



Your 2019 Financial To-Do List:

Month by Month—October through December

by Philip Herzberg, CFP®

October: 1. October 15th is the final extended deadline to file individual tax returns for the 2018 year. If you requested an automatic extension of time to file, October 15th is also the final deadline to fund a Simplified Employee Pension (SEP)-IRA or solo 401k for 2018 tax year.

2. Consider making changes to aspects of your Medicare coverage for the 2020 year, if applicable, during the Annual Enrollment Period from October 15th to December 7th. For example, you can switch from one Medicare Advantage plan to another or from one Medicare Part D Prescription Drug Plan to another. Also, if you did not enroll in a Medicare Part D plan when you were first eligible, you can do so during the general open enrollment, although a late enrollment penalty may apply.

3. Consider making a Qualified Charitable Distribution (QCD) from your IRA, if you are an IRA owner or beneficiary who is at least 70 ½. A QCD is a non-taxable distribution from your IRA directly to a qualified charity, which still counts towards your Required Minimum Distribution (RMD) amount. The benefit of making a QCD election is that the amount you select will be excluded from taxable income. Be mindful that the QCD amount you can contribute is limited to \$100,000 per individual. You cannot make the distribution from SEP and SIMPLE plans if an employer contribution is made for that year.

November: 1. Start or continue using your financial planning apps or client portal, such as *My Money Life*, to track your income and expenses, as well as simplify your financial life.

2. Think about maximizing tax deductions during the last two months of the year. If you are self-employed, there are legitimate business expenses (travel, business phone and internet expenses) that can be deducted to reduce taxable income. Seek the guidance of a CPA to determine whether it is reasonable to complete any deductible renovations or upgrades to lower taxable income on rental property. We also review your LFG portfolio for tax-loss harvesting opportunities to offset 2019 investment gains.

My Money Life

Many of our clients have been successfully using this resource as a tool to review and “get a handle” on their spending history. Others like and use the feature to share documents stored in “the vault” with their CPAs and attorneys. Much easier and more secure than “finding that email I sent you 2 or 3 months ago with my tax return attached!” Contact our advisor team to learn more. www.LubitzFinancial.com > **My Money Life Log In**

Advisors@Lubitz Financial.com

Are you interested in having an LFG expert present to your office, study group or community group?

Topics include:

- Investing Basics—Be a Smart Investor
- Financial Strategies—How do I maximize what I’m earning and keep it for retirement?
- How to Financially Prepare you Daughter/Son for College?

Our advisors and professionals are dedicated to your financial education. Some presentations can also be delivered in Spanish. Let us know if you’d like to know more.

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Are you on [LinkedIn](#)? If so, [connect](#) with **The Lubitz Financial Group** page for more articles!



What’s Inside

Around the Office	2
Your 2019 Financial To-Do List (continued)	3
The Ten Most and Least Valuable College Majors	2 - 3

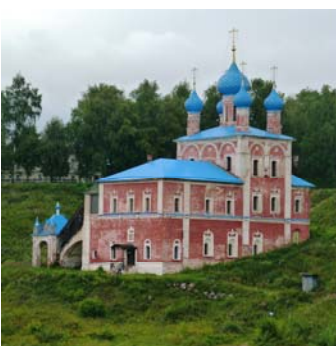
AROUND THE OFFICE

Giving Back to the Community ... Phil and Debbie attended the July 17th Financial Planning Association (FPA) Miami breakfast on "Planning for Service at United Way with Catalyst Miami." They learned about opportunities in the community to give back through the United Way.

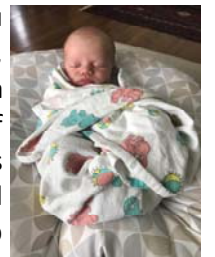
Furthering the Profession ... Jorge was a panelist on working with younger clients at the IMN Global Indexing and ETF Conference in June. On June 26th, Linda and Debbie attended The Commonwealth Institute (TCI) program entitled, Inspiring Action through Thought Leadership. This was a women's networking opportunity where guests heard stories about inspiration leadership.

Education ... Jorge attended the JPMorgan Wealth Forum in NY (June) and is currently completing advanced education in investment management at Univ. of Chicago Booth School of Business. Phil attended the June 18th "Conversation with Dr. Ben Bernanke in Miami" program at the Four Seasons Hotel. Ben Bernanke, former Federal Reserve Chair and current PIMCo Senior Advisor, discussed macroeconomic views and commented on investment implications over the cyclical horizon. On June 10th, Debbie attended "Designing Compelling Communication Frameworks" seminar. She learned how to better to communicate with clients during meetings through learning the client's preferred method on communication auditory, tactical or visual.

Exotic Travel ... Phil and Heather travelled to Beaver Creek, Colorado, for the July 4th Holiday. They also enjoyed some recent vacation time in Las Vegas and Boston. Nercys traveled to Captiva Island for her summer family vacation and enjoyed Island life. Their suite décor (see photo) got them in the Island Mood! Linda shared a few photos from her trip, with Norm, to Russia this summer. Jorge spent some summer days in Greece with his parents and sister.

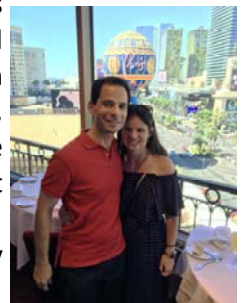


Family & Personal Matters We told you about Norm and Linda's granddaughter, Sawyer, in last quarter's newsletter. Linda couldn't resist sharing this beautiful pic of her! Jorge attended his younger sister's college graduation in Spain. Nancy enjoyed some "downtime" this summer with a trip to Los Angeles to see her daughter's family, a quick Cubs trip to Chicago and



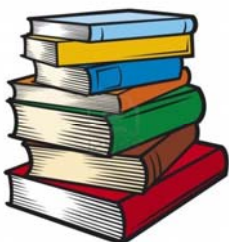
fun right here in Miami at the Rolling Stones concert! Debbie has been enjoying paddle boarding various places around Miami this summer, including Oleta River State Park, Virginia Key and Maurice Gibb Memorial Park. She enjoys getting outside and seeing nature. No, she did not see the Key Biscayne crocodile. But she did see fish, sea stars, manatee, and a big hermit crab.

Office Happenings ... Our staff had the pleasure of meeting Phil's girlfriend Heather, who graciously brought lunch for all LFG'ers. That's Heather in the photo with Phil!



The 10 most and least valuable college majors

by Nancy Mariie Mele



As a parent, grandparent, or perhaps college student, you may be interested in information shared in an article I recently read on WealthManagement.com. The article was based on a BankRate.com analysis of data from the U.S. Census Bureau American Community Survey. It analyzed only individuals who indicated that one of these was their first major and were in labor forces of at least 15,000. The ranking was then created by asking whether they were employed or unemployed and what their income was for the past 12 months. It also analyzed how many folks obtained higher education, such as a master's or doctorate. *(continued on page 3)*

Your 2019 Financial To-Do List: Month by Month - October through December ... (continued from page 1)

3. Fund your 2019 tax year IRA or Roth IRA with any additional earned income. Contribution limits - \$6,000 or \$7,000 if age 50 and over – are subject to income limits.

December: 1. Give to charities in a tax-efficient way. Will there be a meaningful tax savings benefit to use appreciated securities to make charitable donations? Take advantage of any match your employer might offer. If your employer offers a company match for charitable donations don't forget to take advantage of it. Many employers set a deadline — typically at the end of the year — for employees to request a donation match.

2. If you have a Health Care Flexible Spending Account (FSA), find out whether your workplace offers a grace period option (usually until March 15th) to spend down your account. You can elect to rollover up to \$500 in unused funds to the following plan year. Make the most of your 2019 FSA dollars by scheduling those qualified eligible expense procedures to get new prescription eyeglasses or dental work you've been putting off.

3. **Consider making a “financial resolution” for year 2020.** Just like you can make a New Year's resolution to eat healthier, you can also take small steps leading up to 2020 to make yourself financially fit. You can increase your retirement savings by making a pledge to pay yourself first or by adding just 2-3% more to your workplace 401(k) plan.

Continue with strong financial footing into 2020 by following this last quarter's checklist! Call your LFG Advisors at 305.670.4440 for guidance on your planning.

The 10 most and least valuable college majors**The 10 Most Valuable College Majors**

1. **Naval Architecture and Marine Engineering**
Median Income: \$90,000; Unemployment Rate: 1.6%; Percent with Advanced Degree: 29%
2. **Nuclear Engineering**
Median Income: \$98,100; Unemployment Rate: 1.8%; Percent with Advanced Degree: 56%
3. **Pharmacy Pharmaceutical Sciences & Administration**—Median Income: \$100,000; Unemployment Rate: 2.2%; Percent with Advanced Degree: 58%
4. **Genetics**
Median Income: \$85,000; Unemployment Rate: 1.2%; Percent with Advanced Degree: 76%
5. **Electrical Engineering**
Median Income: \$99,000; Unemployment Rate: 2.7%; Percent with Advanced Degree: 46%
6. **Architectural Engineering**
Median Income: \$74,000; Unemployment Rate: 1.5%; Percent with Advanced Degree: 29%
7. **Aerospace Engineering**
Median Income: \$90,000; Unemployment Rate: 2.3%; Percent with Advanced Degree: 49%
8. **Computer Engineering**
Median Income: \$92,000; Unemployment Rate: 2.8%; Percent with Advanced Degree: 40%
9. **Electrical Engineering Technology**
Median Income: \$76,000; Unemployment Rate: 1.8%; Percent with Advanced Degree: 30%
10. **Materials Science**
Median Income: \$90,000; Unemployment Rate: 2%; Percent with Advanced Degree: 66%

The 10 Least Valuable College Majors

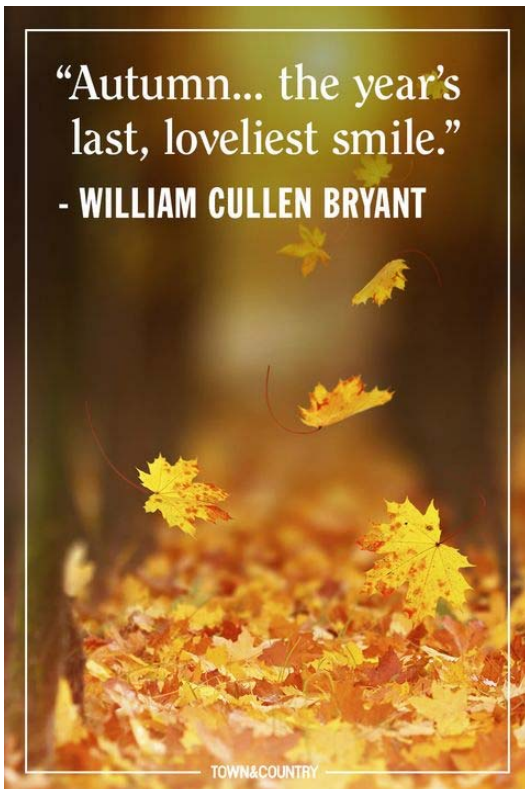
10. **Cosmetology Services and Culinary Arts**
Median Income: \$35,000; Unemployment Rate: 3.3%; Percent with Advanced Degree: 12%
9. **Mass Media**
Median Income: \$40,000; Unemployment Rate: 6%; Percent with Advanced Degree: 16%
8. **Music**
Median Income: \$36,000; Unemployment Rate: 3.1%; Percent with Advanced Degree: 42%
7. **Miscellaneous Fine Arts**
Median Income: \$38,000; Unemployment Rate: 5.7%; Percent with Advanced Degree: 20%
6. **Film Video and Photographic Arts**
Median Income: \$37,000; Unemployment Rate: 6.5%; Percent with Advanced Degree: 15%
5. **Fine Arts**
Median Income: \$37,000; Unemployment Rate: 4.8%; Percent with Advanced Degree: 24%
4. **Linguistics and Comparative Language and Literature**
Median Income: \$40,000; Unemployment Rate: 3.9%; Percent with Advanced Degree: 45%
3. **Composition and Rhetoric**
Median Income: \$37,800; Unemployment Rate: 4.4%; Percent with Advanced Degree: 29%
2. **Visual and Performing Arts**
Median Income: \$32,000; Unemployment Rate: 4.1%; Percent with Advanced Degree: 26%
1. **Drama and Theater Arts**
Median Income: \$35,500; Unemployment Rate: 5.2%; Percent with Advanced Degree: 26%

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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You'll *Fall* in Love with these Quotes



“Autumn... the year’s last, loveliest smile.”

- WILLIAM CULLEN BRYANT

“Autumn is a second spring when every leaf is a flower.”

~ Albert Camus

“Notice that autumn is more the season of the soul than of nature.”

~ Friedrich Nietzsche

“I’m so glad I live in a world where there are Octobers.”

~ L. M. Montgomery

“I can smell autumn dancing in the breeze. The sweet chill of pumpkin, and crisp sunburnt leaves.”

~ Ann Drake

Wishing all of you a beautiful season!

