

CONTROLLING YOUR FINANCIAL LIFE aka Financial Literacy

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Disclosure

- ▶ Forward Thinking Wealth Management, LLC is an Investment Adviser registered with the State of Ohio. Please contact us at 330-835-6205 if there is any change in your financial situation, needs, goals or objectives, or if you wish to initiate any restrictions on the management of the account or modify existing restrictions. Additionally, we recommend you compare any account reports from FTWM with the account statements from your Custodian. Please notify us if you do not receive statements from your Custodian on at least a quarterly basis. Our current disclosure brochure, Form ADV Part 2, is available for your review upon request. This disclosure brochure, or a summary of material changes made, is also provided to our clients on an annual basis.

Agenda

- ▶ About me
- ▶ Investing Basics
- ▶ Investing Advanced
- ▶ Managing Debt
- ▶ Budgeting
- ▶ Risk Management
- ▶ Estate Planning
- ▶ Fees and Taxes

Forward Thinking Wealth Management, LLC

- ▶ Over a decade in local government management focusing on economic development
- ▶ Wanted more control and to be back home closer to family and friends
- ▶ Wife teaches nursing at Baldwin Wallace and I have two teenage sons.
- ▶ CERTIFIED FINANCIAL PLANNER
- ▶ Launched my own firm earlier this year to offer a solution to a broken system.
- ▶ Fee-only, virtual practice
- ▶ Flat Fee - \$4,800 annually
- ▶ Control the fees you pay your advisor
- ▶ Control the fees you pay for investment products
- ▶ Minimize taxes of your investment as much as legally possible
- ▶ Work quite a bit with families who have loved ones with special needs.

Investing Basics

- ▶ Stock
 - ▶ Also know as Equity
 - ▶ Ownership of a public company
 - ▶ Can be inside or outside of the US
- ▶ Bond
 - ▶ Also known as Fixed Income
 - ▶ Is an IOU
 - ▶ Can be government or corporate
- ▶ Cash
 - ▶ Big question is whether your cash is insured. It can lose value.
- ▶ **“For investors as a whole, returns decrease as motion increases.” - Warren Buffett**

Investing Basics - cont.

- ▶ Qualified
 - ▶ Follows governmental rules to defer or avoid taxes
 - ▶ IRA - Individual Retirement Account
- ▶ Non-Qualified
 - ▶ Fully Taxable
 - ▶ Here is where asset location is critical
- ▶ Retirement Vehicles
 - ▶ Defined Benefit - Pension
 - ▶ Defined Contribution
 - ▶ 401k, 401a, 457, 403b

IRS 2016 RETIREMENT PLANS AND HSA CONTRIBUTION LIMITS

Retirement Plans		2014	2015	2016
Traditional and Roth IRA	Below Age 50	\$5,500	\$5,500	\$5,500
	Catch-up Contribution: Age 50+	\$1,000	\$1,000	\$1,000
SIMPLE IRA	Maximum Employee Contribution	\$12,000	\$12,500	\$12,500
	Catch-up Contribution: Age 50+	\$2,500	\$3,000	\$3,000
	Maximum Employer Elective Deferral Match: dollar-for-dollar up to 3% of the employee's compensation	\$12,000	\$12,500	\$12,500
	Maximum Employer Non-Elective Contribution: 2% of each eligible employee's compensation	\$5,200	\$5,300	\$5,300
SEP IRA	Maximum Employer Contribution	\$52,000	\$53,000	\$53,000
401(k), 403(b), and 457(b)	Maximum Employee Contribution	\$17,500	\$18,000	\$18,000
	Catch-up Contribution: Age 50+	\$5,500	\$6,000	\$6,000
	Highly Compensated Employee	\$115,000	\$120,000	\$120,000
Profit Sharing and 401(k)	Defined Contribution Limit	\$52,000	\$53,000	\$53,000
	Top-heavy Plan Key Employee Compensation	\$170,000	\$170,000	\$170,000
Profit Sharing, 401(k), and SEP	Annual Compensation Limit	\$260,000	\$265,000	\$265,000
Health Savings Account (HSA)				
Maximum Contribution Limit	Individual	\$3,300	\$3,350	\$3,350
	Family	\$6,550	\$6,650	\$6,750
	Catch-up (age 55+)	\$1,000	\$1,000	\$1,000
High Deductible Health Plan Minimum Deductible	Individual	\$1,250	\$1,300	\$1,300
	Family	\$2,500	\$2,600	\$2,600
High-Deductible Health Plan Maximum Out-of-Pocket Amounts	Individual	\$6,350	\$6,450	\$6,550
	Family	\$12,700	\$12,900	\$13,100

Investing Advanced

- ▶ Deeper Into Stocks and Bonds
- ▶ Mutual Funds
- ▶ ETFs
- ▶ Annuities
- ▶ Asset Allocation
- ▶ Asset Location
- ▶ Risk Tolerance
- ▶ Returns
- ▶ Your Goals
- ▶ Averages and the Investor

Investing Advanced - cont.

▶ Stocks

- ▶ Growth and Value
- ▶ Large, Mid and Small Caps
- ▶ International
- ▶ Emerging Markets
- ▶ Frontier Markets
- ▶ REITs
- ▶ Commodities

▶ Bonds

- ▶ Treasury
- ▶ Municipal
- ▶ Corporate
- ▶ High Yield
- ▶ TIPS
- ▶ US or International

LARGE VALUE	LARGE BLEND	LARGE GROWTH
MID VALUE	MID BLEND	MID GROWTH
SMALL VALUE	SMALL BLEND	SMALL GROWTH

Cash

Emerging Markets
or Small Growth



Investing Advanced - cont.

- ▶ Mutual Funds
 - ▶ Actively Managed
- ▶ ETFs
 - ▶ Follow an index
 - ▶ Less expensive
- ▶ Annuities
 - ▶ Insurance product
 - ▶ Various types
- ▶ Robo-Advisors

Investing Advanced - cont.

▶ Asset Allocation

- ▶ Where do you put your money?
- ▶ How much in Stocks, Bonds and/or Cash?
- ▶ How much in Large Growth vs. REITs vs. Munis vs. Cash?

▶ Asset Location

- ▶ Where are you holding your asset classes?
- ▶ Would you put a tax-free bond in an account that is not taxable?

The Callan Periodic Table of Investment Returns

Annual Returns for Key Indices Ranked in Order of Performance (1996–2015)

1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
S&P 500 Growth 23.97%	S&P 500 Growth 36.52%	S&P 500 Growth 42.16%	MSCI Emerging Markets 66.42%	Russell 2000 Value 22.83%	Russell 2000 Value 14.02%	Barclays Agg 10.26%	MSCI Emerging Markets 56.28%	MSCI Emerging Markets 25.95%	MSCI Emerging Markets 34.54%	MSCI Emerging Markets 32.59%	MSCI Emerging Markets 39.78%	Barclays Agg 5.24%	MSCI Emerging Markets 79.02%	Russell 2000 Growth 29.09%	Barclays Agg 7.84%	MSCI Emerging Markets 18.63%	Russell 2000 Growth 43.30%	S&P 500 Growth 14.89%	S&P 500 Growth 5.52%
S&P 500 22.96%	S&P 500 33.36%	S&P 500 28.58%	Russell 2000 Growth 43.09%	Barclays Agg 11.63%	Barclays Agg 8.43%	Barclays Corp High Yield -1.41%	Russell 2000 Growth 48.54%	Russell 2000 Value 22.25%	MSCI EAFE 13.54%	MSCI EAFE 26.34%	MSCI EAFE 11.17%	Barclays Corp High Yield -26.16%	Barclays Corp High Yield 58.21%	Russell 2000 26.85%	Barclays Corp High Yield 4.98%	Russell 2000 Value 18.05%	Russell 2000 38.82%	S&P 500 13.69%	S&P 500 1.38%
S&P 500 Value 22.00%	Russell 2000 Value 31.78%	MSCI EAFE 20.00%	S&P 500 Growth 28.24%	S&P 500 Value 6.08%	Barclays Corp High Yield 5.28%	MSCI Emerging Markets -6.00%	Russell 2000 47.25%	MSCI EAFE 20.25%	S&P 500 Value 5.82%	Russell 2000 Value 23.48%	S&P 500 Growth 9.13%	Russell 2000 Value -28.92%	Russell 2000 Growth 34.47%	Russell 2000 Value 24.50%	S&P 500 Growth 4.65%	S&P 500 Value 17.68%	Russell 2000 Value 34.52%	S&P 500 Value 12.36%	Barclays Agg 0.55%
Russell 2000 Value 21.37%	S&P 500 Value 29.98%	S&P 500 Value 14.69%	MSCI EAFE 26.96%	Russell 2000 -3.02%	Russell 2000 2.49%	Russell 2000 Value -11.43%	Russell 2000 Value 46.03%	Russell 2000 18.33%	S&P 500 4.91%	S&P 500 Value 20.81%	Russell 2000 Growth 7.05%	Russell 2000 -33.79%	MSCI EAFE 31.78%	MSCI Emerging Markets 19.20%	S&P 500 2.11%	MSCI EAFE 17.32%	S&P 500 Growth 32.75%	Barclays Agg 5.97%	MSCI EAFE -0.81%
Russell 2000 16.49%	Russell 2000 22.36%	Barclays Agg 8.70%	Russell 2000 21.26%	Barclays Corp High Yield -5.86%	MSCI Emerging Markets -2.37%	MSCI EAFE -15.94%	MSCI EAFE 38.59%	S&P 500 Value 15.71%	Russell 2000 Value 4.71%	Russell 2000 18.37%	Barclays Agg 6.97%	S&P 500 Growth -34.92%	S&P 500 Growth 31.57%	Barclays Corp High Yield 15.12%	S&P 500 Value -0.48%	Russell 2000 16.35%	S&P 500 32.39%	Russell 2000 Growth 5.60%	Russell 2000 Growth -1.38%
Barclays Corp High Yield 11.35%	Russell 2000 Growth 12.95%	Barclays Corp High Yield 1.87%	S&P 500 21.04%	S&P 500 -9.11%	Russell 2000 Growth -9.23%	Russell 2000 -20.48%	S&P 500 Value 31.79%	Russell 2000 Growth 14.31%	Russell 2000 4.55%	Russell 2000 15.79%	S&P 500 5.49%	S&P 500 -37.00%	Russell 2000 27.17%	S&P 500 Value 15.10%	Russell 2000 Growth -2.91%	S&P 500 16.00%	S&P 500 Value 31.99%	Russell 2000 4.89%	S&P 500 Value -3.13%
Russell 2000 Growth 11.26%	Barclays Corp High Yield 12.76%	Russell 2000 Growth 1.23%	S&P 500 Value 12.73%	MSCI EAFE -14.17%	S&P 500 Value -11.71%	S&P 500 Value -20.85%	Barclays Corp High Yield 28.97%	Barclays Corp High Yield 11.13%	Russell 2000 Growth 4.15%	Russell 2000 Growth 13.35%	S&P 500 Value 1.99%	Russell 2000 Growth -38.54%	S&P 500 26.47%	S&P 500 15.06%	Russell 2000 -4.18%	Barclays Corp High Yield 15.81%	MSCI EAFE 22.78%	Russell 2000 Value 4.22%	Russell 2000 -4.41%
MSCI EAFE 6.05%	Barclays Agg 9.64%	Russell 2000 -2.55%	Barclays Corp High Yield 2.39%	S&P 500 Growth -22.08%	S&P 500 -11.89%	S&P 500 -22.10%	S&P 500 28.68%	S&P 500 10.88%	S&P 500 Growth 4.00%	Barclays Corp High Yield 11.85%	Barclays Corp High Yield 1.87%	S&P 500 Value -39.22%	S&P 500 Value 21.17%	S&P 500 Growth 15.05%	Russell 2000 Value -5.50%	S&P 500 Growth 14.61%	Barclays Corp High Yield 7.44%	Barclays Corp High Yield 2.45%	Barclays Corp High Yield -4.47%
MSCI Emerging Markets 6.03%	MSCI EAFE 1.78%	Russell 2000 Value -6.45%	Barclays Agg -0.82%	Russell 2000 Growth -22.43%	S&P 500 Growth -12.73%	S&P 500 Growth -23.59%	S&P 500 Growth 25.66%	S&P 500 Growth 6.13%	Barclays Corp High Yield 2.74%	S&P 500 Growth 11.01%	Russell 2000 -1.57%	MSCI EAFE -43.38%	Russell 2000 Value 20.58%	MSCI EAFE 7.75%	MSCI EAFE -12.14%	Russell 2000 Growth 14.59%	Barclays Agg -2.02%	MSCI Emerging Markets -1.82%	Russell 2000 Value -7.47%
Barclays Agg 3.64%	MSCI Emerging Markets -11.59%	MSCI Emerging Markets -25.34%	Russell 2000 Value -1.49%	MSCI Emerging Markets -30.61%	MSCI EAFE -21.44%	Russell 2000 Growth -30.26%	Barclays Agg 4.10%	Barclays Agg 4.34%	Barclays Agg 2.43%	Barclays Agg 4.33%	Russell 2000 Value -9.78%	MSCI Emerging Markets -53.18%	Barclays Agg 5.93%	Barclays Agg 6.54%	MSCI Emerging Markets -18.17%	Barclays Agg 4.21%	MSCI Emerging Markets -2.27%	MSCI EAFE -4.90%	MSCI Emerging Markets -14.60%

The Callan Periodic Table of Investment Returns conveys the strong **case for diversification** across asset classes (stocks vs. bonds), investment styles (growth vs. value), capitalizations (large vs. small), and equity markets (U.S. vs. non-U.S.). The Table

A printable copy of The Callan Periodic Table of Investment

	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	YTD	2000 - 2015	
																		Ann.	Vol.
Comdty.	31.8%	13.9%	25.9%	EM Equity 56.3%	REITs 31.6%	EM Equity 34.5%	REITs 35.1%	EM Equity 39.8%	Fixed Income 5.2%	EM Equity 79.0%	REITs 27.9%	REITs 8.3%	REITs 19.7%	Small Cap 38.8%	REITs 28.0%	REITs 2.8%	REITs 5.8%	REITs 12.0%	EM Equity 25.4%
REITs	26.4%	Fixed Income 8.4%	Fixed Income 10.3%	Small Cap 47.3%	EM Equity 26.0%	Comdty. 21.4%	EM Equity 32.6%	Comdty. 16.2%	Cash 1.8%	High Yield 59.4%	Small Cap 26.9%	Fixed Income 7.8%	High Yield 19.6%	Large Cap 32.4%	Large Cap 13.7%	Large Cap 1.4%	EM Equity 5.8%	High Yield 7.9%	REITs 22.0%
Fixed Income	11.6%	Cash 4.1%	High Yield 4.1%	DM Equity 39.2%	DM Equity 20.7%	DM Equity 14.0%	DM Equity 26.9%	DM Equity 11.6%	Asset Alloc. -25.4%	DM Equity 32.5%	EM Equity 19.2%	High Yield 3.1%	EM Equity 18.6%	DM Equity 23.3%	Fixed Income 6.0%	Fixed Income 0.5%	High Yield 4.1%	Small Cap 6.6%	Small Cap 21.2%
Cash	6.1%	Small Cap 2.5%	REITs 3.8%	REITs 37.1%	Small Cap 18.3%	REITs 12.2%	Small Cap 18.4%	Asset Alloc. 7.1%	High Yield -26.9%	REITs 28.0%	Comdty. 16.8%	Large Cap 2.1%	DM Equity 17.9%	Asset Alloc. 14.9%	Asset Alloc. 5.2%	Cash 0.0%	Fixed Income 3.0%	EM Equity 5.9%	DM Equity 19.6%
High Yield	1.0%	High Yield 2.3%	Cash 1.7%	High Yield 32.4%	High Yield 13.2%	Asset Alloc. 8.1%	Large Cap 15.8%	Fixed Income 7.0%	Small Cap -33.8%	Small Cap 27.2%	Large Cap 15.1%	Cash 0.1%	Small Cap 16.3%	High Yield 7.3%	Small Cap 4.9%	DM Equity -0.4%	Large Cap 1.3%	Asset Alloc. 5.7%	Comdty. 18.7%
Asset Alloc.	0.0%	EM Equity -2.4%	Asset Alloc. -5.9%	Large Cap 28.7%	Asset Alloc. 12.8%	Large Cap 4.9%	Asset Alloc. 15.3%	Large Cap 5.5%	Comdty. -35.6%	Large Cap 26.5%	High Yield 14.8%	Asset Alloc. -0.7%	Large Cap 16.0%	REITs 2.9%	Cash 0.0%	Asset Alloc. -2.0%	Asset Alloc. 1.3%	Fixed Income 5.4%	Large Cap 16.7%
Small Cap	-3.0%	Asset Alloc. -3.9%	EM Equity -6.0%	Asset Alloc. 26.3%	Large Cap 10.9%	Small Cap 4.6%	High Yield 13.7%	Cash 4.8%	Large Cap -37.0%	Asset Alloc. 25.0%	Asset Alloc. 13.3%	Small Cap -4.2%	Asset Alloc. 12.2%	Cash 0.0%	High Yield 0.0%	High Yield -2.7%	Comdty. 0.4%	Large Cap 4.1%	High Yield 11.5%
Large Cap	-9.1%	Large Cap -11.9%	DM Equity -15.7%	Comdty. 23.9%	Comdty. 9.1%	High Yield 3.6%	Cash 4.8%	High Yield 3.2%	REITs -37.7%	Comdty. 18.9%	DM Equity 8.2%	DM Equity -11.7%	Fixed Income 4.2%	Fixed Income -2.0%	EM Equity -1.8%	Small Cap -4.4%	Cash 0.1%	DM Equity 2.8%	Asset Alloc. 11.2%
DM Equity	-14.0%	Comdty. -19.5%	Small Cap -20.5%	Fixed Income 4.1%	Fixed Income 4.3%	Cash 3.0%	Fixed Income 4.3%	Small Cap -1.6%	DM Equity -43.1%	Fixed Income 5.9%	Fixed Income 6.5%	Comdty. -13.3%	Cash 0.1%	EM Equity -2.3%	DM Equity -4.5%	EM Equity -14.6%	Small Cap -1.5%	Cash 1.8%	Fixed Income 3.4%
EM Equity	-30.6%	DM Equity -21.2%	Large Cap -22.1%	Cash 1.0%	Cash 1.2%	Fixed Income 2.4%	Comdty. 2.1%	REITs -15.7%	EM Equity -53.2%	Cash 0.1%	Cash 0.1%	EM Equity -18.2%	Comdty. -1.1%	Comdty. -9.5%	Comdty. -17.0%	Comdty. -24.7%	DM Equity -2.9%	Comdty. 0.8%	Cash 1.0%

Investing principles

Source: Barclays, Bloomberg, FactSet, MSCI, NAREIT, Russell, Standard & Poor's, J.P. Morgan Asset Management.
 Large cap: S&P 500, Small cap: Russell 2000, EM Equity: MSCI EME, DM Equity: MSCI EAFE, Comdty: Bloomberg Commodity Index, High Yield: Barclays Global HY Index, Fixed Income: Barclays Aggregate, REITs: NAREIT Equity REIT Index. The "Asset Allocation" portfolio assumes the following weights: 25% in the S&P 500, 10% in the Russell 2000, 15% in the MSCI EAFE, 5% in the MSCI EME, 25% in the Barclays Aggregate, 5% in the Barclays 1-3m Treasury, 5% in the Barclays Global High Yield Index, 5% in the Bloomberg Commodity Index and 5% in the NAREIT Equity REIT Index. Balanced portfolio assumes annual rebalancing. Annualized (Ann.) return and volatility (Vol.) represents period of 12/31/99 – 12/31/15. Please see disclosure page at end for index definitions. All data represents total return for stated period. Past performance is not indicative of future returns.
 Guide to the Markets – U.S. Data are as of March 31, 2016.

Investing Advanced - cont

▶ Risk Tolerance

- ▶ One of the hardest things to quantify
- ▶ Changes over time
- ▶ Can you be greedy when everyone is fearful?
- ▶ Just because you are young doesn't mean you have a high risk tolerance
- ▶ Ignore the noise.
- ▶ Focus on your goals, **FIRST YOU HAVE TO KNOW YOUR GOALS!!!**

▶ Returns

- ▶ Make sure you include fees and inflation when calculating

Advanced Investing - Cont.

- ▶ Goals
 - ▶ Only you can set them
 - ▶ **THEY MUST BE YOUR GOALS!!!**
 - ▶ Goals change over time
 - ▶ Recommend combination of short and long term goals
 - ▶ Focus on the goals and ignore the noise
- ▶ Find a CFP

Debt Management

- ▶ Good Debt

 - ▶ Student loans

 - ▶ Home mortgages

- ▶ Bad Debt

 - ▶ Cars

 - ▶ Credit cards

 - ▶ Pretty much any other kind of debt

- ▶ Annualcreditreport.com

- ▶ Keep an eye on your credit score!

Student Loans

- ▶ Know what kind of loan(s) you have
- ▶ If you have multiple loans and they have different interest rates, pay off the higher ones first, especially Private ones. Take the same approach with credit cards.
- ▶ Consolidation may or may not make sense.
 - ▶ Don't lose advantages of Public Loans if you Consolidate Into Private Loans
- ▶ Helpful Resources
 - ▶ Institute for College Access and Success
 - ▶ Consumer Financial Protection Bureau
 - ▶ [Studentloans.gov](http://studentloans.gov) - Payment Estimator
 - ▶ studentloanborrowerassistance.org
 - ▶ [Nslds.edu.gov](http://nslds.edu.gov) - location to see all your public loans

Student Loans (cont.)

- ▶ Public Service Loan Forgiveness
 - ▶ Qualifying repayment plan and qualifying employer
 - ▶ Various income-driven payment methods
 - ▶ Need to be under an Income- Drive Payment Plan
 - ▶ Only applies to Federal Direct Loan program
 - ▶ May be able to consolidate Federal Family Education Loans and Federal Perkins Loans into Federal Direct Loans
 - ▶ Previous payments may not count!!!
 - ▶ loanconsolidation.ed.gov and studentaid.ed.gov

Student Loans (cont.)

- ▶ Public Service Loan Forgiveness (cont.)
 - ▶ Full-time employees of the government or 501(c)(3) and some others
 - ▶ 10 year schedule but does not have to be consecutive
 - ▶ No credit for early or extra payments.
 - ▶ Have to apply for PSLF once you make 120 payments!!!
 - ▶ If you follow the Standard 10-Year schedule you will not be eligible for PSLF
 - ▶ Get the Employment Certification NOW!!!
 - ▶ Send employment data in annually.
 - ▶ Maintain your records!!!

Student Loans (cont)

- ▶ Postponing repayment can be very expensive - INTEREST
- ▶ Difference between Deferment and Forbearance
 - ▶ Interest continues to accrue during Forbearance
- ▶ May be wiser to do an income-driven repayment option
- ▶ May make sense to pay back Private loans first because of lack of payment flexibility you have with Public loans
- ▶ Payment plans vary depending on income, size of family, marital status
- ▶ The faster you pay it down the less you pay.

Student Loans (cont)

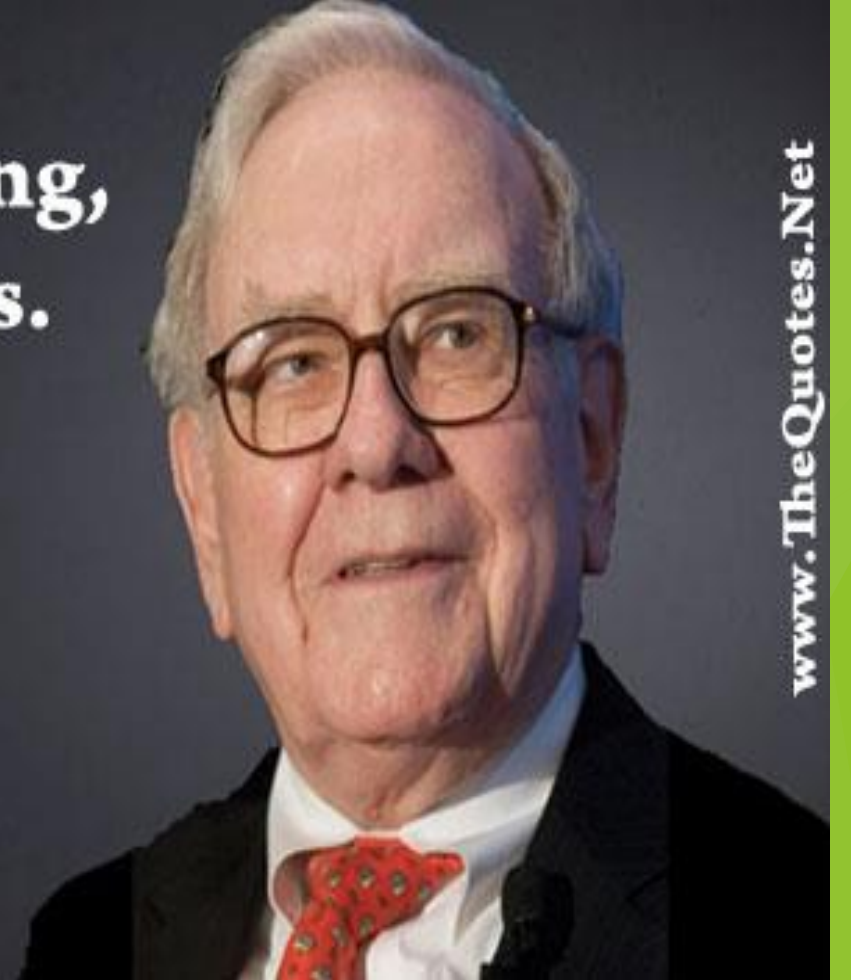
- ▶ Department of Education
 - ▶ different income-based repayment programs
- ▶ REPAYE is a new program
- ▶ <http://askheatherjarvis.com/>
 - ▶ Great online resource for student loans
 - ▶ <https://vimeo.com/heatherjarvis/review/49028909/44c8211379>
- ▶ Get on top of it. Don't get frustrated and quit.
- ▶ Do your homework!!!

Budgeting

- ▶ Track, Track, Track
- ▶ Use technology to your advantage - Truebill
- ▶ Treat your retirement contributions like one of your top-three most important monthly bills.
- ▶ If you get raises, where does it all go?
 - ▶ Pay off debt?
 - ▶ Increase retirement savings?
- ▶ Automatic Millionaire

Budgeting (cont.)

**Don't save what is left after Spending,
But spend what is left after Savings.
–Warren Buffett**



Risk Management

- ▶ Life Insurance
 - ▶ Take advantage of any extra offerings through work
 - ▶ Term vs Whole
 - ▶ Know your debt and any obligations you want your insurance to take care of
- ▶ Disability Insurance
 - ▶ Again, check work and take advantage there
 - ▶ Short-term and Long-term disability
 - ▶ Don't forget to cancel when you retire!
- ▶ Long Term Care Insurance
 - ▶ Not a worry now, but is a constantly changing field
- ▶ Renter's Insurance
 - ▶ If you rent - get it!
- ▶ Mortgage Insurance - Not PMI
 - ▶ I think it is worth it.

Estate Planning

- ▶ Basic Will
- ▶ Durable Powers of Attorney
- ▶ What happens if you end up on life support?
- ▶ Make sure your beneficiary information is updated on your retirement and investment accounts.
- ▶ Much can be done by you with TOD and POD.
- ▶ Spend the money to hire an actual estate planning attorney.

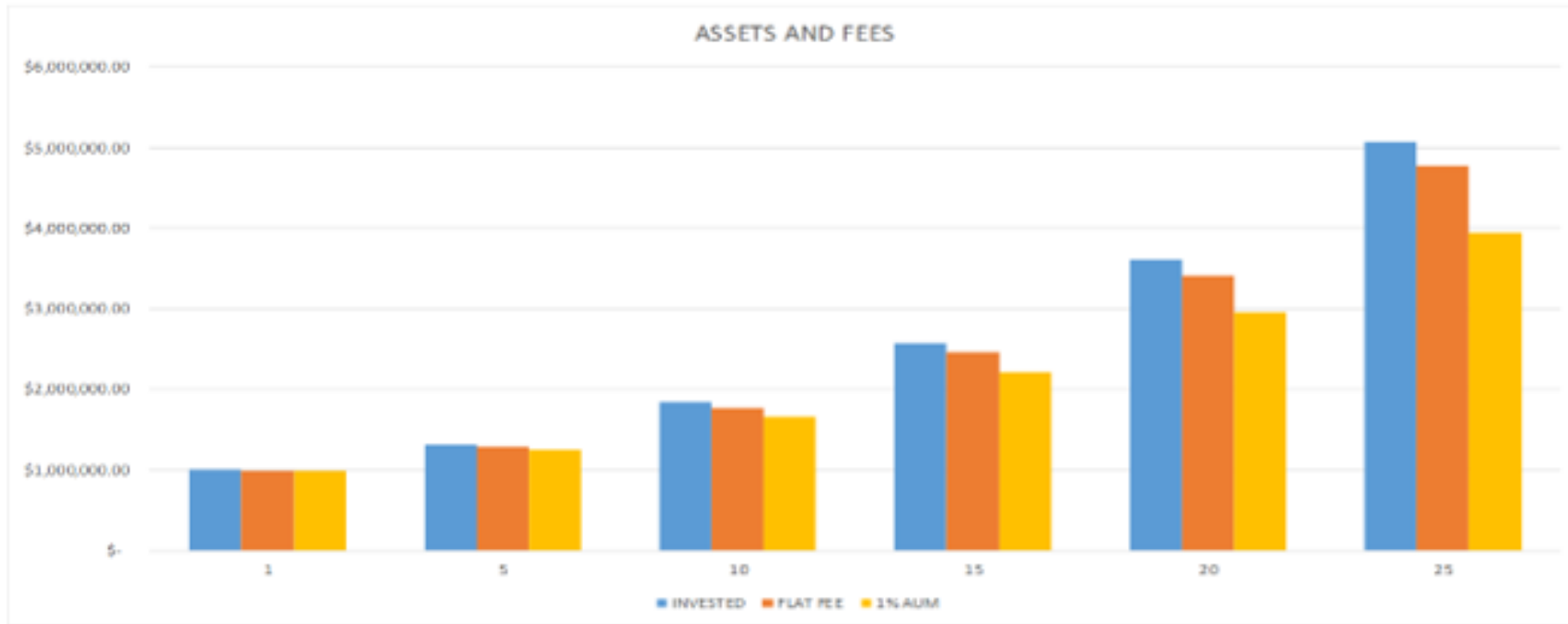
Tips (cont.)

- ▶ Fiduciary vs. Suitability
 - ▶ Client first vs. Advisor first
 - ▶ Find a CERTIFIED FINANCIAL PLANNER
- ▶ Take advantage of benefits through work
 - ▶ Education program
 - ▶ Flex Spending Accounts
 - ▶ Insurance - life and disability
- ▶ If it sounds too good...

Tips - cont.

- ▶ Broken System
 - ▶ Compensation of advisors is predominantly AUM
 - ▶ Paying advisors based on something they do not control.
- ▶ The most successful investing is boring
- ▶ Focus on fees and taxes
 - ▶ Second most important thing you can do to increase the odds of successful investing is to:
 - ▶ Control the fees you pay your advisor
 - ▶ Control the fees you pay for your investment products
 - ▶ Minimize as much as legally possible the taxes you have to pay for your investments.

Advisory Fees - The Impact



- \$1,000,000 initial investment and annual return of 7%. No additional deposits.
- Flat fee amount of \$4,800 debited from the account at the beginning of each year.
- 1% Asset Under Management (AUM) fee also debited from the account at the beginning of each year. The actual fee is based on the investment account balance as of the end of the previous calendar year.

Last Item

- ▶ This is your money
- ▶ This is your future
- ▶ Stay in control
- ▶ **NEVER** hesitate to reach out to me!