

## Financial Tip From David

### Never Too Early to Plan

We all know that the more effort we put into planning and preparing for whatever we are trying to accomplish, the more likely we are to have a positive outcome. This principle especially applies to most everyone's goal of enjoying a retirement that allows us to do the things we want to do with friends and family. Even more importantly, to do those things with minimal worry associated with our finances. You already know that the process of preparing for a successful retirement is a working lifetime of saving and investing to put yourself in a position to one day retire with a high probability of maintaining your lifestyle. We also know that the longer we delay the planning process for a comfortable retirement the more difficult it is to reach the critical mass of savings and investments required to do so. I mention this subject this month as we have recently become more involved with the children and grandchildren of our clients. We have always been more than happy to assist the family members of our clients, but have noticed that those request to do so have risen over the last several months.

You all have heard us talk many times about the rate of return needed to accomplish your long term goals predicated on the resources you have today. This conversation is a little different when we are planning with those that are still working and saving for the future. Those conversations certainly involve the variable of rate of return, but more importantly, how much and in what types of accounts should they invest into. The earlier that a plan is in place that is consistent with their retirement visions, the more likely they are to reach their goals. As a valued client, we are more than willing to have these conversations with family members that you feel would benefit from the interaction. We also have a technology suite available that will enable them to constantly monitor their progress as they work towards their retirement goal. In addition we will always be readily accessible to address any of the multitude of issues that arise as we move thru life such as education planning, estate planning, healthcare issues

and so on. It is our goal to help those that you care most about to be in the best position possible with regards to their financial well-being.