



Retirement is a journey. Let us be your guide.

WEALTH eTHOUGHTS Newsletter

January 2021

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Guiding You Forward

At the turn of a New Year, we reminisce about the trails we have traveled and the people we have met along the way. And with the lessons we have learned, we commit to a better future.

1988-2019: Base Camp The first 30 years of our existence is a history of innovation and adaptation. Through changes in regulations, product development, and economic cycles, we never took our eye off the goal of finding the best ways to serve our clients. With the participation of many of you who served on our Client Advisory Council over the years, we were able to consistently improve service levels and advance our breadth of financial advice.

2020: A Hike With Many Obstacles With the confidence built on that history of adaptation, we put our best foot forward and took on the challenges that 2020 continually presented. In spite of California wildfires, political and social upheaval, and a global pandemic, we offered support for clients and continued to innovate:

- Expanded our online meeting experience with Go To Meeting
- Provided easy access to your financial data through your Personal Planning Website
- Transitioned to webinars in place of our traditional educational workshops

- Expanded our capabilities through virtual staffing and professional partners
- Employed a wider range of Responsible Investing strategies throughout our portfolio management lineup

2021: Bigger Peaks to Climb Where can you expect us to go in 2021 and beyond?

We have reimagined our e-newsletter content to bring you GuidePosts. GuidePosts brings focus to a key financial theme each quarter: Investments, Taxes, Risk Management, and Goal Setting. This serves as a continual focus for you to tune up your financial life and stay organized over the years. Watch for this information in our quarterly Wealth eThoughts newsletter. The quarterly themes will also be supported by webinars focused on a topic of interest during that time.

We will only add new clients we feel we can make a significant impact with. To keep our service standards high, especially in an era of increased regulatory compliance requirements, we will limit ourselves to adding new clients that both meet a minimum portfolio size AND desire retirement or other financial advice where we can make a measurable difference in their future.



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Our focus word for 2021 is “streamline.” All of us continually look to simplify our data organization and communications to you. We recognize that all of us live in a busy world and information flow can be a bit overwhelming at times. Let us know how we can make your life easier!

We are committed to reaching out more frequently to keep lines of communication open. We want to be sure we are available for your investment and planning needs, know what is happening in your life, and provide prompt resolution of issues.

We have already scheduled Annual Review meetings a year in advance to be sure we have time to cover everything in depth at least once a year. At your Annual Review, you can expect to see new technologies employed such as MindMaps, your Risk Number, and greater use of your Personal Planning Website and secure document vault.

In closing I want to thank the people that make our business one that I am truly proud of. Sigi Comeau, Flor Parisi, and Shannon Corpuz truly have a passion for serving our clients. It is inspiring to work with them every day. To our extended staff at The Financial Services Network and LPL Financial, thank you for your dedication and support so we can serve our clients to the best of our ability. Special thanks to our many professional service partners; collaborating with each of you to make sense of complicated financial matters is greatly appreciated and valued. And to the most wonderful clients I can imagine: You have expressed your gratitude and support for us day after day during this difficult year. I can’t express enough how much that means to each and every one of us. We are blessed to know all of you.

All the best in 2021!

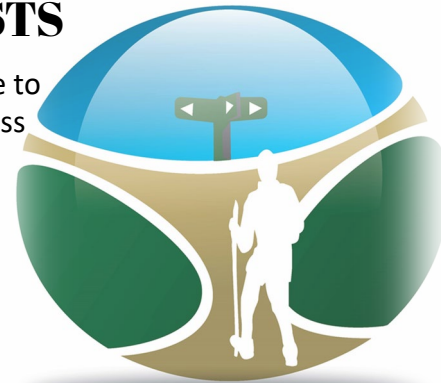
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P.S. Please follow us on social media. We are on LinkedIn, Twitter, and Facebook. It helps us built a community and channels where we can offer more timely updates and information to you (rather than bombarding you with emails!)

GUIDEPOSTS

Quarterly Guide to Financial Fitness



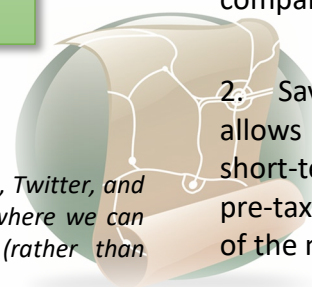
First Quarter Focus 2021: Investment Planning

We have three GuidePost topics to start off this new year. The first is to provide you with a personalized risk assessment for your investment plan. The second is to encourage savers to take advantage of the 2021 contribution limits for retirement savings. Lastly, calculate your personal “Risk Number” to be sure your investments meet your comfort level even in the most difficult market conditions.

1. Using new modeling software, we can now demonstrate how a portfolio would behave in various investment scenarios. If a 2008 bear market were to happen again, how comfortable are you with a negative 10% return on your investments? How about a negative 36%, which is how much the S&P 500 went down between Jan 1, 2008 and Dec 31, 2008? If the stock market is having good year, like the 2013 bull market, are you ok with a plus 7% return, or were you hoping for a 32% return, like the S&P 500 index from Jan 1, 2013 to Dec 31, 2013?

Action: Ask us how we can model your personal comfort zone, calculate your “Risk Number”, and compare to your current portfolio.

2. Saving: No matter what your stage in life allows you the flexibility to meet both long- and short-term goals. While you are working, adding pre-tax dollars to your retirement account is one of the most efficient ways to save.





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The retirement plan contribution limits for 2021 are:

- \$19,500 pre-tax contribution
- \$6,500 catch -up contribution if you are 50+

Actions:

- Maximize contributions to your employer retirement plans, IRA, or Roth IRA accounts as cash flow permits.
- Call us if you need specific advice.
- Ask us for additional strategies to add after tax contributions or designated Roth 401K contributions.

3. In 2020, the law governing Required Minimum Distributions (RMDs) from retirement accounts changed. The new age to begin taking your required retirement account distributions is age 72.

Action: Reach out to us if you are turning 72 in 2021 and we can calculate and prepare for your retirement account distributions.



What's Ahead

KWP's Healthy, Wealthy & Wise Webinar Series Continues!

King Wealth Planning continues to offer a series of webinars designed for you and your families! And the best part, no mask required!

- **2021 Outlook** Tuesday, 2/9/21 @ 12:00pm
- **Tax & Estate Planning Update:** Tuesday, 5/4/21 @12:00pm
- **Mid Year Outlook:** Wednesday, 8/4/21 @ 12:00pm
- **Risk Management: The Importance of Trusted Contacts** Wednesday, 10/6/21 @ 12:00pm
- **Goal Planning:** TBD

Details including registration information can be found on our [website](#). We hope you will join us, from the favorite room of YOUR house, for these fun and informative virtual events (Paul loves doing these).

Social Isolation

What has been one of your strategies to deal with social isolation during the pandemic?

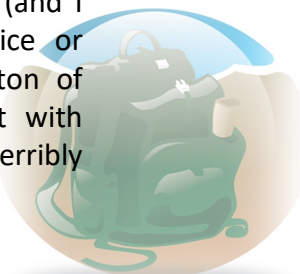
Paul: King's café is always open for outdoor dining. I take a folding table and chairs to a park or a scenic location to have a snack or meal with a couple of friends- safely, of course, masked and distanced.

Sigi: Walking my dog has always been part of my day but now it is even more meaningful as I get to see people, wave hello, and be outside!

Flor: Puzzles are one of my hobbies and I have completed quite a few during the lockdown. I am not able to visit with family as frequently but when I do, there's always a puzzle on the table ready for everyone to solve!

Shannon: I have kids learning online at home (and I read a lot!) and the ability to work in office or remotely, so although I've had to cancel a ton of events, miss Tivoli playing softball, and visit with family/friends virtually, I haven't felt too terribly isolated. I know it has been so hard on so many.

What have you been doing? Let us know!



- Important Links:**
- www.kingwealth.com
 - [Events](#)
 - [Client Resources](#)
 - [Ask an Advisor](#)
 - [KWP Publications](#)
 - [LinkedIn](#)
 - [Facebook](#)
 - [Twitter \(@kingwealth\)](#)