

In *T*hanksgiving for You...

Normally, this page is devoted to a financial topic of the day. Not this time. We wanted to communicate something a bit different now.

As your advisors, at times we must impart detailed and complex information to you, our clients. We have what we believe are bright ideas, and sometimes we assume that you are just as interested in them as we are! The reality is that for most of you, finance is a dry topic; one you gladly delegate to us.

When we visit with you, we tend to have agendas, such as: "How can we help you to retire?" or "How can we make your money last a lifetime?" As financial advisors, we are just hard-wired that way. Unfortunately, if we spend all our time talking about those typical goals, we might be missing what is truly on your mind, which can involve the myriad psychological aspects of money; for example:

- Fear of a coming market collapse
- Concern that you are being overly cautious and missing out on the bull market
- Depression surrounding the potential impact of politics on your investments
- Anxiety that potential large long-term care costs will wipe out your portfolio
- A realization that you are not saving enough or spending too much, and the struggle to change
- A desire to use your wealth now while you can enjoy it
- And many other goals, dreams, family and relationship issues, etc.

As your advisors, we strive to listen to those concerns. The bottom line is that if we are to be your trusted strategic partner, we need to be fully empathetic and knowledgeable about not only your goals and dreams, but also your fears and concerns. We want you to know that we truly understand. It is essential that we create a financial plan that makes sense for you, but also one that allows you to have peace of mind. We are thankful that you have entrusted your financial future to us. Thank you for your business and for placing so much confidence in us! We are truly honored.

In regard to the email we sent earlier this week, Charles Schwab has been in talks to acquire our custodian, TD Ameritrade. While the two companies have come to an agreement, the FTC has yet to weigh in. Even if they approve, the timeline for completion of the transaction is about a year from now, and then it would take another two to three years to integrate the two businesses. Nothing is happening quickly; nonetheless we thought it best to keep you informed.

Keep in mind that we do not work for TD Ameritrade. They work for us. As with all our vendors, we will evaluate the change, and if there is any negative impact, we will find an alternative. It is more likely that the result of a larger Schwab custodian will be lower costs. As always, we are available to answer any questions you may have as events unfold. For now, let's celebrate all the successes of 2019 and look forward to a happy and prosperous new year!

In Thanksgiving from your Financial Plan advisors and staff,

