



THE LUBITZ FINANCIAL GROUP

Wealth Planning Strategies

Quarterly Newsletter

June 2016

Electronic copy available on
www.LubitzFinancial.com > Forms/Newsletters

How to Bring Sky-High Health Care Plan Costs Down to Earth

With more and more people being forced into health care plans with high annual deductibles ranging from \$2,000 to \$6,000, and even \$10,000 per family, it's important to know what you can do to control expenses.



Carolyn McClanahan, M.D. and CFP®, is the founder and director of financial planning at Life Planning Partners, a member firm of Linda's study group. According to Carolyn, in addition to cultivating basic healthy living habits, there are five specific things consumers can do to bring health care costs down.

First, understand your "health care mind-set," whether you like to go to the doctor a lot or not — and plan your finances accordingly.

If you do see a physician often, consider Carolyn's second recommendation, use other health care resources. For example, many health care plans offer free nursing hotlines where you can get basic medical advice and care, free of charge and minus the office visit.

Third, become what Carolyn calls an "empowered patient," choosing to work with a collaborative-minded physician who "works with you to help you utilize your health care resources effectively."

A fourth cost-cutting tactic is to question and discuss tests ordered by your doctor. Be sure to ask how the recommended test will affect diagnosis and treatment.

Finally, make sure everyone covered under your family plan gets any major health care needs addressed in a given calendar year. Once you reach your out-of-pocket maximums, you don't have to pay any more for your health care.

We hope these tips help you manage and control critical expenses.

Excerpt from Advisor Insight

Watch for the 6 Warning Signs of Diminished Financial Capacity

Most of us probably think we know what to look for in an aging parent or friend who has diminished financial capacity. But have you ever studied the subtle signs that should serve as red flags? Do you know the early warning signs of dementia? Dementia affects money management skills and several warning signs have been identified. *(continued on page 3)*

My Money Life has undergone a "facelift." This update gives the website a modern, easy-to-navigate design with enhanced functionality. There are features that deliver a **personal and engaging experience.**

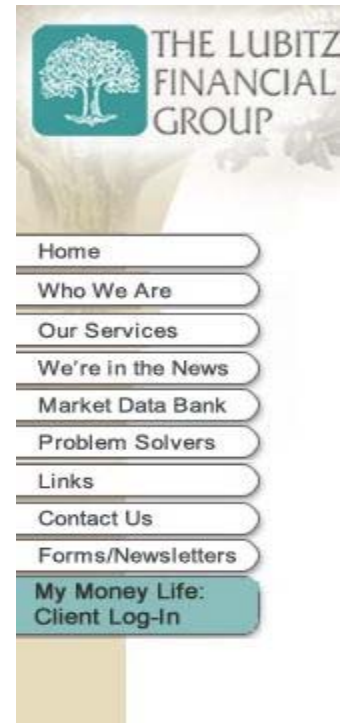


Our clients' financial goals are more connected to the people and things that matter most.

Call **Clint McCalla** to learn more about these changes and more.

305.670.4440

www.LubitzFinancial.com



Are you on **LinkedIn**? If so, check out **The Lubitz Financial Group** page for more articles!



What's Inside

Around the Office	2
Diminished Financial Capacity ... <i>(continued)</i>	3
Your 2016 Financial To-Do List (Jul-Sept)	3
14 Foods that Sabotage Sleep	3

AROUND THE OFFICE

Furthering the Profession ... **Linda** was the keynote speaker at the April Miami-Dade Estate Planning Council meeting speaking on her favorite topic, *Key Issues in Creating an Investment Policy Statement from an Advisor's Perspective*. Our team member Phil Herzberg, current Treasurer of this organization, reported that she got rave reviews. **Jorge** continues to serve on the National OneFPA Advisory Committee, helping plan the future of the organization.

In the News ... Jorge authored "Buying a Home isn't Always the Best Option," as well as contributing to two other published articles. Phil authored, "Preserving Lasting Legacies with Dynasty Trusts," in the April issue of the *Journal of Financial Planning*. All of these can be read on our website, www.Lubitz Financial.com/We're in the News or click on

[LFG In the News.](#)



Giving Back to the Community ... The Lubitz Financial Group participated in the annual Informed Families dinner at Joe's Stone Crab. This is our third year of support, and always a good cause and great food. **Phil** served as table captain for the May 5th Jewish Federation of Broward County Men's Nite Out Program, featuring former football great Joe Theismann. Our team attended the Installation Dinner for the Florida Lions Eye Bank where our colleague, Larry Schiff, was inducted as the 2016-2017 President.



Education ... **Josh** attended the Annual Investment Management Consultants Association (IMCA) Conference in Orlando. After saying hello to Mickey Mouse and the crew, he attended various sessions talking about the conditions of the investment markets and the financial planning industry. **Phil** continued to be an active participant in Estate Planning Council dinners as well as several FPA meetings. **Linda** was invited to attend



the first Barron's Independent Women Advisors Forum held in New Orleans. Great venue and a special women's *vibe*. She also attended the FPA NorCal conference in San Fran and brought back many new ideas to improve the firm and our team. **Ellen** attended a professional development seminar entitled, "The Extraordinary Admin Professional". We know she is already extraordinary!

Family & Personal Matters... **Maddy** attended her best friend's wedding while it was still chilly in New Jersey. Per Maddy, "worth it!" **Clint** and his wife, Sarah, will be traveling to Texas in June to attend a wedding and spend time with their families.

Exotic Travel ... **Nancy** attended the 142nd Kentucky Derby early May, an annual event for her and some *old* college friends. Not sure you can call Cedar Key, FL exotic, but **Linda** took **Norm** on a road trip in northern Florida after a Capstone meeting in Atlantic Beach. They stopped at Weeki Wachee Springs, home of the live mermaids, followed by a few days on Amelia Island playing their new favorite pastime—golf! Norm broke 90 for the first time. Memorial Day weekend found **Linda** and **Norm** at Stanford



Camp at Lake Tahoe—hiking, doing yoga, attending educational seminars and just plain relaxing!

Office Happenings ... We are happy to have **Asher** Soto back in our office this summer (**Ellen's** son) helping us with our quest for a paperless environment. **Josh** gathered our competitive spirits, as we do annually, to challenge another RIA in a friendly game of softball. There were some big hits, some great catches, a few pulled muscles, and lots of hydration. Needless to say, we had a great time! This quarter we also had the pleasure of spending a Sunday afternoon at Gulfstream Park Race Track with several clients and friends who were able to join us at our first 2016 event. A good time was had by all.

Diminished Financial Capacity (continued from page 1)

Cognitive problems which can affect money management skills could be developing even if day-to-day behavior seems quite normal.

- ◆ Memory lapses: examples including missing appointments, failing to make a payment (or making multiples of the same payment), forgetting to bring documents or locate documents, repeatedly giving the same orders or asking the same questions;
- ◆ Disorganization: examples include mismanaging financial documents and losing or misplacing bills;
- ◆ A decline in checkbook management skills: examples include forgetting to record transactions, incorrectly or incompletely filling out register en-

tries, or incorrectly filling out the payee or amount on a check;

- ◆ Mathematical mistakes: declining abilities to do basic oral or written math computations;
- ◆ Confusion: examples include difficulty understanding basic financial concepts like a mortgage, loan or security; difficulty understanding previously understood concepts;
- ◆ Poor financial judgment: examples include newly found interest in get-rich-quick schemes or radical changes in investment strategy.

One of the discussions we have with our clients is *anticipating the potential for incapacity* and the steps to take should such a difficult situation arise. Please let us know if you would like to learn more about this.

Your 2016 Financial To-Do List: Month by Month - July through September

July: (1) Make sure you are on track at mid-year to max out your employer's retirement plan contributions - \$18,000 or \$24,000 if age 50 and over. Direct any 2016 bonuses towards your company's retirement plan to ramp up retirement savings. (2) Revisit your personal cash flow to incorporate summer and end-of-year vacation expenses. List planned activities and how much you expect them to cost. Knowing how much you need will give you a goal and keep up motivation to save. (3) Life changes may require you to revise your estate plan. Review beneficiary designations on all retirement accounts and life insurance policies to ensure there are no changes or updates needed.

August: (1) Get a head start on possible tax benefits. Instead of getting a sizable tax refund each year, adjust your federal tax withholdings on your paycheck to take home more money in your pocket every month. (2) Use extra income to fund your 2016 year IRA or Roth IRA. Contributions limits - \$5,500 or \$6,500 if age 50 and over - are subject to income limits. (3) Review your long-term care plan. You'll likely need long-term care and can obtain insurance or self-fund using your own portfolio. Decide on whether you should purchase long-term care insurance or pay out of pocket (or some combination).

September: (1) Plan to take your Required Minimum Distributions (RMDs), if you have not already done so, by year-end. Clients, who are age 70 ½ and have IRAs or inherited IRA accounts, must take a RMD every year. You may decide to use the net distribution, after tax withholdings, for a family holiday trip. (2) Conduct overall insurance review. Should you stay with your employer's group life insurance or disability policy OR would you like to secure coverage with a private life or disability insurance policy?

14 Foods That Sabotage Sleep

The foods you eat for dinner or shortly before bed can prevent you from getting some much-needed zzz's. Here are some foods/drinks to avoid for up to several hours before turning in if you want to sleep better and wake rested.



Grapefruit-packed with nutrients and vitamins, but it's acidic and can cause heartburn. **Celery**-high water content; may cause you to wake up with a full bladder. **Tomatoes**-rich in tyramine, an amino acid that triggers the brain to release norepinephrine, a stimulant that boosts brain activity. **Cheese Pizza**-high in fat; takes longer to digest. **Alcohol**-although a



nightcap before bed may help you doze off, it disrupts sleep and robs you of REM sleep. **Black-bean chili**-beans are not easy to digest; stomach rumbling gas pains. **Dark chocolate**-contains caffeine. **Gumdrops**-blood sugar level spikes and falls as body releases insulin to control. **Tacos**-hot sauce can cause heartburn and restlessness. **Steak**-high in protein; slow to digest. **Carbonated soft drinks**-back to caffeine; check the label. **Club sandwich**-allow three hours post-meal so your body has a chance to digest a large meal. **Broccoli**-slow-to-digest and produces gas. **Chips and Salsa**-salsa has that heartburn hot sauce and fried chips are hard to digest.



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

305-670-4440

www.LubitzFinancial.com

Miami, Florida 33156

9350 S. Dixie Hwy., Suite 1500



Thoughts to Live By ...

“One benefit of summer was that each day we had more light to read by.”

*~ Jeanette Walls, *The Glass Castle**

“Shall I compare thee to a summer’s day? Thou art more lovely and more temperate: Rough winds do shake the darling buds of May, And summer’s lease hath all too short a date.”

~ William Shakespeare, “Sonnet 18”

“If a June night could talk, it would probably boast it invented romance.”

~ Bern Williams

“Deep summer is when laziness finds respectability.”

~ Sam Keen

“I am summer, come to lure you away from your computer ... come dance on my fresh grass, dig your toes into my beaches.”

~ Oriana Green, @NatureSpirits