



# THE STRATEGIC VIEW



## JAY'S VIEW

Dear Friends:

I trust you had a good summer and the start of the fall.

How would your family handle all the financial and estate issues if you were suddenly gone. A letter of instruction (LOI) can provide a map to guide your loved ones. The LOI has no formal legal status so it can be written as you wish. It can help your loved ones settle your estate and move on with their lives.

In your letter of instruction, you should include;

- bank accounts
- retirement/investment accounts
- credit cards accounts
- insurance policies (health, disability, life, home, auto)
- estate planning documents (Last Will & Testament, Power of Attorney, Living Will, Healthcare Directives)
- all your user names and passwords
- the location of birth certificates, Social Security cards, Medicare cards, marriage certificate, vehicle titles, real estate deeds, tax returns
- all of your debts and debt holders should be documented
- list of all your professional advisers including; attorney, financial planner, insurance agent, accountant, physician

- your final wishes should be included in your LOI
- you may also want to add a personal thought or life lesson

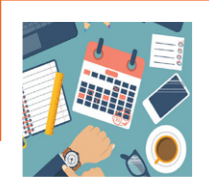
The letter of instruction should be kept in a safe place, updated as needed, and a copy given to your estate executor. If we can be of assistance with this, please let us know.

As we enter the Christmas and holiday season, I wish you the best for a safe and fun season. Thank you for your trust and your business.

Sincerely,

Jay Wilen





743.0	4239.0	3983.0
335.0	3110.0	3241.0
1.9%	4.5%	3.6%
NMF	4.4%	2.7%
NMF	NMF	NMF

## END OF YEAR PLANNING

The following are a few tips to consider when planning for the end of 2018:

1. **Defer income:** if possible, delay receipt of bonuses, commissions, or other pay until 2019
2. **Maximize your retirement plan contributions:** \$18,500 for 401k or 403b. An additional \$6,000 for those over age 50.
3. **Charitable donations:** make a charitable donation or contribution before the end of the year
4. **Tax loss harvesting:** if you have any investments that are worth less than you paid for them, selling them before the end of the year will offset any investment gains you may have.
5. **RMD:** if you turned 70 1/2 years old in 2018, you are required to take required minimum distribution from your IRA and other qualified retirement plans
6. **HSA:** if you have a Health Savings Account make sure it is fully funded. \$3,450 for singles and \$6,900 for couples. Those that are age 55 can add another \$1,000 to their HSA.
7. **FSA:** if you have a Flexible Savings Account, it is a use or lose account. Make sure you use it by the end of the year.

If you need assistance with any of these tips, please let us know.



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## THE VIEW ON INVESTING

Here are a few quotes from some of the most successful investors of all time;

“The individual investor should act consistently as an investor and not as a spectator.”  
Benjamin Graham, known as the “father of value investing”

“Don’t try to buy at the bottom and sell at the top. It can’t be done except by liars.”  
Bernard Baruch, investor and presidential adviser

“If you aren’t thinking about owning a stock for 10 years, don’t even think about owning it for 10 minutes.”

Warren Buffet, famous investor and business owner

“Stay the course....changing your strategy at the wrong time can be the single most devastating mistake you can make as an investor.”

John Bogle, founder of Vanguard

“Know what you own, and know why you own it.”

Peter Lynch, Fidelity Investments Portfolio Manager

“Investing should be more like watching paint dry or watching grass grow. If you want excitement, take \$800 and go to Las Vegas.”

Paul Samuelson, Nobel Laureate

“Compound interest is the eighth wonder of the world. He who understands it, earns it....he who doesn’t....pays it.”

Albert Einstein, Nobel Laureate

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