

The Bulletin



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From the Desk

How a Financial Advisor Can Help Lower Your Tax Bill

Tax planning is a cornerstone of wealth management. But navigating the maze of tax laws isn't easy, especially for those with complex financial situations. That's where strategic planning comes in.

It's not just a once-a-year task. Tax planning demands year-round vigilance. While your accountant plays a pivotal role, we can offer tailored

strategies for tax-efficient investments.

It takes a holistic approach to reduce your tax bill. From income to investments, every aspect of your finances needs to be carefully optimized.

We can help provide guidance on charitable giving strategies, tax-loss harvesting, and selecting tax-efficient investment vehicles. We can also craft multi-year plans designed to maximize savings and adapt to regulatory changes.

Working with an advisor helps to ensure you don't miss potential opportunities to lower your tax bill while staying ahead of evolving tax laws.

Ready to optimize your tax strategy? Let's embark on a journey designed to maximize your wealth and help achieve your financial goals together.

Raymond James and its advisors do not offer tax or legal advice. You should discuss any tax or legal matters with the appropriate professional.

In the Spotlight



This month, we are beginning a new feature in our newsletter by answering the questions **What are we...thinking about, loving right now, eating, reading, and watching.** We hope you enjoy this new feature. We would love to hear your answers to the questions as well.

Thinking About

Will Tesche

We live in a culture of overstimulation through tv, movies, entertainment, and social media. With each stage of life, however, life changes occur, milestones are achieved, and our perspective of what is truly important changes, as does our focus. I've had a recent realization with the birth of my first child last year, my daughter Callie. That shift

in my focus has occurred, and the time I am able to spend with my family and daughter have become what is truly important to me. It has shed light on the importance of stripping away outside distractions to allow us to focus on what is truly important. Each day now I am thinking about keeping a positive mindset, not letting the politics or things outside of our control consume our time, and spending time with the ones we love drive our time. For me, what is truly important is being present for my family, and loved ones. Through these recent changes in life, I have realized that time is truly the greatest commodity. It's one of the only things we cannot create more of in life. That's why it's so important to focus on what is truly important to you, what you can control, and ultimately where you spend your time.

Loving Right Now

Casey Bulgin

I was turned onto this podcast a few weeks ago by a colleague and have been listening nonstop on all my recent road trips. Acquired is a podcast hosted by Ben Gilbert and David Rosenthal where they highlight different companies and discuss their origin stories, history and what makes them different from their competitors. Each episode is roughly 3-4 hours of conversational dialogue from Ben and David who have spent hours pouring through various books, conducting interviews and other resources surrounding these companies. So far, I have gotten through Visa and Nike and am about to start the Nvidia episode. There are over 175 episodes of all kinds of companies than range from Porsche to Costco to the NFL. I highly recommend checking it out.

Eating

Renee Bennett

As a new year resolution, Renee committed to healthier eating. Recently, she has really been enjoying the "Jennifer Aniston" salad. If you aren't familiar with this salad, we strongly suggest you google the recipe and give it a try! There are a few different variations so try the one that looks best to you!

Reading

Elizabeth Wagnon

I am currently reading Little Women by Louisa May Alcott with my youngest daughter. As the mother of four strong willed "little women" I can most definitely relate to Marmee and all the challenges she faces while raising her girls to be strong, independent women. I am enjoying reading this with my youngest and comparing the similarities of life from over 100 years ago to life today. We are reading my grandmother's copy that she received as a gift from her Aunt Lizzie (my namesake) in 1934. I can almost hear my grandmother's voice reading it to me as she did when I was a little girl.

Watching

Jesse Peck

The Man from Earth. Several years ago, I was browsing Netflix to see what movies existed on the platform that I hadn't seen. I came upon a movie that I had neither seen nor even heard of. It had an obscure cast and what seemed to be a straightforward, likely dull premise: A college professor gathers with his colleagues at his house for a farewell get together and tells them that he is 14,000 years old. Ok, strange, right? Probably dull, full of terrible lines and poorly acted. But the sci-fi junkie in me bit. And I'm glad I did. If you had told me that I would love a movie that almost wholly takes place in one room in one house with zero action, I would not have believed you. But I did. I loved *The Man from Earth*. It is one of those movies that is something completely different from anything you have ever seen. It is interesting, refreshing, even compelling. Above all, it makes you think and say "do you think?..." and "what if?..." Fast forward several years to a few weeks ago. I decided to test this movie out on my sons, 13 and almost 10. Keep in mind that *The Lord of the Rings* and all things *Star Wars* are their viewing pleasures. So I was sitting and talking with them on the couch and just put on *The Man from Earth*. I didn't say a word about it. I just waited to see if they would be interested in it. If they would become as immersed in it as I did or whether they would leave the room, convinced that this was some lame "parent movie". They stayed. And the only time they said anything at all was to pause it and talk about the movie and the "what ifs" and the "do you think?". After my kids sat through this movie, we discussed it for quite a while. They have grown up in an era where their favorite movies and television cost absolutely ridiculous sums to create. *The Rings of Power* cost Amazon \$250,000,000 for the rights alone and another roughly \$62,500,000 to produce each episode. *The Man from Earth* has a perfect 100 rating on Rotten Tomatoes and cost \$200,000 total to produce. I highly recommend you check it out. It very much defies genres as it doesn't really fit anywhere. And if it can keep 13, 9 and 46 year old boys immersed and make them think, you just might enjoy it as well.



Pi is the formula for fun on 3.14

What is pi (π)? It's the mathematical constant used in many scientific formulas. What is Pi Day? It's the day set aside to celebrate it. Why March 14? Because the numerical date (3.14) represents the first three digits of pi. (It's also Albert Einstein's birthday.)

Pi Day was founded by physicist Larry Shaw in 1988. The first Pi Day celebration took place at the Exploratorium, the San Francisco interactive science museum where Shaw worked. The celebration included a circular parade and the sampling of fruit pies.

Over the years, the festivities have grown to include webcasts and a virtual party in Second Life, an online virtual world. Perhaps you can create your own celebration, maybe by sampling various pies or hosting a pie potluck. In 2009, Pi Day became an official national holiday when the U.S. House of Representatives passed legislation.

Pi appears in many formulas in mathematics and physics – but on March 14, celebrating clearly is a formula for fun.

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The Never-ending Pursuit of Money

Ever dreamt of owning a home in Hawaii, sailing a luxury yacht, or even visiting space? It's fun to dream, but for most of us, it's far from reality.

You've probably heard of "Ultra High Net Worth" (UHNW) before, those with over \$30 million in net worth. In North America, they make up less than 0.03% of the population. That private jet lifestyle? Reserved for a select few.

But why do we dream of more, even when we're financially stable? It's ingrained in us—from societal pressures to comparison culture to the illusion of happiness. The important thing to remember is that money can't buy happiness. Let's refocus on contentment. This means gratitude, simplicity, and relationships.

Genuine happiness and fulfillment goes well beyond the endless pursuit of riches.

Sources:

¹ Imberg, Maya, et al. "World Ultra Wealth Report 2023." *Altrata.Com*, 1 Sept. 2023, info.altrata.com/world-ultra-wealth-report-2023-pdf. Accessed 1 Feb. 2024.

² "Population of North America." *Theworldcounts.Com*, www.theworldcounts.com/populations/continents/north-america. Accessed 1 Feb. 2024.

Market Recap

	12/29/23 Close	02/29/24* Close	Change Year to Date	% Gain/Loss Year to Date
DJIA	37,689.54	38,963.66	+1,274.12	+3.38%
NASDAQ	15,011.35	16,082.33	+1,070.98	+7.13%
S&P 500	4,769.83	5,097.27	+327.44	+6.86%
MSCI EAFE	2,241.21	2,281.99	+40.78	+1.82%
RUSSELL 2000	2,027.07	2,054.84	+27.77	+1.37%
BLOOMBERG AGGREGATE BOND	2,162.21	2,122.50	-39.71	-1.84%

Performance reflects index values as of market close on February 29, 2024. Bloomberg Aggregate Bond and MSCI EAFE figures reflect February 28, 2024, closing values.

[See Full Market Update](#)

Featured Cocktail



Happy St. Patrick's Day

May your heart be light and happy, may your smile be big and wide, and may your pockets always have a coin or two inside! -Irish Proverb

This month we are celebrating St. Patrick's Day with Irish Cream Cold Brew. The secret to this cocktail is using the best Irish Cream. Our long-time favorite is Five Farms Irish Cream Liqueur. It is delicious in both cold brew and hot coffee!

Ingredients & Directions:

- Your favorite cold brew coffee
- Five Farms Irish Cream Liqueur
- Ice

Fill your favorite glass with ice and add cold brew. Top off with desired amount of Irish Cream. Sláinte!

Let's Connect!



Caring Relationships Begin Here

Let's Have a Conversation

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