

# LET'S TALK MONEY<sup>®</sup>

## Article Summary

September/August  
2022

## Important Date

If you wish to order copies of the  
**Let's Talk Money<sup>®</sup>** newsletter, make  
changes to your existing newsletter,  
please inform LTM Client Marketing by:

**July 15, 2022**

for new subscriptions

**July 20, 2022**

for existing subscriptions

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## Standard Financial Topics

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### Is a Variable Annuity Right for You?

A variable annuity is a contract between you and an insurance company that offers the potential for providing a steady income during retirement or for a set period. You can purchase an annuity by making periodic payments over time or with one lump-sum payment.

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### “On Target” for Retirement

Your employer’s retirement plan may include an option to contribute to a target date fund. Target date funds feature an investment mix that becomes more conservative over time, reducing risk as retirement gets closer.

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## Legacy/Insurance Planning

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### Choose Your Benefits Carefully

Annual open enrollment gives you an opportunity to review the benefits offered by your employer, including health insurance, vision and dental plans, and life insurance. Make selections that reflect your current situation. Don’t just enroll without reviewing your options carefully first.

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### Does Your State Have Death Taxes?

If your estate is worth more than \$12.6 million at your death—\$24.12 for married couples—the federal government will want a piece of it. But do you know that several states also impose estate or inheritance taxes on your assets?

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## Small Business Needs

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### Financial Planning and Your Business

As you know, managing a successful business requires that you focus on all things financial. But creating a solid financial planning strategy takes time, which is something that is typically in short supply for most business owners. That’s why working with a professional planner can help.

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### Remote Workers: Part of Your Team

Because you don’t see them every day, you may forget they’re an integral part of your team. But remote workers need meaningful interaction with managers and staff just as much as employees who are in the office.

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## Retirement Planning

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### Saving for Retirement in a Job-hopping World

When you change jobs, you’ll have to decide what to do with your retirement funds, including money you contributed and vested company contributions. Here are some options that are typically available. Your financial and tax professionals can help you to make informed choices.

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### Fulfill Your Retirement Bucket List

Chances are you’ve thought of enough fun activities that you dream of doing to fill a bucket, but don’t have time for them now. You probably plan to do them when you retire. Looking forward to a secure and fulfilling retirement may motivate you to plan well and save more.

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## Inside Articles

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### What Do You Know About Life Insurance?

According to research, 42% of households would face financial hardship within six months should a wage earner die; 25% would suffer hardship within one month. September is Life Insurance Awareness Month, an annual campaign to educate people about the importance of life insurance and its ability to provide for families.

### FSA and HSA: Alike but Different

Health Care Flexible Spending Accounts (FSA) and Health Savings Accounts (HSA) allow you to pay qualified out-of-pocket medical expenses with tax-free dollars. While both accounts offer tax benefits, they have some major differences.

### Review Your Plan During Medicare Open Enrollment

Medicare’s annual open enrollment period runs from October 15 through December 7. If you’re covered under Medicare, open enrollment provides an opportunity to review your current healthcare coverage and make changes, if warranted.

### FAFSA: The Sooner the Better

If your child will attend college in the fall of 2023, now is the time to get started with the process of applying for financial aid. The FAFSA—Free Application for Federal Student Aid—becomes available on October 1.

### Pet Insurance: Growing in Popularity (InfoGraphic)

By 2020, the U.S. pet health insurance sector reported written premiums totaling \$1.99 billion.\*