



WEALTH ADVISORS GROUP

W E A L T H A D V I S O R Q U A R T E R L Y

YTD Returns Through September 30, 2019

Dow Jones Inds.	+12.94
S&P 500	+18.62
Barclays Aggregate Bond	+6.49
MSCI EAFE	+9.02
MSCI Emerging Mkts.	+3.8



WAG on the Move

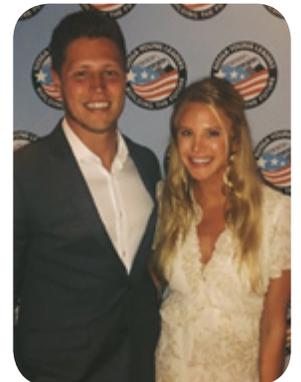
Fidelity Clearing and Custody Solution's Inside Track Conference

Alex recently made a trip to the Fidelity Clearing and Custody Solution's Inside Track Conference in Chicago, IL. He returned very enthusiastic after exchanging ideas and best practices with industry peers from all over the Midwest. At the conference he listened to presentations about artificial intelligence in financial services, explored tax-efficient charitable giving strategies, and gathered new perspectives on the current financial markets. Our advisors are always encouraged to learn more about today's ever-changing wealth management landscape, and how we can continue to deliver value to our clients at WAG. ■



Welcome Amanda Fazio to the WAG Team

WAG would like to welcome Amanda Fazio to the WAG family! Amanda is the newest member of our operations team, as our Front Desk Operations Associate. At WAG Amanda is learning all the ins and out of being the first person that anyone who contacts WAG would get to hear from, as well as scheduling appointments for all of our advisors and helping with various operations duties. Amanda is originally from Saint John, Indiana and has lived in Fort Wayne for a little over a year. She graduated from Purdue University, in West Lafayette, with a bachelor's degree in Organizational Leadership and a minor in Communications. Through internships and previous job experiences, she has found that the financial services industry is where she'd like to build a career. In her free time, she enjoys spending time with her family and friends as well as traveling and seeing new places.



If you haven't already, you will be seeing and hearing from Amanda in the future. Please join us in welcoming Amanda to the team! We are excited to have her! ■

Tax and Legislation

Indiana Residents – 529 Contributions and Tax Credit

As we near the end of the year, please remember that to be eligible for the Indiana 529 tax credit, all contributions must be received by December 31, 2019. We ask that you get these contributions to our office by Monday, December 16, 2019 to ensure timely processing. As a reminder, Indiana residents who contribute to the state sponsored 529 college savings plan will receive a 20% state income tax credit for every dollar contributed, up to a \$1,000 credit. For example, a \$5,000 contribution would maximize your state tax credit, assuming your Indiana tax liability is at least \$1,000 (excluding County tax liability). If you have any questions regarding this tax credit, please don't hesitate to ask. ■

Retirement Might Get Easier!

On May 23, the House of Representatives passed the Setting Every Community Up for Retirement Enhancement Act, also known as the SECURE Act. The bill received overwhelming bipartisan support during a vote that went 417-3 in its favor. The legislation is now pending in the Senate.

If the bill, which covers a total of 20 sections, is signed by the Senate and President, it could have significant impact in retirement savings and planning. Here are a few of the highlighted items:

- Increasing the age at which individuals must begin taking required minimum distributions (RMDs) from their retirement accounts from 70½ to 72
- Repealing the age limit on making contributions to a traditional Individual Retirement Account
- Allowing part-time workers who have worked at least 500 hours in three consecutive years to be eligible to participate in an employer-sponsored retirement plan
- Allowing penalty-free withdrawals from retirement accounts for birth or adoption expenses
- Requiring benefit statements to include lifetime income disclosures that illustrate how an individual's savings would translate to a monthly income in retirement

- Making it easier for businesses, especially small businesses, to offer a retirement savings option to their employees
- Beneficiaries of retirement accounts will no longer be able to stretch out their distributions over their lifetimes. The rule would require the account to be liquidated within 10 years although exceptions could apply

If and when the bill is signed into law, US regulatory agencies would be tasked with providing guidance and rules to spell out how these and other provisions would work.

In the Senate, a similar bill is under consideration. While many items in the Senate's bill overlap the SECURE Act, there are some important differences. These differences will need to be reconciled before the bill can be signed into law, as both the House and Senate must pass identical legislation.

There is no timetable for when the bill might get a vote in the Senate, but we will keep you informed if any changes that may affect your retirement planning become law. ■

Financial Planning

Financial Planning with the help of Technology

i65: Unbiased, Expert Medicare Guidance – In an Easy-to-Understand, Personalized Report



When many clients approach the age of 65, their mailbox becomes over filled with information on Medicare. Along with many informational packets on Medicare, many questions arise – Which Medicare path is the best fit for me? When should I enroll? Should I enroll in Medicare if I or my spouse is still working? These questions are very important to answer correctly, and in a timely manner, as the decisions a client makes when they turn 65 can impact them for many years after. That is why we have worked, and continue to work, on expanding our knowledge and resources for Medicare guidance.

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Did You Know

The American Mortgage Has Changed Over Time

In the time before the Great Depression, mortgages had short maturity terms (5 years on average) and usually required a very high down payment (often 50% down). These Pre-Depression mortgages featured variable interest rates and were usually renegotiated on a yearly basis. Private lenders provided mortgage loans with no federal deposit insurance or federal regulation of mortgage lending.

Medicare was first created in 1965, and the original Medicare program was released and labeled as “Original Medicare.” Today, this path is also known as a Medicare Supplement, or Medigap, path. Later, Medicare Advantage was created as a secondary path. Both paths include Part A (hospital insurance) and Part B (medical insurance), but each path is diverse in its offerings for Part D (drug coverage), costs, and other variables.

In order to better help our clients navigate the Medicare landscape, we have purchased a software called i65® Medicare Enrollment Software. The i65® software allows us to provide our clients with individualized, unbiased, and expert guidance as they make the best Medicare enrollment decisions. Medicare offers two separate paths when an individual is enrolling – Medicare Original and Medicare Advantage. While both paths have their own advantages, choosing the wrong path may have some disadvantage; such as a loss of a guaranteed issue right which states that an issuer cannot delay, deny coverage, or raise premiums because of a pre-existing condition. With our guidance and the i65® software, we can walk clients through a series of questions to answer for their specific situation in order gain confidence in their Medicare path, or postponement, decision. Most importantly, this allows clients to have a peace of mind and helps to avoid any potential, and costly, Medicare mistakes.

As always, WAG is here to help our clients navigate the road to your retirement dreams. We are looking forward to continuing our education on Medicare and are excited about the opportunities this investment offers. ■

WAG Team Member Spotlight

Mark VanderHagen – Experiencing all that Italy has to offer!

We love learning new and exciting things through the eyes of our clients. They generously share with us about their families, careers, hobbies and passions. But this quarter we are turning the tables a bit and thought we would share with you about the once in a lifetime adventures of one of our founders, Mark VanderHagen and a smaller portion of his family. Mark, his wife Denise, son Mitchell and daughter Mya were blessed to be able to venture off to Italy for an end of the summer very memorable trip.

Mark and his family primarily spent the majority of their time in three main cities: Florence, Rome and Positano. Geographically speaking Florence is located more on the north end of Italy. Rome is situated west central to the country and Positano is a little more southern and on the gorgeous Italian coast. Spreading out a little allowed Mark and his family to really get a taste of the vast differences in scenery, experience and culture that Italy has to offer. And they enjoyed every bit of it!

In Florence the VanderHagen tribe took in the history of this great city. Florence is the capital of Italy’s Tuscany region and home to many Renaissance art and architectural masterpieces. One of the most memorable pieces of history they viewed was Michelangelo’s “David” sculpture at the Galleria dell’Accademia. The “David” sculpture was created in marble between 1501 and 1504, and over 500 years later, still stands as one of Italy’s many magnificent attractions.



Art wasn’t the only piece of culture they enjoyed during their time in Florence. Mark and his family also enjoyed the delicious food that Florence is known for. One of Mark’s clients lived in Italy and still travels there frequently. Before Mark left for the country his client shared with him the best places to eat and he was spot on! In Florence they went to the best street food panini restaurant, named All Antico Vinaio. If you’ve

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already eaten lunch, take a minute to check it out! <http://www.allanticovinaio.com/it/>. They also had a wonderful experience as a family during a cooking class they participated in. Here is a picture of the entire family enjoying wonderful pasta dish they prepared!



Next stop was the city of Positano. Positano is a cliffside village on Italy's southern Amalfi Coast. It's a well-known vacation destination with a pebble beachfront and steep narrow streets lined with boutiques and cafes. Mark and his family were blessed to experience Positano just as it is, with shopping adventures and many wonderful food experiences. They stayed at the famed Hotel Poseidon. Below is a picture from their balcony of the breath-taking cliff side.



When asked about their most memorable day, Mark said he thought it was the day trip they took from Positano to the Isle of Capri. Early in the morning, they boarded a ferry that took them to the Isle. They spent the entire day walking and taking in the shops and culture. They even made it to the beach that day to swim in the Tyrrhenian Sea. It was a beautiful day filled with gorgeous sites, amazing food and wonderful family memories.



Last stop on the VanderHagen itinerary was Rome. Rome is the capital of Italy and the country's most populated city. It is also famous for having a country inside the city. Vatican City is the smallest country in the world and the headquarters for the Roman Catholic Church. It is also the home of the Pope and a trove of iconic art and architecture. The Vatican museums house ancient Roman sculptures such as the famed "Laocoön and His Sons" as well as the Sistine Chapel, famous for Michelangelo's ceiling. Visiting these historic sites was very meaningful for Mark and his family. At the time of their trip Denise had never been to Europe, so the impact that was made on her and all of the family will be felt for years to come.

Mark and family felt like the food in Italy was so good that words don't do it justice- every meal was spectacular, but their favorite meal of the trip was at Roscioli restaurant, which has been in business since 1824. <http://www.roscioli.com/> The restaurant boasts many opportunities including, dinner or lunch, wine tasting, deli, bakery, coffee and a store front. Mark said the food at Roscioli was phenomenal and he learned to really appreciate chianti. Chianti is a red wine that is made from Sangiovese grapes and is usually a very dry, medium-bodied, moderately tannic wine with lovely tart-cherry flavor. For a red wine to be chianti it must be produced in the chianti region and made from at least 80% Sangiovese grapes.

Overall the VanderHagen family really enjoyed their time in Italy. The entire country is filled with so much rich history and culture that they could have spent a month there and still not scratched the surface. The entire country of Italy may be smaller than the state of California geographically, but it is packed full of so many sites, sounds and tastes that it feels much bigger in size. And for the VanderHagen family having these types of amazing experiences with family makes them even more meaningful. ■

The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. To determine which investment(s) may be appropriate for you, consult your financial advisor prior to investing. All performance referenced is historical and is no guarantee of future results. All indices are unmanaged and may not be invested into directly.

There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio. Diversification does not protect against market risk. No strategy assures success or protects against loss.