



Can You Trust Your Trustee?

Choosing a suitable trustee(s) and the appropriate mechanism for naming successor trustees over time is a pivotal decision for anyone creating a trust. A trust is only as effective as the trustee in charge of it.



Most importantly, trustees bear a fiduciary responsibility to ethically act in the best interests of the beneficiaries of a trust. The trustee is required to administer and manage

the trust assets in accordance with the wishes of the beneficiaries.

Ordinarily, people name family members, reliable professional advisors, or recommendations from financial services firms to serve as trustees. Fiduciary responsibilities include investing and monitoring the trust's money, ascertaining that tax forms and other documentation are filed, and making distributions to beneficiaries according to the grantor's established distribution schedule.

At The Lubitz Financial Group, our planning team has developed a checklist that can guide you in your considerations to designating trustee(s). If you decide to name a relative or close friend as a trustee, it can be challenging to find capable replacements for them when they die or in the event they become incapacitated. Many folks choose professional trustees, since they may be more nonjudgmental than family members and do not possess the emotional ties that become problems when family members manage a trust.

Some families decide to appoint co-trustees, typically a family member *and* a professional trustee, who share responsibilities and serve as a check and balance to each other. Be sure to include a mechanism to mediate or arbitrate disputes to deal with conflicts that may arise among family members or even co-trustees.

Regardless of whom you decide to serve as trustee, you should incorporate language in trust that enables you or

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Five Investment Risks to Be Aware of

Some investment decisions are easy to recognize as risky: failing to plan for retirement needs or long-term education, investing in stocks based on "what you heard" (or "overheard"!), raiding long-term investments for short-term discretionary needs — to name a few. But as you formulate your financial plan, it's important to recognize and address a second category of investment risks. *(continued on page 3)*

My Money Life

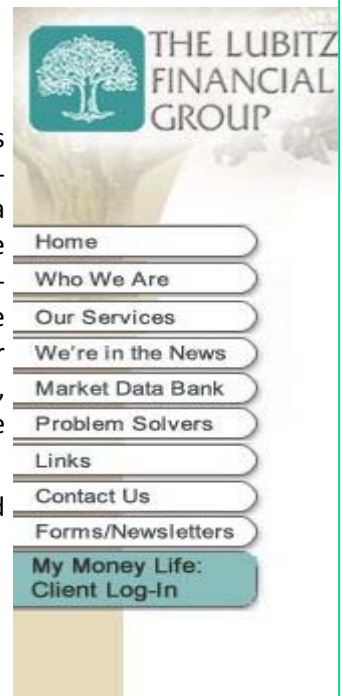
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Now, you can check the balances on all your accounts, view documents in your Vault, or upload a new document with your mobile camera. Your personal My Money Life portal can be accessible anywhere from your tablet or smartphone. Your custodians, Schwab and Fidelity also have mobile apps.

To learn more, call Valentina and she can help you get started.

305.670.4440

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AROUND THE OFFICE

Furthering the Profession ... Linda, Phil and Nancy all attended the 5th Annual Estate Planning Council (EPC) Symposium where LFG was a proud Silver sponsor. Phil served as a Committee member for this one day program which attracted over 150 top-notch wealth planning professionals and partners from across South Florida. We had a little fun with a drawing for a bottle of Veuve Clicquot. Linda also was a speaker at the February Miami EPC meeting. She shared a presentation on the topic of “Where to Retire? It’s More Complicated Than you Think!” If you know of any organizations that are looking for a speaker on this or any other financial planning or investment topic, Linda LOVES to give presentations to educate. In January, Jorge participated in a Financial Planning Association (FPA) of Florida Leaders Meeting to facilitate collaboration between chapters across the state. Phil presented a Continuing Education (CE) Seminar on “ABLE Account Planning Insights for Special Needs Individuals and their Families” at February’s EPC of Coral Gables/South Dade Dinner Program.



In the News ... Phil and Jorge co-authored *Journal of Financial Planning* February article, “Incorporating Long-Term Care and Estate Planning Into Ultimate Life Insurance Trusts.” All staff articles can be read on our website, www.LubitzFinancial.com on the “We’re in the News” tab or click on [LFG In the News](#).



Giving Back to the Community ... Linda is a member of The Commonwealth Institute (TCI). TCI is a non-profit organization that is devoted to advancing businesswomen in leadership positions. Our firm will be a sponsor at their Annual *Top 50 Women-Led Businesses in Florida* this May. Nancy is a regular visitor to VolunteerMatch.com and recently volunteered at the AIRIE (Artists in Residence in the Everglades) annual benefit at The Kampong.

Education ... Josh has added the expertise of Certified Investment Management Analyst® (CIMA®) to his credentials. This certification is a true value-added to our Investment Management team. Jorge attended his 3rd Leadership Institute Educational program in Austin, Texas. Phil, Jorge and Linda attended the January FPA Miami chapter dinner/meeting. One of the sessions included “The U.S. Economic Outlook in 2017.”

Family & Personal Matters... Our team of “aunts and uncles” has welcome Giada Marianna Davison to our LFG family. Josh and Megan’s beautiful little princess was born February 26th. Nani, Norm’s daughter has started working at Lucky Brand in Los Angeles in a merchandising management position. Jorge and Ana celebrated their 3rd wedding anniversary traveling to Paradise Island, Bahamas.

Exotic Travel ... Jorge and Ana spent New Year’s Eve with family visiting from Colombia. Jorge surprised his grandmother with an unexpected birthday visit with a trip to Spain. They also took the opportunity to go skiing in Sierra Nevada, in Granada.

Office Happenings ... If you’ve heard a “new smile” answering our LFG phone, it’s Nercys Rijssenbeek who has joined our team. On March 13th, our staff was trained and certified in CPR, First Aid and AED use, a three-hour training that can be invaluable. Thank you, Chris, from www.magiccitycpr.com.



SPOTLIGHT on Valentina Lamas



Valentina Lamas joined the LFG team in January of this year and works with our Advisory and Client Service Team(s) as an Associate Financial Planner. She comes to us with experience in working with high net worth individuals and their families. Personal and professional development is a big focus this year for Valentina. She has begun her CFP® certification classes and thrives on learning! She obtained her Bachelor’s Degree from The University of Miami and then went on to complete a dual Master’s program at FIU, earning her Master of Business Administration and Master of Science in Finance degrees. “I start each day with the goal of learning something that will make me a better colleague, wife, daughter and person.” We are thrilled that she is part of our team!

Valentina is originally from Venezuela and moved to Miami with her family when she was 10 years old. As a newlywed, she loves traveling with her husband and exploring new countries. They also like enjoying weekends in Miami with their French bulldog Dali (think Salvador). Valentina loves trying new restaurants and learning to cook a variety of cuisines. She is currently practicing her Thai cooking after traveling to Thailand during her honeymoon.

Can You Trust Your Trustee? (continued from page 1)

your heirs to change trustees, if needed. Communicate your decision-making process to assure yourself peace of mind and prevent placing family members in an uncomfortable position.

Facilitate the continuation of your family relationship with The Lubitz Financial Group. We partner with corporate trustee services, who can work with you and your family members as an objective administrative trustee, while we serve as delegated independent investment advisor. **Call your LFG Advisors** at 305.670.4440 **to learn more.** And view our Trustee Checklist on http://www.lubitzfinancial.com/pages/f_formsonline.htm

by Philip Herzberg, CFP®

Five Investment Risks to Be Aware of

(continued from page 1)

These risks cover everything from impulsive investment decisions that often accompany volatile markets to the erosion of buying power due to inflation.

Risk #1: Not accounting for the impact of inflation

In looking at the long-term financial health of many investors, inflation may be the quietest and (consequently) the easiest to forget. Keep in mind, just as the power of compounding helps asset values to rise, the cumulative effects of rising prices can erode the buying power of a dollar. To those in the workforce, the effects of inflation can be masked by wage increases, but for investors saving for future expenses, ignoring inflation can mean problems.

Risk #2: Waiting for the right moment

“When is the right time to invest?” Jonathan Pond, the author of the best-selling book *Your Money Matters*, remarked “Nobody rings a bell on Wall Street signifying that a market has hit bottom and that’s because such bottoms are absolutely impossible to predict.” Investors can benefit from understanding that, historically, the timing of an investment has by no means been critical to its long-term success. Remaining on the sidelines may help avoid discomfort that can come with market drops, but it likewise can keep one from reaping the benefits of a long-term investment strategy.

Risk #3: Jumping in and out of the market

For most investors, falling short of financial goals is the ultimate risk. It’s natural to wonder if pulling out of the market might have helped investors avoid some of the worst days. It’s important to develop a plan that correctly assesses your risk tolerance and strive to manage it over the long term (through diversification and appropriate asset mix.)

Risk #4: Letting your asset mix get out of balance

When there are big market changes, the composition of your portfolio should be reassessed. You have to remember that whatever you chose originally, you did for a reason.

Risk #5: Not sizing up your tax picture

The last few years have seen an introduction of new tax-advantaged education, retirement and even health care savings vehicles that have increased options available to most investors. Evaluating new options as well as periodic reviews to ensure maximization of tax opportunities is always recommended.

These are risks that you might not know you’re taking, but risks that, when identified, can strengthen your long-term financial security. **We are here to make a positive difference in your financial life, now and in the future.**

by Nancy Mele (with excerpts from Investor article)

Are you a (smart) defensive driver? Take this quiz and see what you know about the rules of the road.



1. Roundabouts are found to result in ____ crashes than traditional intersections?
(1) Fewer, (2) More, (3) The same amount of, or (4) Higher impact.
2. How much room should there be between your chest and the steering wheel?
(1) Less than 6 inches, (2) 6-8 inches, (3) 8-10 inches, (4) 10-12 inches
3. When driving, how much distance should you keep between your car and the vehicle in front of you?

You should remain (1) at least 3 feet behind the car in front of you, (2) 3 car lengths, (3) 3 seconds or more, (4) 30 seconds behind.

4. While waiting to turn left at an intersection, your wheels should be pointed (1) straight, (2) left, (3) right, (4) it doesn’t matter

5. Which of the following is a false statement about making a left-hand turn at an intersection? (1) Your eyes should be focused solely on the traffic ahead of you, (2) wait for a large gap in oncoming traffic and allow enough time to safely turn, (3) Turn into the nearest lane of traffic going in your direction, or into the proper lane as indicated by traffic signals and lane markings, (4) on city streets, three right turns may be used to replace one left turn across traffic.

6. At what age does vision start to change in ways that affect driving? (1) 30, (2) 40, (3) 50, (4) 60

For the full quiz or answers to these questions, call 305 670 4440 or write to NancyM@LubitzFinancial.com

If your family is in town for the holidays, we'd love to meet them.

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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Thoughts to Live By ...

"Death, taxes and childbirth! There's never any convenient time for any of them."

~Margaret Mitchell, Gone with the Wind

"The wages of sin are death, but by the time taxes are taken out, it's just sort of a tired feeling."

~Paula Poundstone



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