

Tim's Smoked Salmon Recipe w/Balsamic Glaze



I typically don't give away my recipes that made my wife fall in love with me, but I'm taking the 'Confidential' label off this one. If you don't have a smoker, you can do this in the oven.

What you need:

- 2lbs of fresh Atlantic Salmon
- Brown Sugar
- Fresh Ground Pepper
- Fresh Dill
- Lemon juice
- Apple juice
- Whiskey
- Balsamic Vinegar
- Hickory wood chips (liquid smoke if your baking in oven)



1. Fill a bowl or sink with enough ice and water to soak the piece of salmon for 15 mins. Add about a teaspoon of salt to the bath.
2. Pull Salmon, pat dry with paper towels. Sprinkle and rub brown sugar over the entire piece of salmon, enough to create a thin layer.
3. Wrap and put in fridge overnight.
4. Pull the Salmon about a half hour ahead of time. Preheat smoker/oven to 200 degrees.
5. Make your Whiskey Juice—Mix a ½ cup of whiskey, ½ cup apple juice and ¼ cup lemon Juice (+ ¼ cup liquid smoke for Oven use). Lightly pour over the salmon.
6. Lightly season the salmon with a little more brown sugar, black pepper and dill.
7. For smoker, after 30 minutes add wood chips, Roughly every 45min/hour check salmon, lightly pour a little more whisky juice over the top of the salmon
8. About 2.5 hours in you should really see the salmon start to darken. Check temperature to ensure it's about 145 degrees.
9. About 10 minutes before you pull the salmon. Heat up a sauce pan to Medium Heat. Pour 1 cup of Balsamic Glaze into pan and stir in ¼ cup brown sugar. Bring to a boil for about 5 min constantly stirring, then turn down heat to simmer, stirring occasionally until it thickens.
10. Drizzle the glaze over the Salmon for the final touch!

Serve over a salad, with some steamed veggies or cooked rice and ENJOY!!

4 Steps to Reducing Health Care Costs in Retirement

Health care costs will be the biggest expense for most retirees. It's not a pleasant prospect, but it is a reality. A 65-year-old couple that left the workforce in 2017 will spend an average of \$275,000 to cover medical expenses through retirement, according to the latest retiree health care cost estimate provided by Fidelity Benefits Consulting. That's a 5.8% increase from 2016.



Gary Webb, RFC®

Let's take proactive steps to deal with the challenges. Here are four ways to help put yourself in the driver's seat on health care.

1. **An apple a day.** We all learned that adage when we were kids. We all appreciate our physician who is happy to see us when we need care, but our doctor also finds joy when we own the preventative measures that are suggested. Stay active, remain social, exercise regularly, eat well, and do your best to stay healthy and out of the doctor's office. It will save you money and increase your sense of well-being.

2. **Medicare won't cover all expenses.** There will be out-of-pocket expenses so consider a Medicare supplemental plan, sometimes called Medigap, which may pick up some of the extra costs. Prices will vary depending on benefits. While there is an outlay of funds to secure the insurance, it can help prevent nasty surprises and pick up the slack where Medicare Parts A (hospitalization) and B (outpatient and physicians services) end. Another option is called Medicare Advantage, which allows you to purchase an all-in-one managed care plan that includes Part A, Part B, non-covered costs, and may also include Part D (prescription drug coverage).

3. **Don't overlook the obvious.** Falls are a threat to the health of older people and may reduce their ability to remain independent. More than 95% of hip fractures are caused by falling, according to CDC data from "Important Facts about Falls." Falls are the most common cause of traumatic brain injuries. In 2015, medical costs from falls totaled more than \$50 billion, with Medicare shouldering 75% of the costs.

How to prevent falls:

- Talk to your doctor and evaluate your risk.
- Consider strength and balancing exercises per doctor's guidance.
- Have your eyes checked.
- Make your home safer—I'll spend a moment on this one. Are there uneven floors, carpets that needs to be stretched, or things you can trip on? Add railings on both sides of the stairs. Add a grab bar inside and outside your tub or shower and next to the toilet. Simple preventative measures will pay health and cash dividends.

4. **Smart is as smart does.** Become a smart shopper. Find the cheapest place to get prescription drugs and consider generic versions. Some services are now free, including mammograms, prostate screenings, and annual physicals. Check with your insurance provider regarding various tests. Insurance companies negotiate much lower rates with facilities that specialize in specific tests. For example, an MRI at a hospital or ER can be more expensive than at an outpatient MRI center.

The 50/20/30 Rule

50%: Your Needs

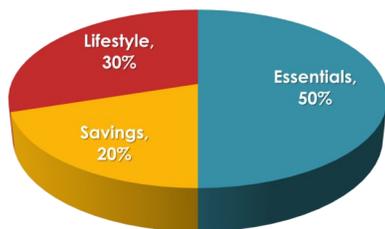
50% of your income should be set aside for the essentials, the core things you need to live. These include utilities, groceries, and rent, prescription medications, gas for your car.

20%: Your Savings & Debt

The next 20% of your income is for your savings and debt repayments. In other words, paying off the past and investing in the future.

30%: Your Wants

The remaining 30% should be spent on things that you want but could live without. This 30% allows for flexible spending and, perhaps, a happier life.



The 50/20/30 Rule offers flexibility and security.

We hope you are  enjoying your summer!



Webb Financial Group provides comprehensive wealth management solutions to individuals and businesses. For over thirty-five years, we have helped our clients achieve financial security.

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529 Plans

As we finish up with high school graduation parties, discussions come up about plans on how to cover college expenses. The big proponent to 529s is that they give us a tax advantaged way to help cover those expenses.

Today, there are only a few states that don't allow tax deductions for contributions to 529's (CA, DE, HI, ME, NJ, NC). The new legislation allows us to use 529s to pay for education for Kindergarten through 12th grade. Participants of a 529 are allowed to spend up to \$10,000 per year to cover K-12 expenses for private or religious schools. Previously, we would have needed to use a Coverdell ESA which has income eligibility limits & contribution limits at \$2,000 per year.

Another advantage to a 529 is the ability to transfer it into a 529 ABLÉ account. ABLÉ accounts were designed to be tax advantaged accounts for loved ones with disabilities. Those assets can be used for more than just education such as medical treatments, job training & technology as well as housing. The big advantage is that the initial \$100,000 isn't treated as the beneficiaries personal asset which could restrict eligibility for Medicaid, and other much needed financial benefits.

Though not much has changed in regard to college planning, the new options and versatility of the 529 is something to know and talk about.



Tim Greife
Financial Advisor



Roth Conversions—is the timing right

Recent tax law changes have reduced the marginal rate in most tax brackets by 2%. Could this be the opportune time to convert some of your money from a pretax IRA to a Roth (after tax) IRA. The answer is "maybe." When you convert pretax money to a Roth IRA, you pay the income tax now instead of later. In exchange for paying taxes now, all distributions and earnings in the Roth account are tax free. What are some factors to consider?

What is your tax rate and adjusted gross income? Let's say your income is \$170,000 for a married filing jointly couple. The current tax rate is 24% for federal. That 24% rate goes up to \$315,000, so you could take some taxable income out of your IRA without hitting a higher tax rate. This is called bracket filling and it helps you manage the amount of taxable income you have each year. Your accountant and your financial advisor can run the numbers to see if this would work for you.

Do you have the money to pay the additional taxes? If you've been getting a large refund or have some excess cash earning minimal interest in a bank account, it might make sense to pay the taxes now for the benefit of years of tax free growth. The general rule of thumb is that the account would need to grow for about 10 years in order to break even. This makes the Roth conversion a topic to discuss for clients in their late 50's and early 60's.

Does your 401k plan offer a Roth option? Changing your 401k contributions from pretax to Roth is a painless way to help diversify your retirement income sources. By switching now, you can use the last years of your career to increase tax free money available to you in retirement. Roth contributions aren't subject to a required minimum distribution at age 70½. This allows the investment to stay in the account longer and grow for the later years of retirement and doesn't affect the cost of your Medicare premiums.



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