



PRESCRIPTION DRUG PATENTS SET TO EXPIRE

Every year when patents on brand-name drugs expire, generic equivalents becomes available...and that can save you money. Brand name drugs are developed and sold exclusively by individual pharmaceutical companies. The costs associated with research and development (R&D) are rolled into the price of the drug. When the patent expires, other drug makers can produce and sell the drug at a lower cost because they did not incur any research, testing or marketing expenses. With multiple pharmaceutical companies producing a drug, competition increases and the cost decreases.

Generic drugs are basically copies of brand-name drugs, with the same dosages, intended use, effects, side effects, risks, safety, and strength as the original drug. Despite having comparable pharmacological effects and identical active ingredients as the brand-

name counterparts, you should check with your doctor about any generic medications you might be considering.

Many people express concern because generic drugs are often substantially cheaper than the brand-name drug. They wonder whether quality and effectiveness have been compromised to make the products less expensive. The U.S. Food and Drug Administration requires that generic drugs be as safe and effective as brand-name drugs.

Below is a partial list of common brand-name drugs with patents set to expire in 2012. If a drug you take is on the list, you may realize a savings in upcoming years by using a generic drug. *Talk to your doctor about any changes to your medications.*

2012 Estimated Drug Patent Expirations

2012	Brand Name	Generic Name	Use
	Plavix	Clopidogrel	Peripheral Artery Disease/Blood Clots
	Seroquel	Quetiapine	Depression
	Singulair	Montelukast	Asthma
	Actos	Pioglitazone	Type II Diabetes
	Lexapro	Escitalopram	Depression
	Diovan	Valsartan	High Blood Pressure
	Avandia	Rosiglitazone	Type II Diabetes
	Avapro	Irbesartan	High Blood Pressure
	Detrol	Tolterodine	Over Active Bladder
	Atacand	Candesartan	High Blood Pressure
	Tricor	Fenofibrate	High Cholesterol

For a detailed listing of estimated patent expirations, follow this link.
http://www.medcohealth.com/art/corporate/anticipatedfirsttime_generics.pdf

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Insights

STAYING SANE IN A ROLLER COASTER MARKET

Remaining calm in a turbulent economy where Wall Street gains and losses go up and down daily, can be stressful. The stock market is hard to track on a good day, but when the market is like what we've seen over the past couple of years – where stocks drop one day then rebound the next – it can be downright frustrating. But there are some things you can do to keep your sanity.

Stick to the plan!

1) Game Plan. Having a plan and sticking with it can reduce the impulse to make decisions based on the emotions of the moment. You are less likely to overreact if you establish a game plan.

2) Keep Some Perspective. Much like how PERSI invests, your personal investments should be viewed over a period of years (5, 10 or even 20 years), not over a period of days, weeks, or even months. There will always be highs and lows, so a gain or loss of 10% in a few days, may not mean much over a period of years.

3) Tracking the Market. When the nightly news is peppered with stories about the fragile market, it's tempting to follow each up or down tick of your investments. This just causes stress; sometimes it's better to distance yourself for a day or so to gain perspective.

4) What Investment Choices Did You Make and Why? When the market changes, knowing why you chose a specific investment can help you evaluate whether it's still smart to keep it or whether it's time for a change. If you understand your retirement needs, it will be easier to decide whether a particular investment still fits with your goals.

5) It's All Relative. Variances in your portfolio can be attributed to your asset allocation. Assuming you have a well-diversified portfolio that includes

several asset classes, it could be helpful to compare overall performance of your investments to relevant benchmarks. If you realize your investments are performing within the benchmark, you can feel more confident about your strategy. If your investments are under-performing, it may be time to evaluate whether they should be part of your portfolio. But remember, even a well-diversified portfolio can suffer losses. Being well-diversified simply means your well-performing investments offset poor performance by other investments. Simply put, it balances out.

6) This Too Shall Pass. Historically, the market has always had its ups and downs. It is cyclical...so if you missed an opportunity to buy low or sell high, that opportunity will probably come around again.



7) Baby Steps. If you're considering a complete overhaul of your portfolio, doing so in a volatile market may not be such a good idea. Making changes to your portfolio is best done in gradual steps. This way, you will spread your risk over time and

over a number of asset classes.

8) Staying the Course. When the market is like a roller coaster ride, it still pays to stay the course. By regularly adding to your Choice 401(k) Plan account or other accounts designed to help you reach a long-term goal, experts say it may "soften the emotional impact of market swings." If you're using dollar-cost averaging (investing a specific amount regularly regardless of price fluctuations), you might pick up some bargains when prices are low.

It's easy to look good during a bull market; but smart investors are the ones who can weather the inevitable market ups and downs.

Nothing in this article should be taken as financial or investment advice.

ARE YOU LOOKING FOR WORK IN RETIREMENT?



Regardless of the reason for returning to work after you've retired, finding a job can be difficult especially while the economy is still recovering. Whether you are chasing a dream job or simply looking to boost your income, there are some tips from experts that may help with your search. *(Remember, certain rules apply if you return to work for a PERSI employer.)*

TIPS For Retirees Seeking Work

- 1) Register with a Temp agency because they generally care less about your age and more about your skills. Work through a temporary agency can bolster your resume too.
- 2) Do “practice” interviews for jobs you aren't really interested in getting to sharpen your interview skills. This is especially helpful if it's been a long time since you've sought work.
- 3) Get an expert to update your resume. What you used years ago may not work today. Like anything else, styles change. Be sure to list your accomplishments, not just your skills. Also craft a general cover letter showcasing your expertise. You will need to tailor it to each job, but having a template will make it easier.
- 4) Use the Internet to post your new resume on as many career job sites as possible, particularly those specializing in placing older workers. Do your job search online too. Join **LinkedIn** (a business networking site) if you haven't done so already – it's free.
- 5) Consider contract assignments because they may be more readily available than full-time jobs. Let potential employers know you are willing to work on a contract basis. Many younger job seekers may not offer this alternative to full-time employment, so you will stand out.
- 6) Be flexible. Offer to work for salary only. If you don't need a healthcare benefit, make that known. This reduces an employer's costs and differentiates you from other candidates. You can also stand out by working a compressed work week, doing job sharing, working part-time or by telecommuting.
- 7) While you are seeking work, polish your computer skills. Many jobs today require at least rudimentary computer knowledge. You should know how to navigate the Internet and use Windows-based software programs, such as Word, Excel, and PowerPoint. You can typically find no- or low-cost training at a local senior center or through community education programs. Online tutorials may also be available. Naturally you should have a basic understanding of email.

8) Network, network, network. Senior level jobs may not be advertised, so keeping in touch through Chamber of Commerce business events or by joining business networking groups or professional organizations can provide contacts that often lead to job opportunities.

9) Go back to school. Take advantage of business classes offered through your community senior center, Chamber of Commerce, or local school district or college to learn new or refine existing skills. You will be more marketable.

10) Consider tutoring or substitute teaching. You can use the credentials you acquired in your career to teach at a local college (e.g., University of Phoenix), cover for a sick teacher at an elementary school, or help struggling students after school. Contact your local school district for its teaching requirements.

What Kind of Jobs Are Out There?

Some fields always seem to have openings, such as healthcare – although these jobs typically require certain expertise. But there are plenty of opportunities requiring less specialized skills such as retail, customer service, transportation, and food service or the hospitality industry. If you want to have an “encore career” not simply a job, you might consider returning to school to get the education needed to enter a new field such as nursing or accounting.

Why Should an Employer Hire You?

It's important to understand what you offer an employer that is different from other candidates. You have to sell yourself as the “solution” to the employer's problem. Instead of just talking about yourself during an interview, ask questions. The employer has your resume, so they know your skills and experience. Be prepared to listen. Do your research before an interview so you know something about the employer. Your goal is to talk about how you can contribute and to show how your experience can help solve the employer's problem. Be a critical thinker.

Use a Business-Like Email Address

Using hotmama.com as your email address with family and friends might be fun, but it sends the wrong message to potential employers. Think about the impression you want to give when choosing an email address. The smallest detail can mean the difference between being hired and being passed over.

Make a Cultural Connection

Show potential employers you aren't stuck in the past. Be honest in your self-assessment of your appearance, attitude, and the words you use and way you speak.

Hopefully these tips will be useful. Good luck in your job search.



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PERSI INVESTMENT NEWS

for Base Plan as of June 20, 2012

Value of the Fund:

\$11,938,855,389

Fiscal Year Change in Market Value:

(\$37,925,341)

Fiscal Year-to-Date Returns:

1.4 %

Month-to-Date Returns:

2.5%

*Posted monthly on PERSI website: www.persi.idaho.gov
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