



## Guide To Wealth Management

There are many financial issues that impact our lives. Many people never formally address important concerns with their advisors because the conversations may be difficult to bring up, they don't know if their advisor can help them with the issue, or they are simply overlooked.

And not every advisor or advisory firm can offer comprehensive wealth management like Northwest. We want to be sure we are having conversations with you about all the things in your life that will impact your wealth and more importantly, the quality of your life. After considering all the conversations we have had with thousands of clients over many years, we assembled this list of subjects you may need help with someday. This is what we do.





## Contents

Life Event Preparation & Response	<b>3</b>
Personal Finance	<b>5</b>
Retirement Planning	<b>6</b>
Solutions for Business Owners	<b>8</b>
Investment Planning	<b>10</b>
Investment Tax Planning	<b>11</b>
Institutional Investment Services	<b>12</b>
Government Benefits	<b>13</b>
Estate & Gift Planning	<b>14</b>
Education Planning	<b>16</b>
Protection Planning	<b>17</b>



# Life Events

## Changing Jobs

- Rollovers and Conversions

## Starting a Family/Buying a Home

- Mortgage Analysis
- Checking, Savings, and Loan Accounts

## Saving for College

- Tax-Advantaged Education Plans and College Savings Strategies

## Starting a Business

- Business Insurance
- Offering Employee Benefits
- Raising Capital
- The Business Plan
- Maximizing Deductions for Start-Up Costs

## Planning an Estate

- Leaving a Legacy
- Asset Protection
- Charitable Giving
- Tax Strategies
- Planning for Incapacity

## Long-Term Care Planning

- Long-Term Care Needs Analysis
- Types of Long Term Care
- Coordination with Government Benefits and Medicaid

## Planning for Business Succession

- Family and Non-Family Business Succession Planning
- Buy-Sell Arrangements
- Short-Term Contingency Planning
- Determining the Value of Your Business

## Nearing Retirement/Retirement

- Transition and Retirement Planning
- Retirement Income Analysis





- Loss of Spouse
- Organization of Finances After Losing a Loved One
- Settling an Estate
- Financial Windfall
- So You've Won the Lottery!
- Getting Divorced
- Planning Concerns of Divorcing Couples
- Caring for an Aging Parent
- Key Estate Planning Documents You Need
- Planning for Incapacity
- Housing Options for Older Individuals



# Personal Finance

## Legislative Highlights

- Health-Reform

## Building a Cash Reserve

- Establishing Goals/Determining Amount Needed

## Budgeting

- Cash Flow Analysis
- Spending Plan

## Debt Management

- Establishing Credit, Business and Personal
- Partnership Financing
- Borrowing Options
- Pay Down Debt or Invest

## Credit Cards

- Debt Consolidation

## Identity Theft

- Protect Yourself against Identity Theft
- Recovering from Identity Theft

## Home Ownership

- Buying a Home / Mortgage Basics
- Special Considerations for Building a Home
- Special Considerations for Second/Vacation Homes
- Refinancing and Home Equity Loans
- Selling a Home

## Employee Benefits

- Making the Most of Your Group Benefits
- Health Savings Accounts

401(k) and Pension Benefits





# Retirement Planning

## Individuals and Families

### Determining Retirement Income Needs

- Planning for Retirement Checklist

### Saving for Retirement

- How Much Should I Contribute?
- IRA or Roth IRA

### Rollovers and Conversions

- Roth Conversion Strategies
- What Should I do with My 401(k)?

### In-Depth Retirement Scenario Planning

- Monte Carlo Analysis
- Multiple Scenarios Tested for Probabilities of Success

### Transitioning into Retirement

- Turning Your Savings into Your Paycheck
- Your First Day of Retirement Looks Like...

### Retirement Income

- Strategies, Advanced Considerations, and Vehicles

## Federal and State Employee Retirement Programs

### 457 Plans, 403(b), TSA, IPERS, State Pensions

### Pension Analysis

- Multiple Scenario Income Analysis
- Corporate and Government Pensions

### Social Security Optimization

- Maximize Benefits for Individuals, Couples, Survivors and Ex-Spouses

### Medicare Planning

## Businesses

### Business Retirement Plan Analysis





- Thorough Cost and Investment Analysis

### **Business Succession Strategy**

- Family Business Succession
- Family Limited Partnership or Limited Liability Company

### **Strategies for Reducing Tax Liability**

### **Buy-Sell Arrangements**

- Establishment and Funding

### **Employer Retirement Plans**

- 401(K) and Profit Sharing
- SIMPLE and SEP IRA's
- Cash Balance Plans
- Nonqualified Deferred Compensation

### **Employer Retirement Plan Fiduciary Protection**

- Potential Liability Reduction for Business Owners

### **Special Planning Options for Executives and Owners**

- Golden Handcuffs, Executive Bonus, Split Dollar, Nonqualified Deferred Compensation



# Solutions For Business Owners

## Legislative Highlights

- Health-Care Reform Changes Affecting Employers (Obama Care)
- Small Business Jobs Act of 2010

## Starting or Buying a Business

- Buying and Existing Business or Franchise
- Raising Capital for Your Business
- Business Retirement Plans

## Choosing an Entity

- C Corporation
- S Corporation
- General Partnership
- Limited Partnership
- Limited Liability Company (LLC)
- Sole Proprietorship (SP)
- Limited Liability Partnerships (LLP)
- Professional Corporation (PC)

## Running your Business and Getting the Most out of it

- Working with an Advisory Team
- Compensation
- Offering Employee Benefits
- Business Cash Management
- Raising Capital for Your Business

## Business Insurance

- Life Insurance: Business Applications
- Business Insurance: Split Dollar Life
- Disability Income Insurance
- How Key Employee Life Insurance Works
- Buy-Sell Agreements

## Tax Planning for Business Owners

- Tax Consequences of Business Formation
- Tax Consequences if Business Generates Income or Loss







- Tax Consequences of Business Distributions
- Tax Consequences of Selling Interest in Business

## **Solutions For Business Owners**

### **Retaining Key Employees**

- Incentive Packages
- Fringe Benefits
- Golden Handcuffs/Parachutes
- Non-Qualified Deferred Compensation Plans

### **Employer Retirement Plans**

- 401(k) Plans
- Simple IRAs
- Sep IRAs
- Single Owner 401(k)
- Profit Sharing and Cash Balance Plans

### **Business Succession Planning**

- Selling your Business to Family or Non-Family
- Keeping your Business in the Family
- Buy-Sell Funding Strategies
- Equalizing Estate Distributions to Your Children



# Investment Planning

## Setting Investment Goals

- Cash Reserves
- Balancing Volatility and Expected Returns

## Fiduciary Investment Advisor

- No Commission Incentives
- Fee-Only Consultants

## Establishing Individual and Family Investment Policy Statements

## Understanding the Risk of Your Portfolio

## Analysis of Investment Costs and Risk Characteristics

## Designing and Managing an Investment Portfolio

- Asset Allocation
- Global Diversification
- Rebalancing

## Market Based Investments and Evaluation

- Cash, Bonds, Stocks
- Mutual Funds
- Real Estate
- Alternative Asset Classes

## Insurance-Based Investments and Evaluation

- Variable, Fixed, and Indexed Annuities and Life Insurance

## Investment Tax Planning

- Tax Loss Harvesting
- Tax-Efficient Investment Vehicles
- Appropriate Asset Location

## Investment Planning Throughout Retirement

- Are You Staying on Track?

## Our Investment Policy Committee



# Investment Tax Planning

## Benefits of Tax-Advantaged Savings Vehicles

- IRA's, Roth IRA's, Business Retirement Plans
- Tax-Deferred and Tax-Free Investments
- Sale of Investments and Investment Property

## Active Tax-Loss Harvesting

### Utilizing Capital Losses Effectively

### Tax-Free Exchanges of Investments, Property, and Land

### Sheltering Earned Income from Taxes

## Establish and Fund Foundations and Endowments

- Obtaining Tax Credits in Addition to Federal Tax Deductions for Contributions
- Building a Family Legacy That Will Last Forever

## Taxable vs Tax-Free Bonds

### Asset Location for Tax Efficiency

- Take Full Advantage of IRA's and Taxable Accounts with Different Investment Vehicles

## Tax Planning for Specific Types of Investments

- Stocks and ETF's
- Mutual Funds
- Bonds
- Annuities
- Cash and Cash Alternatives

## Special Concerns

- Wash Sale Rule
- Qualifying Small Business Stock Rule
- Anti-Conversion Rule
- Short Sales
- Tax Shelters

## Capital Gains and Dividend Tax Relief





# Institutional Investment Services

## Legislative Highlights

### Fiduciary Duty

- Acting as an Investment Steward

### Our Investment Policy Committee

- Available to your Institution
- We serve as your Fiduciary Investment Team

### Establishing the Investment Policy Statement

- Framework for the Allocation of Investments
- Monitoring Investment Performance
- Establishing Tolerances for Investment Drift
- Procedures to Maintain Portfolio Investment Policy

### Acting as an Investment Steward

### Rules of the Road for Nonprofit Board Members





# Government Benefits

## Legislative Highlights

- Healthcare Reform Changes Affecting Seniors

## Social Security

- Myths and Facts about Social Security
- Claiming Strategies to Maximize Benefits

## Medicare

- Parts A, B, C, D Explained
- Important Dates for Your Medicare

## Medicaid

- Applying for Medicaid and Eligibility Requirements
- Planning Goals and Strategies

## Government-Sponsored Disability Insurance Programs

## Federal and State Employee Retirement Programs

## Railroad Retirement System

## Unemployment Compensation

## Military Benefits



# Estate Planning

## Introduction to Estate Planning

- Steps to Estate Planning Process
- Developing an Estate Planning Roadmap for Your Family

## Estate Evaluation Process

- In-Depth Review of Current Estate Planning
- Review of Trusts, Wills, Durable Powers of Attorney
- Periodic Review of Estate Plan

## Estate Taxes

- Exclusion Amounts
- Portability

## Asset Protection

- C Corps, LLCs, and LLPs Protect Personal Assets
- Irrevocable Trusts

## Business Succession Planning

- Buy-Sell Arrangements
- Selling Your Business to Family and Non-Family

## Assuring the Smooth Distribution of Your Estate

- Selecting an Executor, Nominating Guardian/Conservator
- Education on Wills, Trusts, Probate, etc

# Forms of Property Ownership and Will Substitutes

## Life Insurance: Estate Planning

- Life Insurance for Tax Planning
- Life Insurance as Wealth Replacement Tool
- Irrevocable Life Insurance Trust Planning

## Lifetime (Non-Charitable and Charitable) Gifting

- Endowments and Foundations for Families or Individuals

## Liquidity Planning

- Will Your Estate have Enough Liquidity to Pay Taxes and Other Expenses?

## Planning for Incapacity





- Nursing Home Care, In-Home Care
- Community Resources for Elder Care

**Estate Planning Issues for the Terminally Ill**  
**Providing for Children of a Previous Marriage**  
**Settling an Estate**





# Education Planning

## Legislative Highlights

- Changes to Laws Surrounding Student Loans, College Savings Plans, etc

## Funding Private Elementary/Secondary School

### Estimating College Costs

- Private and Public School Cost Estimator

### College Saving Options

- College Savings Calculator

### Saving for College and Retirement

- Balancing Saving for Your Children's College and Your Retirement

### Selecting and Applying to College

### Financial Aid

- Positioning Income/Assets to Enhance Financial Aid Eligibility

### Managing Expenses during the College Year

- Budgeting and Cash Flow Analysis

### Education Tax Credits and Deductions

- Lifetime Learning Credit, Hope Credit, etc

### Repaying Student Loans

- Personal Cash Flow Worksheet





# Protection Planning

## Legislative Highlights

- Changes to Tax Law
- Health Insurance Changes
- Investment Laws

## Risk Management

- Preservation of Assets
- Liability Protection
- Legacy Protection
- Non-Investment Risk Assessment
- Surviving Spouse

## Life Insurance

### Fundamental Needs for Life Insurance

- Cost Analysis of Life Insurance
- Analysis of Type of Insurance

### Special Planning Strategies and Considerations

- Irrevocable Life Insurance Trust (ILIT)
- Estate Planning
- Special Needs Beneficiaries
- Long Term Care
- Tax Planning with Life Insurance
- Cash Value Life Insurance
- Surrender of Policy

### Claiming Strategies for Life Insurance and Survivor Benefits

### Business Life Insurance Needs

- Funding Buy-Sell Agreements
- Life Insurance as Employee Benefit
- Split Dollar Life Insurance and Nonqualified Deferred Compensation Plans
- Coverage on Key Employee

### Annuities

- Fixed, Variable, Indexed
- Understanding your Policy
- Tax-Free Exchanges to Lower Cost Policies

