



10/24/2017



SEMINAR

Tuesday, October 24th, 2017

from 6:00p.m.-7:30p.m.

Southtown Office Park
8120 Penn Ave. S., Bloom.

1st Floor—Suite 135

Seating is limited!

Find out how to get into
the right school and save
money doing it!

Details to follow

ANNOUNCEMENT

*We would like to welcome
Evan Trimble to our team!*

Evan, our new intern, is a Financial Planning Major at Liberty University in his Junior year. He is an active participant in many different clubs in his school, including the Financial Management Association International, the Student Asset Management Fund, and the Ultimate Frisbee Team. Evan enjoys outdoor activities, including boating, hiking, reading, running, traveling, and most sports. This is Evan's first opportunity to work in a financial planning firm, and he is excited to learn as much as he can!



Income For Your Golden Years

Most adults know the importance of saving for retirement. It's really easy. Just set up an automatic withdrawal from each month's paycheck and direct it into a retirement account. What becomes trickier is the amount we should be saving and how we should best invest it.



Gary Webb, RFC®

But what happens as we enter retirement? We've been saving money our entire lives. In theory, we know what's needed—simply rely on savings, Social Security, and if we have one, a pension. Over the years, I've had many clients and colleagues reach out to me as they recognize that the seemingly simple concept of relying on savings really isn't so simple.

A survey a couple of years ago by the American Institute of CPAs revealed that two prime retirement income planning concerns are (1) running out of money and (2) how to more efficiently and effectively tap into assets. That shouldn't be a surprise. "How much money do I have to live on each month?" is a common question.

Social Security, a pension, and an annuity are reasonably stable. For most folks, however, it's not enough to live on, and a lifetime of savings plays a key role in filling the gap.

A lower withdrawal rate will increase the odds the portfolio will last through your retirement years—that's intuitive. But it also means less discretionary income. This dilemma also illustrates the need to keep an eye on capital appreciation, especially in today's low-rate environment. It's why I'm likely to recommend that your portfolio includes a mix of equities.

Of course, flexibility and monitoring are critical. This isn't a "buy and hold" portfolio. Adjustments can be made based on your personal situation. So, it's important we monitor and modify as necessary.

If you expect a higher marginal tax bracket in the future, withdrawing from the traditional IRA today may be the most advantageous choice. But be careful the distribution doesn't push you into a higher tax bracket in the year you take it. If you anticipate a lower tax bracket down the road, a Roth IRA may be the best option for today's income needs. If cash is still needed or desired, then look to a traditional IRA. When it comes to tax matters, consult with your tax advisor.

However, there is one big advantage to leaving the Roth alone. You continue to take advantage of the tax-free umbrella the Roth provides. Or, you can hold on to the Roth for unexpected expenses. Moreover, the Roth can be used as an estate planning vehicle because heirs may be able to sidestep federal taxes when withdrawing from it.

These are just a couple of ideas designed to provide you with the proper framework as you enter or gear up for retirement. It is a broad overview that is designed to shed some light on a situation that's unfamiliar to many. Each situation is unique, which means there are many other aspects of retirement income planning that could be useful for your specific situation.



Phishing

Another popular technique amongst hackers is “phishing”, which in place of technological smarts uses scamming and trickery. Like a fisherman, the hacker will set out some sort of a bait to dupe a consumer into handing over their password. For example, you might receive a text with the urgent warning that your e-mail account has been hacked. Upon replying, the sender posing as an official will instruct you to send your account information to them so they can fix the issue for you, only to never respond again. Of course, now that they have your username and password, they don’t need to. More sophisticated scams can even have fake sites with convincing addresses that look exactly like the real thing.

You can easily avoid being the victim of a phishing scheme by never giving anyone your password unless you are absolutely certain the site is secure and legitimate.

*To Hackers,
You're Just Another Phish in the Sea!*



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.

Michael Bischoff, CFP® & COO
Gary Webb, RFC®, CKA® & CEO
Dave Verbeke, Financial Advisor
Tim Greife, Financial Advisor
Leslie Webb, Investment Advisor
Michelle Brennan, Registered Paraplanner, RP®
Kristi Mattiuz, Controller
Evan Trimble, Intern

Planning is More Than Just Investments

Many times I find that people think about Wealth Management as having a sound investment strategy. Though Wealth Management involves a prudent investment philosophy, it also encompasses a world of advanced planning such as tax, estate, and insurance planning. The heart behind all of this is designing a personalized, holistic, financial plan. The core concept of the plan is to be a guide and resource in helping you ultimately realize your vision of financial success.



Tim Greife
Financial Advisor

As you meet with your advisor, be open and honest about your goals, dreams, concerns and fears. You should have an in-depth understanding what you want to accomplish. Remember that as time goes on we come to crossroads, and we have to make changes that can alter our current plans success. Ongoing communication with your advisor will allow us to help adapt your plan to those changes, address new or ongoing concerns, and create confidence.

Regardless of your net worth, everyone should have a plan tailored to their personal situations. Contact your advisor to create, update & review your plan.

Downloadable Applications for Your Smartphone

I've recently learned about several downloadable applications for your smartphone that encourages younger people to save for the future. The process is interesting and very simple.

www.acorns.com is one that offers the following convenient features to encourage saving:

- Automated Investing - Rounding up on purchases to effortlessly invest the change
- Link Unlimited Cards - Link multiple debit or credit cards as you like for Round-ups
- Smart Portfolios - Risk based on portfolios invested into low cost Exchange Trades Funds with reputable companies (Vanguard, Blackrock & others) for growth
- Found Money - Cash back on purchases for deposit from several major name brand stores including: Apple, Nike, Walmart and Hulu
- Transfer Anytime - Invest or withdraw whenever you want without hassle
- Small Monthly Service Charge - Just \$1 per month or free for college students with a valid .edu email address



Michael Bischoff, CFP®

Acorns Motto: "If you set aside just \$5 every couple of days, you would have set aside over \$1000 in a year".

Share this idea with younger individuals who are starting to work, going to school or looking to build up a cash reserve fund. Starting good financial habits is the first step in creating a successful financial plan.



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