

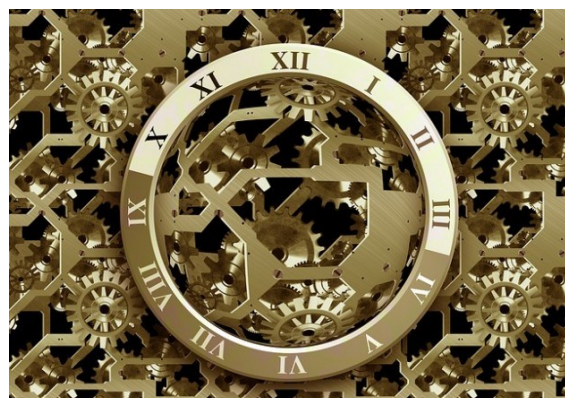


the Plan

The Not So Simple Answer by W. Devin Wolf, CFP®

As a Financial Plan client you often receive simple advice that is easy to follow. Your first impression might have been similar to this: You came in and let us know you would like to retire. After a couple of meetings of being poked, prodded, and answering every question under the sun, you left with a short "Implementation Checklist" that might have looked something like this:

- ☐ Consolidate investment accounts
- ☐ Implement recommended portfolio design
- ☐ Claim social security on these dates in this way
- ☐ Withdraw this much from this account first



You walked away confident you could implement this retirement plan and told your friends Financial Plan is a great, family office that will take care of you. You might have even bragged about how easy it all was. We love to hear that our advice is easy to understand; in fact our goal is to make things simple and elegant for our clients. Nonetheless, it is vitally important that we take into account all relevant facts, investment and tax rules, little-known strategies, and that the plan be tailored to your unique goals, priorities, and tolerance for risk. As a result, our job is quite complex. Here is a look at what goes on under the hood to build a simple, actionable and maintainable financial plan.

Understanding Who You Are – If we can't capture what is most important to you, your cherished values, your relationship with money, and what your money is ultimately for, as well as your tolerance for risk, we can't build a plan that will endure. A mathematically sound plan is worthless if it is not **your** plan.

Optimizing Your Income – We review your unique Pension and Social Security options and integrate them into your financial plan. Integrating with tax planning, longevity/health, and other assets allows us to provide simple claiming strategies from this complex question that optimize how much income you will receive over time while protecting your spouse if something should happen to you.

Assuring that you Have Enough – To answer this question we compare your goals to the resources you have to achieve them. We run hundreds of simulations to see what could happen in bad and good markets. If your assets and future income are likely insufficient to accomplish your goals, we make revisions. For example, we might advise a later retirement date or an increased rate of savings. Our goal is to help you achieve a balance between your current and future standard of living.

Funding Your Goals – We determine the investments to fund your goals. What is the tax nature of these investments and how do you keep what you earn? How risky are the investments and will you be able to sleep at night?

Stretching Your Dollars – After the plan is nearly complete we review again for any strategies that could increase your chances of success. We review the tax planning and what accounts we are withdrawing from, ROTH Conversion strategies, tax harvesting, gifting strategies, and many more may come into play.



Although the goal is to provide you a simple path for success, often what goes on behind the scenes is not so simple. We are committed to being different and being better. Not only will you receive boutique service and easy-to-follow advice, but you can have confidence that your plan is also based upon rigorous research and the most professional and informed methods available to financial advisors today.



on a Personal*note*

Dave & Bonnie



We have all been a bit “Crabby” at our household lately. Between my whole family and a couple of neighbors, we have managed to bring home 206 crab this year since opening day of Crab season in Bellingham Bay. We have had many a crab feed, crab cakes, crab omelets, crab soup and still have a crab coming out our ears. I even FedEx’d a box full of fresh crab to my parents in Kansas. Luckily, we have had some pretty nice weather and fairly calm seas.



We are now gearing up to go up to the Fraser river in BC to hopefully get in on what is projected to possibly be one of the largest Sockeye Salmon runs to ever go through that system. Some estimates are even as high as 72 Million. I even gave Bonnie a new Rod and Reel for her Birthday :)

Devin & Stephanie

We kicked off summer with a bang by piling into the minivan for our annual trip east. Our first stop on the too-long-for-small-kids road trip was Sandpoint, Idaho where we spent the 4th of July with my grandparents and extended family. The kids had an amazing few days swimming in Lake Pend Oreille, picking berries, kayaking and enjoying an awesome homemade fireworks display. We let Stella and Gray stay up extra late to roast s’mores and set off fireworks leading Stella to exclaim, “This is the BEST 4th of July EVER!” Doesn’t get much sweeter than that...

Next we headed to Flathead Lake in Polson, MT to visit good friends. Life at the lake is always amazing, and nothing is better than watching your kids develop friendships with your friend’s kids. A few highlights included Graedon learning to “drive” a jet ski and literally cranking it up to 50 MPH every chance he got (for some reason this made Steph nervous) and Elodie began walking!



Nathan & Lisa

The inevitability of owning a mini-van dramatically increases once you have your second child. Despite my wife’s adamant insistence that she’d never purchase a mini-van, we recently did just that. After several weeks searching dealerships and craigslist, we settled on a well-maintained 2006 Honda Odyssey. Knowing your target audience is critical to selling a car, and Honda knows the mini-van audience quite well. Dual sliding doors, easy-clean leather, 3rd row folding seats AND a DVD player make it way too convenient to pass up.



Finley is quite enamored with the space “her” new car has, and has thus far spent more time playing in it than she has actually riding in it. The van got it’s first real test in early August for our annual trip out to Kalispell, Montana to visit Lisa’s parents. I’m keeping my fingers crossed that it can last us through the trip and for many years to come. I haven’t told Lisa this yet, but financing a new car every 5 years is not part of my personal financial plan.

Jamie & Jeanne

In July, Jeanne and I joined two other couples on a nine-day, 530-mile bicycle ride through Montana. We started near Missoula, and our nightly stops were in Seeley Lake, Bigfork, Whitefish, Eureka, Libby, McGregor Lake, Kalispell, Polson, and ending up back in Missoula.

The problem is that I was with a bunch of raging alcoholics who love to guzzle microbrews by the growler full. It was basically a pub crawl on bikes. Much to their disgust, I eventually found a pub that served me a Coors, which tastes enough like water that even I can drink it.



Our diet consisted of the classic pairing of hostess fruit pies and chocolate milk. So good, and so good for you! Even with all the junk we ate, we lost weight because of the tremendous calorie burn. Now my legs are like iron and I can beat Lance Armstrong unless he starts doping again.

Road biking consists of hours of peaceful rolling through the countryside, interspersed with moments of stark terror as an eighteen wheeler mows you over.

