

## Managing Natural Gas Lease & Royalty Income

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You?

- Spend It
- Save It
- Pay Down Debt
- Invest
- Give Away



## 4-P's to Managing Your Gas Windfall

1. **Pause and assess the situation**  
Park the money in a liquid interest earning account and think.
2. **Plan**  
Consider tax implications.  
Define goals – short, intermediate & long term  
(emergency fund, retirement, education, future generations, charity)
3. **Pay off debts**  
Especially high interest credit cards.
4. **Ponder offers for professional help**  
Proceed cautiously.  
Ask questions of would be helpers.

## Professionals for Hire

- Financial Advisor
- Financial Planner
- Attorney
- Tax advisor
- Certified Public Accountant (CPA)
- What do the letters mean? (CPA, CFP, CFA, ChFC, CLU, RIA,

## Selecting a Financial Advisor: Some Considerations

1. Request a profile (background, experiences and a few names of clients and references.
2. Arrange a meeting. Interview her/him.
3. Check out clients and references.
4. Do you feel comfortable with this person?
5. Ask for a written description of services to be provided if you hire them.

## Questions to Ask Yourself

- Why do you want to hire an advisor?
- What type of client are you (delegator, collaborator, instigator)?
- How do you want to pay your advisor?
- What is your risk tolerance?
- Are you really committed to your financial goals?

## Questions to ask Financial Advisors

1. How long have you been a financial advisor?
2. What are your professional credentials?
3. What is your investment philosophy?
4. How will we work together and how frequently?
5. What services do you offer?

## Questions to Ask Financial Advisors

6. What will it cost and how are you paid?
7. Who from your firm will work with me?
8. May I see a sample financial plan?
9. What licenses, credentials, and certifications do you hold.
10. How many clients do you have?

## Other Sources of Help

- Questions to Ask Financial Advisors/Planners
- Questionnaires to Use in the Interview Process
- Various checklists to use to make decisions about planners
  - CFP Board--<http://www.cfp.net/>
  - NAFPA--[www.napfa.org/](http://www.napfa.org/)

## Be aware of.....

1. High pressure sales tactics.
2. Telephone solicitations.
3. People pushing ONE product.
4. Limited time offers.
5. Demand for an immediate decision.
6. **Offers that seem too good to be true.**
7. Offers to buy your royalty rights?

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