don't count as a mental disorder.

PATTY: (Laughing) No.

SCOTT: No? Okay, very good. Is your father still alive?

PATTY: No.

SCOTT: And how old was he when he passed away?

PATTY: Twenty-seven.

SCOTT: Twenty-seven?

PATTY: He was in an automobile accident.

SCOTT: Oh, a car wreck. Is your mother still alive?

PATTY: No, she passed away at 87.

SCOTT: Eighty-seven? And what took her?

PATTY: Well, to be honest with you, I think she was just so depressed that she just didn't eat or drink and just wittered away.

SCOTT: Old age?

PATTY: Old age.

SCOTT: All right, guys. Very good, very good. All right. Is there anything else about the two of you that you think I should know that would help me put together a quality plan for the two of you?

PATTY: I have . . . nothing comes to mind right now. Maybe later, but I can't think of anything.

SCOTT: Roy, how about you? Anything else come to mind that you think I should know? I'm sorry; go ahead.

ROY: No, I mean just a trust factor, you know. We both have to feel comfortable and trusting in what you're going to do for us. That's a big factor for us, you know. Over the years, everybody gets burnt by somebody, and we just to want make sure that what we've heard, what we've seen, what we went to class for is what we're going to have done.

SCOTT: Yeah, all right. Very good. What needs to happen for that trust factor to be there?

PATTY: Communication.

ROY: Communication, yeah.

SCOTT: Communication?

ROY: And I guess giving us feed back on what we've sat and talked about today, you know. What your thoughts are based on what we want and to discuss it with us so that we can say, yes, we're in total agreement with you and we'd like to do this. We want the options available to us.

SCOTT: Very good, very good.

PATTY: I just have one question about your staff. I notice you do have a quite a few people here on staff now. If you're not available, can we just call them? Are they . .

SCOTT: Yeah. If you become clients, what I do is I assign you to what I call a team.

PATTY: Oh, okay.

SCOTT: You'll deal with me, but what I'll probably do is I'll probably assign you guys to what I call the Mike and Cathy team. What that means is this: if you call and don't get ahold of me, you know I go on vacations, and I might get sick or something, you'll call and just talk to Mike. All right, Mike will be the person who will be the backup to me and he'll be the one to take care of everything. As a matter of fact, most people, after they have been client for a while, they learn that they call and say they need something, like "Hey, Scott, we just got back to

vacation. Can you wire \$10,000 to our bank account?" They know I'm just going to yell at Mike next door, "Hey, Mike, wire the money!" We'll just call and talk to Mike and say "Hey, would you just make sure we have this money when we come back?" And if I'm not available and Mike's not available, which would be very rare that would ever happen, then we have Cathy as the backup to that. We have a whole staff of people here. I've got . . . there's a total of nine full-time people that work here for me in this office and four part-time people. So, I mean there's always people available here. Is that a reasonable answer to your question?

PATTY: Yeah, it is.

SCOTT: Okay, very good. Anything else come to mind guys?

ROY: No, I don't think so.

SCOTT: Very good. All right. Are there any other questions you feel I needed to ask today they failed to ask?

ROY: That's quite a few questions.

SCOTT: Do you feel I covered it all in this discussion?

PATTY: Oh yeah. Uh-huh.

ROY: More than we thought we were going to.

SCOTT: I think I surprise a lot of people. They're not expecting that when they come in, to give those details, but that's what it takes to put a quality retirement financial plan together. All right guys, very good. With that being said let's go ahead start to wrap up now, okay?

ROY: Okay.