
Sherwood Investment Services
Financial Planning & Investment Management

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The Savvy Investor
Is AARP Looking Out For You?

Many seniors think of AARP as their friend, their voice in Washington. They think that AARP is helping to fight for their social security benefits and provide them superior and cost effective products. Think again.

In 1995, a US Senator investigated AARP and found that 58% of its revenues came from endorsing insurance, mutual funds and other products.

Here's how it works. AARP enters into agreements with large financial firms and AARP allows these firms to put the AARP name on the products. AARP then gets a percentage of sales or fees in exchange for use of the AARP name.

Is AARP shopping for the best deals for its members among these financial products? I

don't think so. **But AARP is not alone.** Money Magazine explained how school districts endorse annuities and receive payments from major insurance companies to allow them to sell their annuities to teachers in the district. The investigation found that the built-in fees in these teacher annuities were much higher than individual investors were charged for similar products.

Here's the point. **Do not assume that some organization, whether it is AARP, your bank, your State or your alma mater is looking out for you.** They may be using their name and credibility to endorse products, which are not competitive. You could pay more or receive fewer benefits than with an independent product.

Please contact us for independent advice.