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INTEGRATED  
PLANNING

WEALTH MANAGEMENT • TAX PLANNING • INVESTMENT STRATEGIES

## Directions Newsletter



**Welcome to our October edition of Directions.**

*Autumn 2018*

### What's New at our Practice

*Look for new Client Update Worksheet before your Next Review*

With a focus on making your financial planning review meetings as productive as possible, our staff has created a worksheet for you to use in preparation for your next meeting. These will be sent to you 2 weeks before your next scheduled review meeting.

The worksheet is meant to be a brief primer to review key points in your financial plan so that we can get these updated in your meeting. The form was created with the idea that you should be able to complete it with in 10-15 minutes.

You can take a peek at a blank copy [Here](#).

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### *Year-End Tax Planning Event*

We had a full house for our Tax Planning workshop last Saturday with fantastic questions & lively discussion. Should you have any questions about

Also...

***Read the Mid-Quarter  
Market Commentary***



**August Mid-Quarter  
Market Commentary**

***Wealth Management  
Portal***

year-end tax planning given the new tax laws in place for 2018, please do not hesitate to contact us.

We have resources on tax reform hosted on our website. You can find a whitepaper written earlier in the year [Here](#).

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*Congratulations to Debbie Owen!*

Debbie recently passed her Series 63 exam and is now a full Registered Assistant with FINRA. She also passed her certification in notary public earlier in the year.

Deb continues to put client care at the center of her work at our practice. Please join me in congratulating her in completing these achievements.

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Food For Thought

*Taxes: Roth Conversion*

Part of a discussion of year-end tax planning may be that of converting Traditional IRA to Roth IRA. Whether or not this is a good planning consideration for you depends on many factors--mostly current income & future cashflow needs and income tax.



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The plus-side to conversion is that any potential future growth in the account is tax free & current tax law does not require distributions at any age. Here are some things to consider as to whether a further discussion about Roth conversion is right for you:

- Future Income Tax Rates -- will your income taxes (or those of your heirs) be higher in the future?
- Paying the Tax on Conversion -- If you do not have separate funds to cover the tax cost of conversion, you could owe penalties for any conversion prior to age 59 1/2.
- Holding Period -- When will there be a need to access the funds? Any time before 7 years likely means a conversion is a bad idea.

If you would like to discuss Roth conversion with us further before year-end please let us know.

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### Economy: *Volatility Returns to Investment Markets*

Broad investment equity markets are down more than 7% from their record highs in late September. In our opinion the economy remains strong, but there are a number of issues that markets are digesting. These include:

- Interest Rate Increases -- The Federal Reserve has been slowly raising rates for the last few years and has suggested they will continue modest increases through 2019. The question of how increased borrowing costs will

impact business profitability is likely weighing on markets

- Trade Tariffs -- As the US & China trade blows in implementing tariffs on the other's goods, it remains to be seen how these increased costs will affect profitability.

Please let us know if you have concerns about how the recent volatility has impacted your account.

You can also read our weekly blog [Here](#).

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### Financial Planning: *Year-End Thoughts*

It's hard to overstate the role that change plays in the planning process. As temperatures cool and the leaves begin to drop we're reminded that life, like the seasons, continues to change whether we're paying attention or not. Children grow. The markets ebb and flow. The holidays come and go. This change makes it a great time to review your existing plan to ensure any major changes you've experienced over the course of the year are reflected in your planning.

financial planning is not a 'one-and-done' proposition. Think of your plan as an interactive roadmap to the future you desire for yourself and your family. Like life, your plan will need to accommodate twists and turns along the way and

reflect your changing goals and priorities as you move through life.

Be sure to let us know if life events warrant an update to your financial plan.

Featured Wealth Management Video:

## Can Election Results Predict the Market?

*How do the markets usually react to elections? Was the 2016 election any different? Will the mid-terms make an impact?*



Please contact us should you have questions or concerns as the year approaches a close. Happy Halloween!

My best,

Jason

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