

# LET'S TALK MONEY<sup>®</sup>

## Article Summary

January/February  
2024

See the articles  
that will be featured  
in the new **High Net  
Worth Version!**

## 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:

**November 10, 2023**  
for new subscriptions

**November 17, 2023**  
for existing subscriptions

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## Standard Financial Topics

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[COVER PAGE]

### High Earners: Pay Attention to Your Financial Well-being

Everyone should closely monitor finances, but higher income individuals may need to take extra measures to keep more of their money.

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### Weigh in on the Barbell Strategy

You don't have to be a fitness buff to know that a barbell is a long bar with weights at either end that's used for strength training and bodybuilding. But what is the barbell investing strategy?

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## Legacy/Insurance Planning

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[COVER PAGE]

### Irrevocable Trust: You Can't Take It Back

By transferring assets into an irrevocable trust, you give up control and ownership of those assets. The trust owns the assets for the benefit of the beneficiaries you have named.

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### How Life Insurance Works

How much do you know about life insurance? Understanding how your policy works and the steps your beneficiaries will need to take to claim the policy proceeds should be a priority.

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## Small Business Needs

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### Add a Retirement Plan to Your Benefits

While good wages and health insurance typically are generally most important to workers, don't discount the advantages of helping your employees save for retirement.

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### Prepare Your Business for a Profitable Year

Assessing where your business is and where you want it to be should be an annual activity. As the new year begins, consider what aspects of your business could benefit from an update.

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## Retirement Planning

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### Retirement: Is It Time?

The decision about when to retire is different for everyone. Deciding whether to fully retire, work part-time, find a new job or start your own business begins with assessing your personal situation.

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### Planning for Expenses You Didn't Plan On

Do you like surprises? A retirement party organized by your coworkers—maybe. Needing to replace your HVAC system—not so much. Remember to plan for unexpected expenses before you retire.

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## Inside Articles

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### Replacing Income if You Can't Work

Short-term disability insurance replaces a portion of your income if you have a temporary disability, such as an illness, injury or pregnancy, that prevents you from working.

### Achieving a Better Life Experience

ABLE accounts are tax-advantaged savings accounts for individuals with disabilities and their families. Funds can be used to pay for qualified expenses without losing eligibility for government benefits.

### What Does a Happy Retirement Look Like?

You might think not having a steady paycheck will be what you'll miss most once you retire. But if you've saved enough loss of a paycheck might not be the most important change in your life.

### Cashless Payments on the Rise

Peer-to-peer (P2P) services allow an individual to send money to another person's bank account through a third-party app after linking a bank account or credit/debit card.

### Digital-only Banks: Yay or Nay?

Digital-only banks—banks that have no physical locations but exist only online—are making some inroads into the banking industry.

### Online Banking Considerations

A list of major factors consumers said they'd consider when deciding whether to open an online-only bank account

**THERE'S MORE!**



# THE FOLLOWING ARTICLES WILL BE FEATURED IN THE NEW VERSION OF THE NEWSLETTER THAT TARGETS HIGH NET WORTH INDIVIDUALS. ADD IT TO YOUR MIX!

## High Net Worth Topics

[COVER PAGE]

### Stocks Aren't only for Growth

Inflation spike and investment volatility spurred many investors toward high-yield fixed-income investments. But you may want to look at another investment—value stocks—to diversify your portfolio further in 2024.

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### The High Cost of Senior Care

Do you care for a senior parent or another loved one? According to The National Alliance for Caregiving (NAC) and AARP, more than 50 million Americans are unpaid caregivers.

## Inside Articles

### Can You be too Confident About Retirement?

Not that anyone should stay awake nights worrying about their retirement security, but overconfidence in the assets you project you'll have for retirement can be your disadvantage.

### It's a New Year—New Rules

Here's some of what you need to know when it comes to your 2024 financial and tax strategies.

### The Boon—Tax Diversification

It is important to think about how your retirement income will be taxed when you are still investing, not when you retire. A Roth 401(k) or IRA can provide tax diversification during retirement.

