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# BFS

BRANDT  
FINANCIAL  
STRATEGIES

SPECIALIZING IN INCOME AND RETIREMENT PLANNING

## RETIREMENT PLANNING AN AGE OF SPECIALIZATION

Today with all the laws that affect retirees, it's almost impossible to rely on one professional to wear all of the hats. We feel it's critical to not only have a team, but have a team that communicates with each other.

Minimally, you need:

1. An **ATTORNEY** that specializes in retirement planning.
  - a. Updating legal documents.
  - b. Probate avoidance.
  - c. Coordinating your legal documents with your other portfolios.
  - d. Asset protection. I.e. Protecting assets from loss to a nursing home.
  - e. Structuring a tax free legacy plan for your spouse and heirs.
2. A **FINANCIAL ADVISOR** that specializes in money management.
  - a. Paying the lowest fees.
  - b. Receiving the highest rate of return with the least amount of risk.
  - c. Proactive management to avoid, as much as possible, when the market makes a correction.
3. A **RETIREMENT PLANNER** that specializes in income planning.
  - a. Is my income protected from loss to a nursing home or disability?
  - b. Am I paying the least amount of tax on that income?
  - c. Am I getting the most from my Social Security and Fixed Monthly Pension?
  - d. Will I run out of money in retirement?
  - e. When I pass away, will my spouse be taken care of?  
**50% of all women living in poverty today were not living in poverty until their husband passed away.**
4. A **TAX PLANNER** that specializes in tax planning and tax preparation.

- a. Can I reduce or eliminate my income tax?
- b. Can I withdraw some or all of my money from my IRA tax free?
- c. Can I pass my IRAs and 401Ks to my spouse and heir's tax free?

\*A tax planner works with you during the year to minimize your tax liability. If you wait till tax preparation time to do tax planning, it's too late.\*

5. A **HEALTH CARE PLANNER**. Specializes in protecting assets from loss to a nursing home stay. Have you been or are you now a caregiver for a parent or other relative? You do feel sorry for the person that's disabled, but if you have never been a caregiver, you do not realize the stress put on the person trying to help.

Are you aware that:

- 1. You are not only responsible; you could be liable?
- 2. You must make best efforts to protect assets from loss to a nursing home?
- 3. Under Ohio House Bill 66, the state of Ohio can now put liens on the assets of the nursing home resident and the assets of the healthy spouse?
- 4. IRAs and 401Ks are no longer protected or safe.
- 5. Ohio has a new law that could make children liable for the cost of a parent's stay in a nursing home.

**P.S. IT'S ALSO IMPORTANT FOR YOU TO CONSIDER A HEALTH CARE PLAN FOR YOU, SO YOU DO NOT BECOME A BURDEN ON YOUR CHILDREN.**

#### **FINAL WORD FROM THE PRESIDENT:**

**We have a lot of services and information available. I know it can be overwhelming. It has taken you a lifetime of work and effort to accumulate your assets. We encourage you to invest the time necessary to make sure you know all of your options.**

**BIGGEST RETIREMENT MISTAKE  
PROCRASTINATION**

## **Did you know that:**

- 1) Under the new law, if you have IRAS, 401ks, 403bs and you are a resident of Ohio, they could be subject to a 42% tax rate.
- 2) Also, under the new law you can make your IRAS, 401ks, 403bs tax free.
- 3) Under the proposed new law, if you pass away, your real estate may be taxable to your heirs. Under the old law you could pass your real estate tax free to your heirs.
- 4) Under the new Ohio law, if you become disabled, all of your assets may have liens placed on them and your children may have to pay some or all of the bill.
- 5) Under the new law, if your spouse became disabled, you might have to hire an attorney and go to court.
- 6) You can protect assets from loss to disability or nursing home without buying nursing home insurance.
- 7) Some legal documents are not compliant with new law changes, as a result, heirs and beneficiaries may be affected.
- 8) Most people may be overpaying on their income taxes. Statistics show that 4 out of 5 tax returns have mistakes in them.
- 9) Some people are paying up to 85%, tax on their Social Security.
- 10) If you have CDS, annuities, stocks, bonds or mutual funds, they may be subject to hidden taxes.

- 11) If you have investments, you may be paying hidden fees.
- 12) You can receive competitive rates of return, without risking your principal.

***If your family doctor, whom you have known for years and really trusted, told you that you needed open heart surgery and he was going to perform it, would you get a second opinion?***

***You always want to get a second opinion on the most important of life's decisions.***

At Brandt Financial Strategies, we believe that you have worked too hard for your assets to lose them to unforeseen risks. We don't try to replace your current advisor, we try to include that person as part of your team.

Sincerely,

Fred Brandt, President

The logo consists of the letters 'BFS' in a large, blue, serif font. The letters have a slight 3D effect with a lighter blue shadow underneath them.