Loose Change®

a penny saved is a penny earned

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I am committed to helping my clients pursue their financial goals for themselves, their families and their businesses by providing them with strategies for asset accumulation, preservation and transfer.

Securities and investment advisory services offered through ABC Company, member FINRA/SIPC.

LTM Client Marketing
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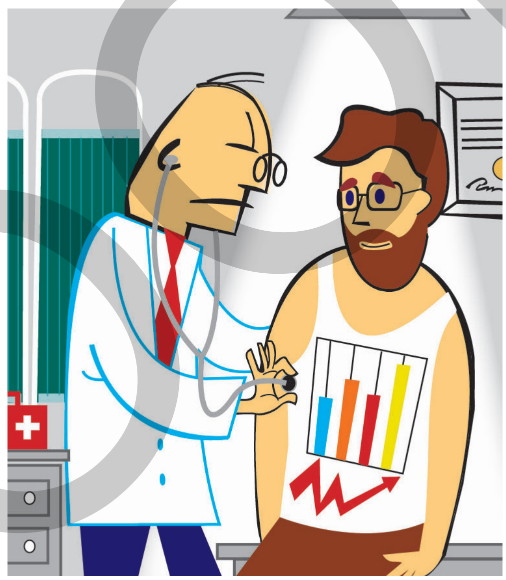
Time for a Mid-Year Portfolio Check

As 2024 approaches the halfway point, it is a smart move to review your portfolio to determine the impact of market fluctuations and make any needed changes to stay on track with your investment strategy.

Review Your Strategy

The reason for having an investment strategy is to move you closer to the goals you've set for yourself. Based on your life stage, consider whether your current portfolio balance combined with your savings rate puts you on track to reach your goals.



Check Your Asset Allocation

Comparing your portfolio's actual asset allocation* to the target allocation you chose when you selected your investment mix can help you determine if you're taking more or less risk than you intended. If your investment weightings across equities, fixed income and cash are no longer in line with your long-term goals, you may want to rebalance your portfolio. You can rebalance by selling investments in the category that is outperforming or by funneling future contributions into the investment class that falls below your target allocation.

Assess Your Risk Tolerance

The amount of investment risk you are willing to take is a personal decision. Conservative investors tend to be cautious about taking too much risk, while moderate and aggressive investors are willing to take more risk in the hope of earning higher returns. No matter which type of investor you are, make sure you are taking the appropriate amount of risk for your age and goals. Investors with a longer time frame before they'll need their savings typically can afford to invest more heavily in equities, while investors who are closer to retirement may want to shift a larger portion of their investments into fixed income investments.

Priorities Can Shift

Life events can affect your goals and investment strategy. Marriage, divorce, job loss or a new baby may alter your goals. You may need to make changes to your strategy that reflect your new circumstances.

Your financial professional can help you with your mid-year check-up and keep you focused on reaching your goals.

**Asset allocation won't guarantee a profit or ensure against a loss but may help reduce volatility in your portfolio.*

Diversify to Mitigate Risk

Small business owners may find that most of their net worth is tied up in their business. But what happens if your business takes a downturn? Diversification is the key to reducing risk to your personal and business wealth.

Be Cautious with Investments

If you reinvest all your profits back into your business, you aren't protected against a reversal of fortune. Similarly, if the investments you choose for your portfolio are in the same sector or industry as your business, any downturn will affect them as well. To diversify and reduce risk to your net worth, choose investments that are in different industries from your business.

Diversify Your Business

Consider strategies that expand your business's operations into new products or markets and complement your current offerings. By expanding into an industry that is related to your existing operations, you may be able to leverage your existing resources and expertise.

Reasons for Diversifying

Diversifying helps you build wealth and reduce risk by ensuring that your revenue is not tied to a single product or service. When you diversify, you can spread investments across a wide range of products, services, markets, industries and geographical areas. Diversification can help you take advantage of emerging trends that may expand your customer base. It can also protect your business against market downturns and changes in consumer preferences.

Diversification Pitfalls

Building wealth takes a dedicated effort on the part of the business owner. It requires a steady investment of time, money and resources, so make sure you weigh the potential cost against the benefit you're likely to receive. Spreading your resources too thin may cause you to lose focus on your primary business. While staying ahead of competitors is a worthy goal, be certain your existing operations are your priority.

Help with Summer Camp Costs

Parents who send their child to summer camp may be able to deduct some of their expenses. The Child and Dependent Care Credit provides a tax break to working parents or guardians of children age 13 or younger or a dependent who is disabled. Parents who are full-time students or who are unemployed and looking for work may also qualify for the credit.

How Much?

You can claim expenses for the cost of sending your child to a day camp or summer camp. Sports camps are included, but overnight camps are not eligible. The credit is calculated based on your income and a percent of the expenses you incur to work, go to school or look for employment. The credit covers up to a maximum of 35% of $3,000 of qualifying costs for one child or up to $6,000 for two or more children.

Eligible Expenses

You can claim expenses for more than just summer camp. Also eligible are:

- Babysitting and daycare center costs
- The cost of home help when the provider is involved in caring for a qualifying child or dependent
- Before and after school care
- Cost of a nurse, home care and other services for disabled dependents

The child care provider cannot be a dependent, spouse or parent, even if you pay them a salary.

Split Interest Trusts: The Basics

Split interest trusts are created to provide for both charitable and non-charitable beneficiaries. Donors can support an organization or a cause while still arranging for themselves or their loved ones to benefit from the assets placed in the trust.

How It Works

The trust is called a split interest trust because the assets ultimately benefit both a charitable organization and a named beneficiary. The donor transfers assets into the trust and receives a charitable contribution tax deduction in the same year. Transferred assets can include cash, securities, or real estate. Once assets are placed in the trust, the donor no longer has control of them. A trustee manages the assets according to the agreement that established the trust. The IRS generally recognizes three types of split interest trusts.

Charitable Remainder Trust

The most common form is a charitable remainder trust (CRT). The donor contributes assets to the trust, which then pays income to the donor or other beneficiary(ies) for a specified time — often, the donor's lifetime. Any assets remaining in the trust after the specified period are distributed to one or more charitable organizations.

Charitable Lead Trust

A charitable lead trust (CLT) is designed to support charitable causes while still benefiting the donor's heirs. The donor contributes assets to the trust, which then pays income to the chosen charity(ies) for a specified time. At the end of that time, the remaining assets are distributed to the donor's heirs or other beneficiaries.

Pooled Income Fund

A pooled income fund (PIF) is established and maintained by the qualified nonprofit organization that benefits from it. The fund receives irrevocable contributions from one or more donors, which may be individuals, families or a corporation. The funds are invested and donors receive distributions from the fund's income, making them beneficiaries of the trust. When donors die, their share of the fund is distributed to the charity as a donation.

Is It for You?

Keep in mind that you no longer have control of assets placed in a trust. Your financial and legal professionals can discuss the pros and cons.

The Average Cost of a Funeral

According to the National Funeral Directors Association, the average cost of a funeral with burial is $7,848 — $9,420 if a vault is included. At $6,971, cremation costs slightly less. Here's a cost breakdown of select items.

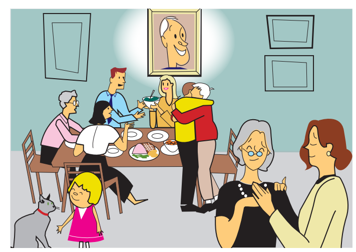
Casket	$2,500	Funeral Service Fee	$2,300
Cremation Casket	$1,310	Cremation Fee	$ 368
Embalming	$ 775	Hearse	$ 350
Cosmetic Preparation	$ 275	Burial Plot	$1,000 - $4,000

Should You Prepay Funeral Costs?

There is no right or wrong answer, but you'll want to review the pros and cons of prepaying funeral expenses.

The Pros:

- When you prepay, you lock in today's prices. Even if costs increase, the money you've given the funeral home is guaranteed to cover the goods and services you've selected.
- Your personal arrangement with the funeral home guarantees you'll have the funeral you want.
- Your loved ones won't have to make decisions about the details of your funeral.

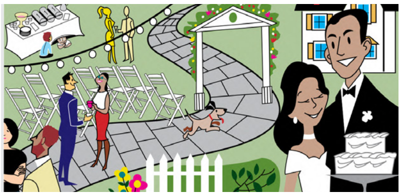


The Cons:

- The money you use to prepay expenses is controlled by the funeral home director, not by you.
- The funeral home you have chosen could go out of business or change ownership.
- You usually can't transfer your prepaid plan to another funeral home if you move or die in another location.

If you decide to prepay funeral expenses, make sure you have a written document outlining the products and services you're entitled to receive. Keep it with your will, and tell loved ones about the arrangement.

Walk Down the Aisle for Less



Beginning life as a married couple with significant debt can place a strain on your finances and relationship. Wedding costs can be exorbitant, but you can find ways to control them. In addition to setting a wedding budget, consider these ideas for trimming costs.

Invite fewer people. Trimming the guest list means the food, drinks and venue will cost less. Consider hosting a special brunch later at your home for people you left off the list.

Choose a different time and place. Wedding venues typically cost more on weekends. Having your wedding during the week may save you money. Winter months (January through March) are considered off-season for weddings, so you may find low-cost venue options then. Holding the ceremony and reception in an attractive backyard is also something to consider, as is getting married at town hall, followed by dinner at a restaurant.

Save on wedding clothes. Shop sample sales and trunk shows for a wedding gown and bridesmaids' dresses. Check thrift stores for nearly new tuxes.

Let flowers do double duty. Bridesmaid's bouquets and flowers from the ceremony can be used to adorn tables at the venue.

Forgo travel. You'll save a bundle by sticking close to home.

Roth IRA: A Good Fit for Your Goals?

Traditional and Roth individual retirement accounts are both good choices for retirement investing. A Roth IRA offers tax advantages when you're ready to withdraw your money, while traditional IRA contributions are tax-deferred until you make withdrawals. Reviewing both IRA options can help you decide.

Roth Basics

Contributions to a Roth IRA are made with after-tax money. That means you won't be getting a tax deduction for your contributions. However, the money in your account accumulates tax free. Withdrawals are also tax free, giving you a tax-free income stream in retirement. The maximum contribution to Roth and traditional IRAs in 2024 is $7,000, or $8,000 for people age 50 or older.

No Required Distributions

Traditional IRAs require minimum distributions from your account after you reach age 73. A Roth IRA has no minimum distribution requirement — ever. If you don't need the money in your account, you can allow it to keep growing tax free during your lifetime and then pass the Roth IRA tax free to your heirs.

Income Limits

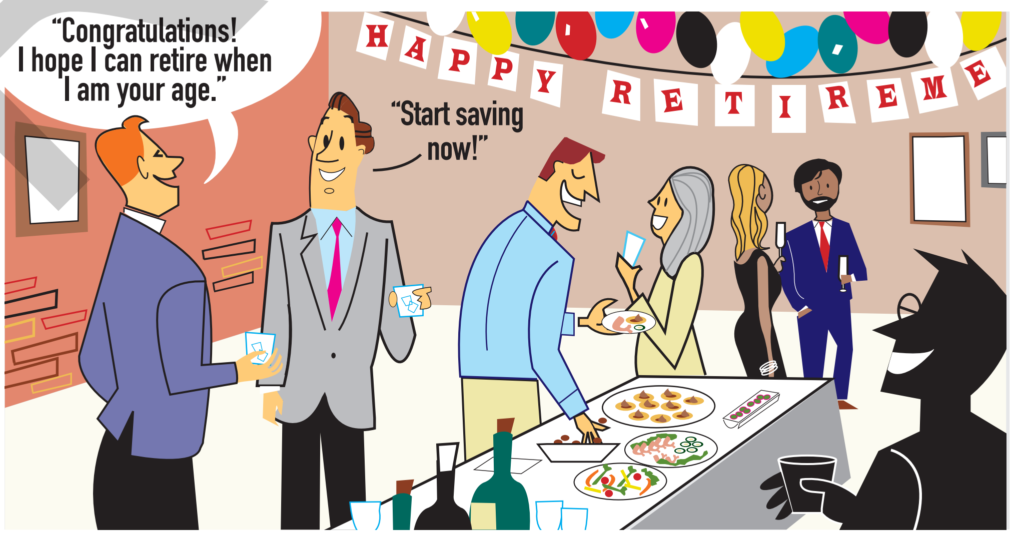
You cannot contribute to a Roth IRA if your modified adjusted gross income (MAGI) exceeds certain amounts. For 2024, the income limit for single and head-of-household filers to contribute the maximum amount is $146,000. Partial contributions are allowed until MAGI exceeds $161,000. Married joint filers can contribute the full amount if MAGI is $230,000 or below, with total phaseout at MAGI above $240,000.

The Five-year Rule

Contributions to a Roth IRA can be withdrawn at any time, but earnings distributed before age 59½ may be subject to a 10% penalty and income tax unless you meet an exception. After age 59½, you can withdraw both contributions and earnings with no penalty once the account has been open for at least five tax years.

How to Decide

Consider a Roth IRA if you expect to be in a higher tax bracket in retirement. Because you'll pay taxes on the conversion, converting a traditional IRA to a Roth IRA generally should be undertaken when you have a dip in income. Your financial professional can help you make an informed decision.



ADVERTISING REGULATION DEPARTMENT REVIEW LETTER

February 05, 2024

Reference: **FR2024-0118-0325/E**

Org Id: 23568

1. Loose Change Newsletter
   Rule: FIN 2210

Our review is based on your representation that the final version of this communication will prominently disclose the name of the member, pursuant to FINRA Rule 2210(d)(3)(A).

The communication submitted appears consistent with applicable standards.

Reviewed by,

Jeffrey R. Salisbury
Principal Analyst

Please send any communications related to filing reviews to this Department through the Advertising Regulation Electronic Filing (AREF) system or by facsimile or hard copy mail service. We request that you do not send documents or other communications via email.

NOTE: *We assume that your filed communication doesn't omit or misstate any fact, nor does it offer an opinion without reasonable basis. While you may say that the communication was "reviewed by FINRA" or "FINRA reviewed," you may not say that we approved it.*

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