



What Do the Recent Social Security Changes Mean to You?

The Bipartisan Budget Act of 2015 made significant Social Security program changes that impact the benefits you may qualify for in retirement. The law eliminated the “file and suspend” and “restricted application” techniques, two popular but complex options that enabled spouses to maximize joint lifetime benefits.

Our Advisors are evaluating the impact of these changes with affected clients. Here is what retirees need to know about the new Social Security rules:

File and Suspend: This strategy made it possible for Social Security beneficiaries to file for their benefit at age 66 and then immediately suspend the benefit payments. As a result, the retiree’s benefit would be eligible for delayed credits of 8% per year until age 70, while one spouse simultaneously collects spousal benefits. Starting May 1st, 2016, you will no longer be able to voluntarily “file and suspend” for the purposes of facilitating a spousal benefit. However, if you are already age 66 or will be turning age 66 prior to May 1st, 2016, you are grandfathered in and will be allowed to voluntarily “file and suspend” benefits.

Restricted Application: The recent Act eliminates the option to claim benefits on a spouse’s earning record and requires anyone filing for benefits to receive the higher of either their own benefit or their spousal benefit. However, by virtue of a grandfathering provision, people age 62 or older at the end of 2015 will still have the ability to take advantage of restricting an application to spousal benefits only when they turn 66.

Claiming Options Available: The elimination of these two claiming strategies removes some options for spouses, but it does not diminish the importance of deciding when to take Social Security. The bottom line is that delaying Social Security can increase monthly benefits and enhance your retirement outlook, especially if you live a long life. *by Philip Herzberg, CFP®*

Do you really know how much you need to save?

We have all been taught how important it is to save for the future. Have you also been taught how to best design behaviors to leverage this difficult habit toward your financial goals? Whether you have mastered the practice of savings or you are still struggling to find ways to save, one of the most effective strategies to help you is to identify a clear savings goal. *continued on page 3*

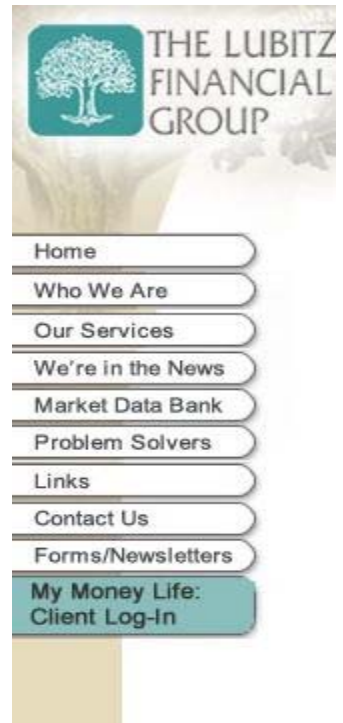
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AROUND THE OFFICE

Furthering the Profession ... This quarter brought us two exciting professional developments in our office. **Clint** McCalla earned his CFP® designation in September and we are quite proud. The CFP® certification is the highest standard for planners in our industry. You can read more about why this designation matters at <http://www.letsmakeaplan.org/cfp-pros-their-expertise/WhyCFPCertificationMatters>. Additionally, **Josh** Davison has taken on additional responsibilities as our Investment and Client Operations Manager. In this role he oversees the portfolio management and client service operations and works with our advisory team to enhance our clients' experiences. **Jorge** presented at the FPA Leadership Conference and participated with OneFPA Advisory Group on strategic directives.

In the News ... **Linda** and **Jorge** were featured in a Monumental Advisors nationally distributed video about how we use their low cost Jefferson National annuity for family legacy planning. Check out our Lubitz Financial Group LinkedIn page for the YouTube. Be sure to check "We're in the News" on our website; **Jorge** has been quoted by CNBC and Time.

Education ... **Josh** attended the Tools for Technology conference here in South Florida. As the industry evolves, we are continuing to evaluate the array of software available to give clients the best experience possible. **Nancy** attended a Human Capital Institute conference as she continues to learn new ways to make our office the best it can be for our staff. **Phil** and **Clint** attended FPA Residency Program in October. This is an intensive five-day program where attendees are immersed in planning case studies with the direction of some of the greatest thought leaders in the profession. **Linda** attended a program with Rob Arnott, the manager of the Schwab Fundamental funds we use for our clients. **Phil, Nancy and Jorge** all attended the November 3rd FPA Miami presentation on "What Financial Planners Need to Know About Compliance and Regulations" and "Challenging Traditional Bond Analytics". **Phil** also attended the October 15th Estate Planning Council Miami workshop on "Legal Ethics and Trust & Estate Law in the Digital Age" and presentation on "Estate Planning for the Multinational Family" and the FPA Florida Annual Strategic Planning Meeting where he was recognized with a plaque in appreciation of a year of service as President. **Jorge** attended a communications training, "Crucial Conversations", to further develop effective communication skills.

Giving Back to the Community ... **Josh** grew a mustache in November, as usual, to raise support for men's health in a world-wide cause called "Movember". If you'd like to donate, please go here <http://mobro.co/joshdavison>. The Lubitz Financial Group is a proud in-kind sponsor of the 14th Annual Joint Tax & Estate Planning Seminar, co-presented by Jewish Federation of Broward County, United Way of Broward County, and Community Foundation of Broward. **Phil** Herzberg served as a Steering Committee member for this one day program, which attracts over 600 top-notch wealth planning professionals from across South Florida.



Our team spent a great evening together at the Coral Gables Museum where we shared food, fun and our own personal "Antique Road Show" with many clients and friends.



Family & Personal Matters ... In October, **Clint** visited family in Texas and attended a Texas Tech football game, with his wife, Sarah. September 25th was a momentous day for the **Boone Family**. Norm's son, Andrew, tied the knot with his high school sweetheart. Linda's 95 year old mother flew out for the grand event.

Exotic Travel ... **Linda and Norm** explored Cape Breton in Nova Scotia for a week in October enjoying the brilliant fall colors and experiencing the world's highest tide at the Bay of Fundy. The international cultural festival called Celtic Colours was also happening during the week so bagpipes, step dancing and fiddles abounded. A highlight was playing golf



at Cabot Cliffs, named the best new golf course in the world by Golf Magazine. In September, **Ellen** traveled to New York with her husband to attend a Youth Peace & Culture Festival at the iconic City Center where over 2,500 representatives attended. from Maine to Florida.

Do you really know how much you need to save?

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Do you have a clear vision of what you want your savings to enable you to do in the future? How much does it cost? When will it happen? Do you have an account set aside already? These are the main factors that will drive the need for your savings goal. One of the considerations is inflation or the decrease of purchasing power over time. How much greater will the cost of a college education will become? More importantly, how much will it cost you to maintain your lifestyle in future retirement years? We've begun research in saving policy guidelines to help you or your family members with this important decision.

When people have clearly identified goals they are more likely to adopt behaviors to accomplish them and that is exactly what we are aiming to do by having clear saving guidelines. The general rule to save 10% of income may work. OK for a young person starting early, however, a high income professional that waited until age 40 to begin saving may have to double that rate to a chance at a comfortable retirement.

Now, more than ever before, we are accountable for our savings program and if you want to have a better understanding of your savings or to verify you are on the right track, we can guide you.

Eight Foods that Help Lower Cholesterol



1. **Avocados** contain significant amounts of oleic acid, a healthy monounsaturated fat that helps boost good cholesterol and lower bad. Avocados are also rich in fiber and a plant chemical called beta-sitosterol, both of which help keep cholesterol in check. **Tip:** Avocados significantly increase absorption of immunity-boosting antioxidants found in fruits and vegetables. Add a couple of slices of avocado to your next salad.

2. **Lentils.** One reason to love lentils is their cholesterol-busting fiber. Lentils and their kissing cousins, black-eyed peas and kidney, lima and navy beans, come by their reputation as heart protectors with good reason. **Tip:** Mix cooked lentils with some olive oil, balsamic or red vinegar, crushed garlic and parsley. Let stand for half an hour to meld the flavors, then spread on crackers.

3. **Edamame.** These young green soybeans with a buttery sweet taste are a protein powerhouse, rich in soluble fiber and high in isoflavones, a plant compound that brings down total blood levels of cholesterol. To cook fresh edamame, boil in lightly salted water for 3 to 5 minutes, cool by plunging into ice water, then drain. Many supermarkets sell them frozen.

4. **Nuts.** About 80 percent of calories in nuts come from fat, but it's healthy unsaturated fat, not the artery-clogging kind. Nuts also are high in plant sterols, substances that block the absorption of cholesterol. Walnuts, almonds, hazelnuts, pecans and pistachios all confer benefits. So do peanuts, although they're technically a legume and not a nut. **Tip:** Put a bag of unsalted nuts in a convenient spot in the kitchen, so it's easy to grab a handful as you head out.



5. **Olive Oil** doesn't just make food taste better. The unsaturated fats found in olive oil (and canola and walnut oil)

have the added benefit of helping to cut LDL cholesterol levels without affecting HDL. Aim for about 2 tablespoons a day in place of other fats. **Tip:** To bump up olive oil's bad-cholesterol-lowering power, choose one labeled "extra virgin." This form is less processed and contains more heart-healthy antioxidants.

6. **Pears** are crisp, sweet and their hefty cargo of natural fiber, much of it in the form of pectin, helps to knock down LDL levels. Surprisingly, fresh pears contain even more pectin than apples do. Pectin binds with cholesterol and ferries it out of the body before it can be absorbed. A medium-size pear provides 16 percent of the recommended daily value for fiber. Other pectin-rich fruits include apples, bananas, oranges and peaches. **Tip:** Don't bother to peel pears. Their edible skin is an additional source of fiber. Simply wash before serving.



7. **Tea.** A cup of tea does more than soothe on a stressful day. Both green and black tea can help lower cholesterol levels. Green tea is prepared from unfermented leaves and black tea from fully fermented leaves of the same plant. Researchers believe that catechins, a type of antioxidant found in tea, are responsible for its cholesterol-lowering effect. The more fermented the tea leaves, the lower the catechin content and the higher the caffeine content. **Tip:** Black tea has two to three times the caffeine of green tea. If your preferred black tea keeps you awake at night, look for the decaffeinated form.

8. **Tomatoes.** Ask for tomato sauce with your pasta if you want to keep your cholesterol under control. Tomatoes are a significant source of a plant compound called lycopene, which reduces levels of LDL cholesterol. Research shows that the body absorbs more lycopene if the tomatoes are processed or cooked, so drink tomato juice and add tomatoes to your minestrone soup as well.

We welcome the opportunity to help you, your family and friends achieve peace of mind related to wealth and life transition planning.

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Warm holiday greetings



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-FERRI MARSHALL



Season's Greetings & Happy New Year