Client Newsletter – June 2024

ADVISOR'S PERSPECTIVES

1. An increasing number of employers are adding Roth (after-tax contribution) options to their Retirement Savings Plan options. If you have Roth options at work and are not currently leveraging them, let's discuss how they may benefit your long-term plan.
2. Investment firms including Wells Fargo, Fidelity, Morgan Stanley and Schwab have come under fire for putting clients' excess cash in low-yielding (<0.5% interest) sweep accounts, despite interest rates paid on other low-risk alternatives of ~5%. If you have assets in bank savings and checking accounts or low-interest sweep accounts, we should discuss higher-yielding options with comparable risk.
3. I recently finished reading "The Psychology of Money" by Morgan Housel. I recommend this book, and would like to highlight two excerpts:
   a. "The Most Important Part of Every Plan is Planning on Your Plan Not Going According to Plan."
   b. "… we'll have a high chance of meeting all of our family's financial goals if we consistently invest money into low-cost index funds for decades on end, leaving the money alone to compound. … We invest money from every paycheck into these funds - a combination of U.S. and International stock funds. We max out retirement accounts in the same funds and contribute to our kids' 529 savings plans. … And that's about it. Effectively all of our net worth is a house, a checking account and some Vanguard index funds."

CLIENT RESOURCE UPDATE

1. We added Tax Return Preparation services, via the IRS' Annual Filing Season Program, in 2024 (for 2023 returns). This service is focused on established Eustace Advisor financial planning customers.
2. To access the Eustace Advisors Client Portal, go to: https://www.eustaceadvisors.com/client-resources, and use the password provided separately.
3. Research Articles recently posted to the portal include: "2-Fund and 3-Fund Portfolio Recommendations", "Disability Insurance Overview" and "Education Savings Options".
4. Check out the Advisor Insights on "Taxation of Social Security Benefits", "Making Your Savings Work Harder", and "Advice to an 18-year-old".

Please let me know if you have suggestions for Research Articles and Advisor Insight topics.

2024 SERVICE CALENDAR TOPICS

JUN: Insurance and Estate Planning Review.

JUL: "Client's Topic of Choice" Discussion.

AUG: Social Security: Account Setup and Statement Review.

SEP: Employer Benefits Review.

KEY UPCOMING DATES

SEP 15: Q3'24 Estimated Tax payment is due.

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