

NEWSLETTER

IN SUPPORT OF

PERSONAL WEALTH *Your Journey*

2022 | SPRING ISSUE



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70 | 52

Written By:

-Chris Doughty
For his mom on her birthday



- 70** came before 52.
- 52** is eternally grateful for the decision that allowed 52 to be here.
- 52** stands on the shoulders of 70 and reaches to places that
- 52** never could have gone.
- 52** understands hard work and sacrifice due to 70.
- 52** understands giving of self from 70.
- 70** models strength and perseverance to 52.
- 70's** decisions gave 52 an advantage that many will never know.
- 52** understands trust and inspire from 70.
- 52** cries at movies due to 70.
- 52** appreciates antiques and garage sales due to 70.
- 52** had an idyllic childhood due to 70.
- 52** married 51 and is blessed to have 15 and 13 due to 70.
- 70** shows 52 lifelong work and self-improvement.
- 70** teaches 15 and 13 to be strong individuals.
- 70** shows unconditional love to 52, 51, 15 and 13.
- 70** is responsible for so much in the world of 52.
- 70** affects thousands that 70 will never know through 52.
- 52** is lucky to have a base like 70.
- 70** is the matriarch.

52 loves 70



A PLAN FOR ALL SEASONS

IMPORTANT DATES

JUNE 15TH

THE DEADLINE FOR U.S. CITIZENS ABROAD TO FILE TAX RETURNS. SECOND QUARTER ESTIMATED TAX PAYMENTS ARE ALSO DUE, IF REQUIRED.

JULY 1ST

PARENTS AND STUDENTS MIGHT WANT TO MAKE NOTE OF DEADLINES FOR SCHOLARSHIP APPLICATIONS AND PAID INTERNSHIPS IN JULY.

AUG 5TH

OBSERVE INFORMATION SECURITY DAY! KEEP YOUR PERSONAL INFORMATION SECURE BY UPDATING YOUR OPERATING SYSTEM; VISIT [READY.GOV/CYBERSECURITY](https://www.ready.gov/cybersecurity) FOR MORE TIPS.

THINGS TO DO

❑ **Mind your RMDs:** If over 72, take required minimum distributions (RMDs) from your IRAs and qualified plans. You must begin RMDs by April 1 the year after you turn 72. Subsequent distributions must be taken by Dec. 31 each year. That means if you reached 72 during 2021, and you delayed your 2021 initial RMD until April 1, 2022, you still have to take your 2022 RMD before Dec. 31, 2022.

❑ **Freshen up your Estate Plan:** Check the beneficiaries of your IRAs, insurance policies, trusts and other accounts, and update information that's no longer relevant. We want to ensure your plan protects you and your family in the case of an unexpected event.

❑ **Create an Account with SSA.gov:** Check your earnings history for accuracy and review your expected benefits; doing this regularly should ward off error. If you're close to retirement age, we can discuss when and how you should file to maximize household benefits.

❑ **Comb Through Your Credit Report:**

Making a habit of checking your credit report at least once a year can help you detect and dispute errors.

❑ **Consolidate + Donate:** Create a spring cleaning ritual and let go of the clutter consuming space in your home – digitizing your files is a good place to start. Utilize VAULT via your Raymond James online account for a safe online storage cloud. And although donating physical items offers its own benefits, remember to get a qualified appraisal for more valuable donated items.

❑ **Tune Up Your Portfolio:** Similar to your retirement accounts, consider scheduling your seasonal review for your portfolio to ensure your allocation is optimal for your objectives. If you're not sure everything lines up, we'd be happy to help!

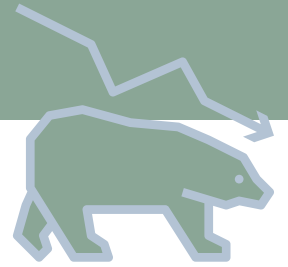


Once -in-a-lifetime Trip: Travelers are planning big bucket list adventures to make up for lost time, according to Trafalgar. Skyscanner reported that 2022 bookings were up for flights to Cancún, London, Paris, Rome and Tokyo. Looking for something closer to home? Check out the Gentian team's favorite Wisconsin locations on page 6!

YOU ASKED...WE ANSWERED!

1

ANOTHER MARKET CORRECTION, IS THIS NORMAL?



Corrections come upon us from time to time and are vital to the long-term health of the market. No one knows when corrections will come or go, but it's important to know how to respond when they're here. They force us to go against our behavioral nature and endure them. Our gut tells us to do something when they show up, yet the best reaction is to stay patient, stay invested, and possibly invest more money when they occur.

History shows us that, on average, we get a 10% market drawdown once per year, a 15% drawdown

once every 3 years, and every 5 years or so we enter a bear market with a 20% drawdown.

To the long-term, educated investor these are opportunities that could allow one to achieve superior long-term returns. The key to being a successful investor, is to maintain **FAITH, PATIENCE & DISCIPLINE**.

Have **FAITH in the future, PATIENCE in the process**, and the **DISCIPLINE to get through it**.

MARKET Corrections

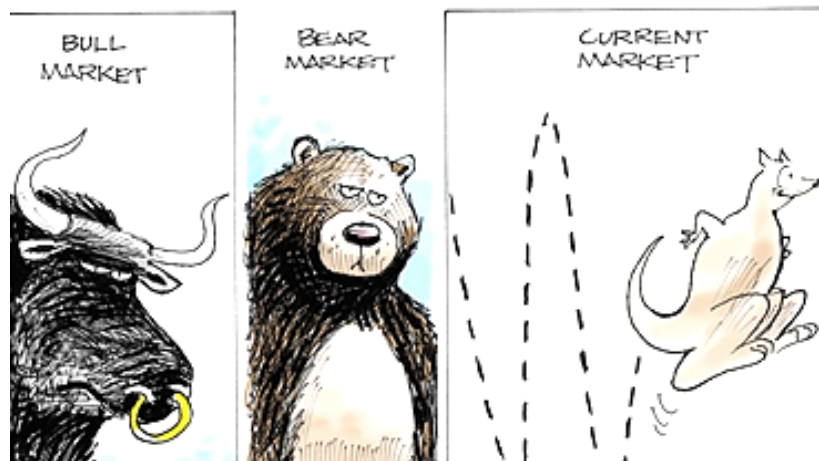
- They are swift and visceral.
- They come without warning.
- Their length of stay is unknown.
- They are not pleasant when they are around.
- They leave scars on those who react poorly.
- They are temporary and necessary.
- They are vital to the long-term return.
- They are essential to the health of a long-term bull market.

2

SHOULD I BE WORRIED ABOUT INFLATION?

With inflation rising at the fastest pace in 40 years, the market has priced in almost 2.75% worth of tightening in 2022 alone, which would be the largest amount of tightening over a 12-month period since 1994.

Reduction of purchasing power is one of the biggest challenges we face in retirement. Historically the only thing to help us continually combat inflation over time is owning the appropriate amount of stocks and holding for the long-term.



We encourage you **NOT** to watch and certainly not make investment decisions based on daily headlines and sharp market moves.

3 WHAT SHOULD I BE DOING WITH MY CASH?

Analyze cash & liquidity needs first! Make sure you have enough in emergency funds. If excess is above and beyond emergency funds talk with us about:

- A higher interest bearing account (we will want to keep this as a short term solution due to rising interest rates)
- Investing into retirement accounts (if earned income) or into a non-retirement account (if no earned income)
- Alternative strategies include (if you have kids and grandkids):
 - 529 Plan (Education Savings Account)
 - Minor Roth IRA if child is under 18 and has earned income



4 WHAT SHOULD I KNOW ABOUT I BONDS?

What is an I bond?

A savings bond that earns interest based on combining a fixed rate and an inflation rate.

What interest does an I bond earn?

A combination of a fixed rate that stays the same for the life of the bond and an inflation rate that is set twice a year. For bonds issued from May 2022 through October 2022, the combined rate is 9.62%.

How is interest earned & compounded?

Interest is earned monthly and compounded semiannually until the bonds reach 30 years or until you cash them, whichever comes first.

Is it taxable?

Federal income tax: Yes

State and local income tax: No

How long must I keep an I bond?

I bonds earn interest for 30 years unless you cash them first. You can cash them after one year. But if you cash them before five years, you lose the previous three months of interest. (For example, if you cash an I bond after 18 months, you get the first 15 months of interest.)

How do I buy an I bond?

Electronic: Online in TreasuryDirect (including through payroll direct deposit)

Paper: By mail when you file your federal tax return

Minimum purchase

Electronic: \$25 | Paper: \$50

Maximum purchase

Electronic: \$10,000, total, each calendar year

Paper: \$5,000, total, each calendar year

If you're interested in more details, please let us know.

CLIENT SPOTLIGHT

Meet Tom!

From the time he was in 6th grade, Tom knew he wanted to be in construction and work as an engineer. Passion for 'how things work' carried throughout his entire working career, his military career and now as he lives out his True Wealth in retirement.

Tom began his Gentian client journey in 1998, surviving 3 of the worst market corrections in history, but by sticking to a plan he did more than survive, he THRIVED both in financial gain and charitable contributions. So we decided to ask him about it.

HOW DID YOU GET INVOLVED WITH HABITAT FOR HUMANITY?

"I was in my mid-50s and I saw an ad in the paper that they were looking for volunteers. I showed up and started helping two days a month as a general laborer. Three months in, they began to notice I had some expertise and promoted me to Assistant Supervisor.

Shortly thereafter, through a sequence of events, I became the Site Supervisor...AS A VOLUNTEER! I had no desire to be on payroll, because I liked setting my own hours and being able to 'say no!'"

HOW MANY HOMES HAVE YOU HELPED BUILD?

"I have led the completion of 43 homes in Washington and Dodge Counties and about another dozen or so when we traveled down to help with Hurricane Katrina. I mostly lead and managed, but I do like to swing the hammer and turn a wrench now and again, which I have to add, pneumatic tools are a God send!"



WHAT HAS KEPT YOU GOING FOR MORE THAN TWO DECADES WITH THIS TYPE OF WORK?

"I enjoy seeing the people we help. I recall a time we broke ground on a house for a single mom. She had the most shy little girl, did nothing but hide behind her mom's skirt. But as the weeks passed she warmed up and by the time we completed, anytime she saw any member of our team she'd come running into our arms! Sometimes you can find people trying to 'work the system' but in my experience the people we help are in great need and are good people. I am going to keep doing this work as long as the good Lord lets me."

HOW MANY HOURS DO YOU SPEND VOLUNTEERING?

"I spend 60% of my time with Habitat and the other 40% handling construction projects for my church, with 2-3 other retired guys. These days at 79, I have scaled back, and now only work about 30 hours each week."

In shock we said, "Tom, that doesn't sound like you are retired!" to which he replied "Oh I am retired, I get RE-tired every day!"

Mike joined Gentian in 2018 to assist with financial planning but early on, Mike's role quickly expanded to provide technology optimization, operations support, meeting planning and preparations assistance as well as facilitating face-to-face meetings with our clients and investment partners.

Prior to Gentian, Mike obtained his series 7 and 66 licenses and today he carries the Chartered Retirement Planning Counselor, CRPC® and is actively working towards the CFP®. He is available and ready to assist with answering any investment related or planning questions you may have.

GENTIAN TEAM MEMBER Spotlight

When Mike isn't at the office, he keeps his eyes peeled for new experiences, most recently learning to play the guitar and going rock climbing. A natural outdoorsman, he loves being outside and will take any opportunity to camp or fish. Mike and his girlfriend Sabrina also enjoy traveling and exploring new sites together.



Get To Know **THE** Mann...

Mike Mann That Is!

FINANCIAL PLANNING ASSOCIATE

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The Northwoods

We love spending time during the summer at a cabin up north, boating and exploring whatever town we're closest to!

PETER



Wisconsin Dells

I am a supper club junkie, Ishnala Supper Club ranked #1 in our state, is worth the drive to the Dells – only open in Summer!

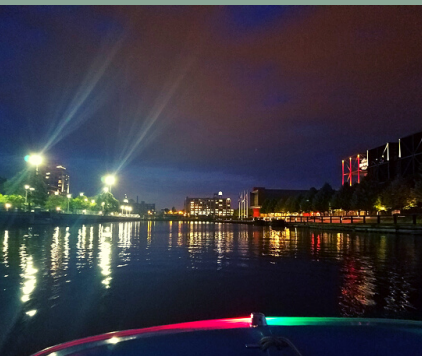
JENNY



Downtown Milwaukee

I enjoy night boat cruises through downtown on the Milwaukee River.

ANGIE



Princeton, WI

Looking forward to going back! Great place to unplug and be one with nature.

JULIE

Timber Rattlers Appleton, WI

My favorite summer time activity includes taking my oldest daughter to a Timber Rattlers baseball game in Appleton!

RYAN



Kohler-Andrae State Park Kohler, WI

If it's near the lake and has a path, you'll find my family and I exploring all the beautiful state parks WI offers.

ASHLEY



St. Germain, WI

My family and I enjoy swimming and fishing here during the summer.

KEN



Lawsonia Golf Course Green Lake, WI

A special place for my family growing up and a place I share the love of golf with my dad.

ZACH

The Golden Mast Okauchee, WI

I always go here during the beginning of summer to enjoy their patio!! Feels like a vacation!!

LISA



Okauchee Lake!

I enjoy boating, wake surfing and fishing (...my concentration face is on full display here!)

MIKE



Peninsula State Park & Fish Creek

I enjoy spending time here with my family and friends!

CHRIS



Spring Green, WI

Golf, Shakespearean theater & a tour of Taliesin (the 800-acre estate of Frank Lloyd Wright) is great!

KRISTIN

GENTIAN

— CALENDAR —

WHAT'S COMING UP!

BULLETIN

HAPPENINGS

MONDAY, MAY 30TH

MEMORIAL DAY

MEMORIAL DAY

The Markets, along with our office, will be closed in observance of Memorial Day. We'd like to express our sincere gratitude to all who have served and continue to serve our great country.



JUNE BIRTHDAY CLUB!

Calling all June Birthdays! Join us for a birthday party in honor of YOU on June 15th at 11AM at the Gentian Hall. Check your weekly bulletin to RSVP online!

PROTECT YOURSELF AGAINST IDENTITY THEFT

Join Us!

FOR GENTIAN'S

FIRST ANNUAL

SHRED

EVENT

1ST ANNUAL SHRED EVENT

Stop by Gentian on Wednesday, July 20th for our first Annual Shred Event. A food truck, shredding bins and refreshments will be available for your enjoyment. More details coming soon!

IMPORTANT

Dates

MAY 25TH
MAY 30TH
JUNE 15TH
JUNE 20TH
JUNE 21ST
JULY 4TH
JULY 7-10TH
JULY 20TH

May Birthday Club @ 11AM
Memorial Day Observed
June Birthday Club @ 11AM
Juneteenth Observed
Summer Begins!
Independence Day Observed
Gathering On The Green
1st Annual Shred Event (invite coming soon!)

Gentian Wednesday Bi-Weekly Updates:

- 5/25 @ 9AM CT
- 6/8 @ 9AM CT
- 6/22 @ 9AM CT
- 7/6 @ 9AM CT
- 7/20 @ 9AM CT
- 8/3 @ 9AM CT

SMART GLASSES?



Google CEO Sundar Pichai teased a pair of smart glasses capable of translating languages in real time. Pichai showed a video demo of the glasses during Google's I/O developer summit. While they're still just a prototype, Google suggested the glasses can show live language translations to the person wearing them.

So, someone with the augmented reality glasses might be able to understand what another person is saying just by reading captions that are presented through the lenses while the other person speaks.

It's unclear if Google's glasses will ever hit the market, but the prototype provides a sense of where Google thinks augmented reality can be helpful.

The company first ventured into smart glasses roughly a decade ago, but Google Glass was unappealing to most consumers due to a limited launch, high initial pricing and privacy concerns. Google, though, has appeared to keep pushing into the space. In 2020, it acquired North, which was an Amazon-backed company that made smart glasses.

<https://www.cnn.com/2022/05/11/google-smart-glasses-prototype-translates-languages-in-real-time.html>

GENTIAN Client Appreciation BE OUR GUEST!

JULY 7-10 2022

VIP GUEST THAT IS!

Just steps from our office in Mequon at Rotary Park, we invite you to take in the sights and sounds of your chosen performer from the decks of our Gentian Hospitality tent! Avoid the crowds, enjoy comfy seating and complimentary food + drinks! (We even have private bathrooms for our guests for a most stress free experience!)



Music + Memories

> > > > >

We hope you'll join us for one of the musical performances listed below. RSVP required. Tickets are required for entry. Please stay tuned for how to RSVP and more details!



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