



The Importance Of Your Client's Financial Privacy

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The Society for Worldwide Interbank Financial Telecommunications (SWIFT), according to *Privacy International*, is a financial industry owned cooperative that supplies secure, standardizing messaging services and interface software to 7,863 financial institutions in 204 countries and territories. SWIFT's worldwide "participating partners" include banks, broker/dealers, and investment managers, involving about 2 billion transactions amounting to about 2,000 trillion US dollars. Articles in both *The New York Times* and *The Los Angeles Times* on June 23, 2006, published details of the arrangement between SWIFT and the United States Government.

According to *The Washington Post*, "Current and former counter-terrorism officials said the program works in parallel with the previously reported surveillance of international telephone calls, faxes, and e-mails by the National Security Agency. The NSA has eavesdropped without warrants on more than 5,000 Americans suspected of terrorist links. Together with a hundred fold expansion of the FBI's use of 'national security letters,' to obtain communications and banking records, the secret NSA (National Security Agency) and Treasury programs have built unprecedented governmental data bases of private transactions, most of them involving people, who prove irrelevant to terrorism investigators."

When the U.S. Government targeted an intermediary agency like SWIFT, the responsibility of financial institutions to their customers' legal safeguards, similar to the protections of the Fourth Amendment to the United States Constitution (1.), may have

- (1.) There are legal and lawful ways for government to obtain information about its citizens. The Bill of Rights to the United States Constitution contains ten Amendments to protect the citizens of the United States from Government itself. The **FOURTH AMENDMENT** states the following:

"The right of the people to be secure in their persons, houses, papers and effects against unreasonable searches and seizures, shall not be violated, and no Warrants shall issue, but upon probable cause, supported by Oath or affirmation, and particularly describing the place to be searched and the persons or things to be seized."

been circumvented. The main argument to protect the financial privacy of customers of these financial institutions being that citizens should not lose privacy protections simply because financial institutions “shared their information with a third party to complete a transaction.”

Your Client's Assets Are Now At Greater Risk!

Modern surveillance and seizure methods have placed people and their assets in a precarious position. People and their assets are identified easily and targeted for lawsuits, seizure, harassment, and theft. ***Having been stripped of privacy, there is a real threat then to strip people of their wealth.*** Most readers of *Agent's Sales Journal* know people who have been stripped of their wealth. Education of people in the need for financial privacy is lacking. Unfortunately, many people think about protecting their wealth after it is too late and after they already are in a panic situation. Many think, “It will not happen to me. It will happen to some other person!”

Financial privacy in another light really is just another form of financial insurance that rightfully could stand alongside other forms of insurance. There are different ways of looking at things. One way is to think that gaining financial privacy ahead of time, like buying risk insurance before the injury, means that future problems can be eliminated or mitigated.

Tangible Investment Advisors (TIA) work closely with many financial planners and insurance professionals, who help people to choose and obtain tangible assets as an insurance against the risks which exist in our world today and for the overall protection of their clients and their families.

For thousands of years, prudent individuals have sought to own wealth in a private portable form called tangibles. These tangible investments include gold, silver, rare coins and other collectibles. There is more privacy involved with wealth ownership in this tangible form versus the ownership of wealth in an intangible form such as stocks, bonds, Treasury Bills, or Certificates of Deposit. People owning tangible wealth will have more financial privacy than those dealing in intangible wealth. When people deal primarily in intangible assets, there is no privacy, since virtually everyone knows your business in our computer age.

For most people, financial privacy equals freedom. There are caveats for any advisor wishing to avoid trouble. No one should use financial privacy for illegal purposes. Advisors should involve the use of the Tangible Investment Advisor, when this serves the best interest of his or her clients, utilizing legal and lawful financial privacy techniques.

Hal Chorney, TIA, RFC, is a frequent speaker to financial workshops, insurance training sessions, agency sales meetings, regional financial gatherings, b/d cruises, and association conventions. He speaks on: ***Why I Went To Prison, What Prison Was Like, And How Likely You Are To Go To Prison!*** He is author of ***Pie-Rats!*** In 1982 Chorney founded the Tangible Investment Advisors Association (TIAA) now based in Boston. He is also Chairman of the National Center For Bankruptcy Accountability (NC4BA). Write to Chorney at 16 Spring Drive, Johnston, RI 02919. hal@nc4ba.org (e-mail) or 401-934-0536 (Phone).

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