



LIVE HAPPIER; LIVE BETTER!

We all have different ideas of the people we aspire to be, making self-improvement an intrinsically personal process. There are general steps we can all take to lead happier, more enriching lives:

1. Invest time doing things you love

It can feel self-indulgent to engage in activities solely because you enjoy them, without worrying about productivity or other responsibilities. But as the old adage goes, "time you enjoy wasting is not wasted."

2. Eat, drink and be merry

By researching "blue zones" – areas where people live long and well – we have found that individuals with longer lifespans tend to have healthy diets that include red wine and smaller portions.

3. Become a mentor

Whether you lead the training process of a new employee at work or volunteer to become the mentor of a child in a local school, using your knowledge and guidance to empower others can help you feel more personally fulfilled.

4. Make friends out of strangers

Investing time in your current friends and making new ones can not only provide you with a reliable support system, it can also improve your physical health.

There are a myriad of ways to engage in self-improvement. You can take steps as small as journaling more often or as meaningful as starting a new career. No matter how you choose to celebrate Self-Improvement Month this September, we hope it leaves you feeling happy and fulfilled.

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A PLAN FOR ALL SEASONS

IMPORTANT DATES

OCTOBER 1

Final day to establish a SIMPLE IRA plan or a safe harbor 401(k) to be effective for 2022.

OCTOBER 15

Open enrollment for Medicare Parts C and D begins. Make any changes to your coverage by Dec. 7.

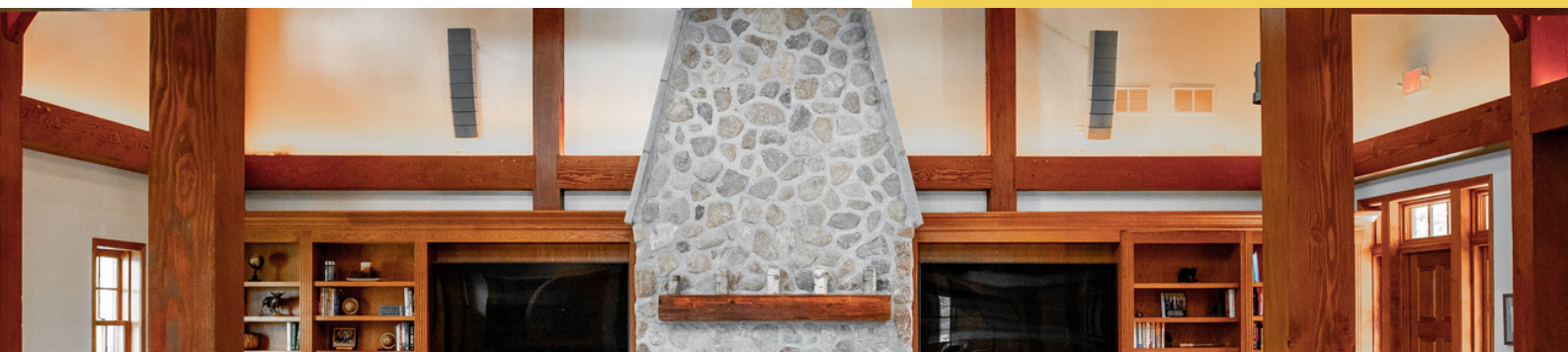
OCTOBER 15

It is also the final day to file a 2021 income tax return for those issued an extension.

THINGS TO DO

- ❑ **Confirm cost of living:** Next year's Social Security adjustment is typically announced in October.
- ❑ **Adjust your coverage:** Ready your documents for Medicare open enrollment, if eligible. If you're working and your employer offers benefits, take the time to understand them.
- ❑ **Tend to your portfolio:** If you're invested in mutual funds, don't forget about capital gains distribution dates that typically fall in December. Consider balancing your realized capital gains with losses where appropriate. Talk to us about whether this strategy might help lower your tax liability.
- ❑ **Refresh your plan:** It's important to monitor your retirement and investment accounts regularly and make adjustments to insurance and estate plans as needed. The holidays can be a good time to do this if you want to discuss what you're planning with close friends or relatives.

- ❑ **Fend off fraud:** Start by tracking and reviewing all of your bank and credit card statements for irregular activity. You can also request a copy of your consumer credit profile and stay on the lookout for scams asking you to confirm or update your account information via email.
- ❑ **Engage in smart giving:** As deadlines for year-end gift and charitable contributions approach, make a strategy for your philanthropic goals. Consult with us if you're interested in donating appreciated stock or bunching a few years' worth of donations in a donor advised fund to help you meet the threshold for itemizing on a tax return.
- ❑ **Revisit your resolutions:** Review the financial planning you did for the past year. Did you make progress toward your goals?



NATIONAL PHILANTHROPY DAY is Nov. 15. To take the celebration a step further than writing a check, consider how you can teach the joy of giving to the next generation. If you want your charitable spirit to have more influence in your estate plan, connect with us to learn more!



GENTIAN RETIREMENT

SOCIAL SECURITY NEWS

In the 2022 Annual Report to Congress, the Trustees announced:

The asset reserves of the combined OASI and DI Trust Funds declined by \$56 billion in 2021 to a total of \$2.852 trillion.



The total annual cost of the program is projected to exceed total annual income in 2022 and remain higher throughout the 75-year projection period. Total cost began to be higher than total income in 2021. Social Security's cost has exceeded its non-interest income since 2010.

The year when the combined trust fund reserves are projected to become depleted, if Congress does not act before then, is 2035 – one year later than last year's projection. At that time, there would be sufficient income coming in to pay 80 percent of scheduled benefits.

Other highlights of the Trustees Report include:

- Total income, including interest, to the combined OASI and DI Trust Funds amounted to \$1.088 trillion in 2021 (\$980.6 billion from net payroll tax contributions, \$37.6 billion from taxation of benefits, and \$70.1 billion in interest).
- Total expenditures from the combined OASI and DI Trust Funds amounted to nearly \$1.145 trillion in 2021.
- Social Security paid benefits of \$1.133 trillion in calendar year 2021. There were about 65 million beneficiaries at the end of the calendar year.
- The projected actuarial deficit over the 75-year long-range period is 3.42 percent of taxable payroll – lower than the 3.54 percent projected in last year's report.
- During 2021, an estimated 179 million people had earnings covered by Social Security and paid payroll taxes.
- The cost of \$6.5 billion to administer the Social Security program in 2021 was a very low 0.6 percent of total expenditures.
- The combined trust fund asset reserves earned interest at an effective annual rate of 2.5 percent in 2021.

BIOHACKING: OPTIMIZE YOUR BODY AND BRAIN TO LIVE BETTER

In a quest for immortality, you may conjure images from the silver screen. Billionaires and rogue scientists in hidden labs, testing the bounds of human limitations with experimental concoctions, hoping to induce superhuman capabilities. And while Hollywood's version is fanciful, it's not that far from what's happening in the real world.

We're talking about biohacking. It's a form of self-improvement that blends technology, wellness and antiaging science to potentially optimize how human bodies and brains function. There are those who take biohacking to extremes and those who tread cautiously as they attempt to gain control over their own biology. Some biohackers experiment outside of formal labs and institutions, in gray legal and ethical areas, treating their bodies more like hardware to be manipulated in new ways.

If some biohacks seem like science fiction, know that anyone can leverage more accessible biohacking to enhance their biology and quality of life through regenerative, well-researched techniques like *better sleep, nutrition, exercise and mental health*. Being well-informed and understanding what works best for your particular body will help get results.

CONSIDER THESE LIFE HACKS

- Look for clues in your DNA
- Use tech to track sleep
- Play to your genetic strengths

SOMETHING OLD SOMETHING NEW

Some "hacks" stem from age-old practices from around the world. Deep meditation to reduce anxiety and pain as well as intermittent fasting come to mind. Questions surround the effectiveness of the latter, and some critics worry it could create eating disorders. However, nutrition generally lands among the safer ways to optimize our bodies, boost immune systems and slow or even reverse aging.

Biohackers look for clues among their DNA, using some thing called nutrigenomics. At-home DNA tests from any number of providers can unveil genetic markers that are said to indicate a need for certain vitamins,

minerals, antioxidants, amino acids or other nutrients. For example, your 9b21 result could indicate a predisposition to cardiovascular disease, which may prompt you to add more omega-3 fatty acids or tocotrienols to your diet with the help of a qualified nutritionist or doctor.

BIOHACKING: OPTIMIZE YOUR BODY AND BRAIN TO LIVE BETTER (CONT...)

As you may have guessed, biohackers seek empirical evidence of a hack's efficacy. Wearable tech allows biohackers to track all kinds of data, like sleep patterns, for example. And studies show that quality sleep can extend lives, boost immune systems and deter many diseases. The deep meditative state resets the body and costs nothing but discipline and routine. And, yes, it means removing all screens, including your phone, from your line of sight at least an hour before bed. A dark room, optimal temperatures and white noise also can facilitate restorative slumber.

The study of epigenetics has shown that our environment and behaviors affect the way genes work, but these changes tend to be reversible.

While genes play into our overall health, so do behaviors like how we handle stress, what we eat and how well we sleep and exercise. When it comes to movement, quality and intensity matter but so do posture, stretching and recovery afterward. Research also indicates that mindfulness, meditation and spending time outdoors to get some sun and get in touch with our true nature are vitally important.

Getting those factors under control may result in better cognition, higher energy and a more youthful appearance all while lowering your risk of major disease. Seven-time Super Bowl winner Tom Brady reportedly follows many of these suggested practices, including meditation and yoga. The seemingly ageless pro quarterback also practices brain games to sharpen his mind. Perhaps that's how he plans to remain on the gridiron for another five years, until at least age 50, well after many other players would permanently retire. To find out your own bio age, take this quiz at biological-age.com.

THE TAKEAWAY

Many forms of biohacking range from benign to beneficial – they're easy to do at home and easy to undo if something doesn't work as hoped. Some are backed by scientific evidence, refined over decades of experimentation or, like mindfulness, centuries of practice. Investing in your health is an admirable goal, one perhaps best pursued in conjunction with a doctor or nutritionist and a financial team who can help you plan for a long, healthy and prosperous life. However, there are forms of biohacking that can be harmful without proper precautions and experienced guidance. It can be difficult to understand the various hacks proliferating around the internet; what differentiates them from traditional medicine; and how safe, ethical or legal they are. And it will take significant time and effort for the research to catch up as we stretch the limits of imagination and what it means to be human.

Sources: vox.com; forbes.com; bbc.com All expressions of opinion reflect the judgment of the author and are subject to change. Raymond James is not affiliated with any organization mentioned above. Investing involves risk including the possible loss of capital. There is no assurance that any investment strategy will be successful. Withdrawals from tax-deferred accounts may be subject to income taxes, and prior to age 59½ a 10% federal penalty tax may also apply.

CARPE DIEM
/KÄRPÄ 'DĒ,EM/

Engage and delight all your senses. Spend your time and energy on the events and trips that offer amazing vistas, succulent culinary delights and music that soothes your soul.

MEET AKIRA!

"I love her talkative personality & curiosity of the world. It is impossible not to smile when you see her."

MIKE



MEET NASH!

"Born on the day of my first shoulder surgery in 2010. Nash was a special dog that helped me through those times."

ZACH



SOMEDAY!

"Although we do not currently have a pet, I have two people that would love a pair of puppies!"

ASHLEY



MEET COCO!

"Love chilling with ma baby doge on my rooftop deck!! Coco is a schnoodle & is 14yrs old... matriarch of the family doggos!!"

LISA

MEET SAIKA & SHANDY!

A mom and daughter pair (age 14 & 10). "They love to run and soak up the fresh air and sunshine."

JULIE



MEET FIONA!

"This photo was taken the day she was adopted through Urban Cat Coalition, a local TNR cat rescue group."

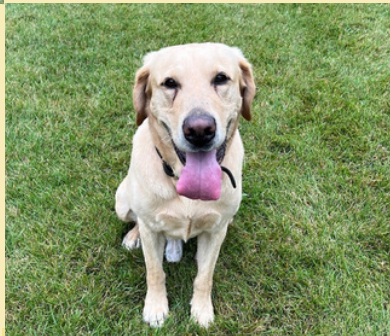
ANGIE



MEET HEELY!

"Our 10yr old POA (Pony of America). My mom got me into horses when I was 8 years old & I have had them ever since!"

JENNY



MEET RAYNOR

"Our family spends time with this special guy from time to time; his visits also include a stop at the Gentian office!"

CHRIS

MEET BEEZER!

"Our 9 year old Pug loves lazy days and sleeping in. He also loves to ride in the car and go for boat rides!"

PETER



MEET MARLO!

"A five yr old, English Cream Golden Retriever, that gives so much love to us all."

KRISTIN



MEET THE ANIMAL LOVER!

"My daughter Sydney loves all animals especially birds and ponies. We've even found her be-friending a spider!"

RYAN



MEET FLASH, SAMMY, CAT 9 CAT BOY & TWINKLE!

"Meet the fish won at the Ozaukee County Fair! :)"

KEN

PRESERVING WEALTH ACROSS GENERATIONS



Establishing these documents early on can simplify the process of detailing your philanthropic and financial values, who inherits what, and how you want to be remembered.

- ▶ Legal will
- ▶ Ethical will
- ▶ Revocable living trust
- ▶ Durable power of attorney for financial affairs
- ▶ Durable power of attorney for medical decisions
- ▶ Living will for quality of life decisions

YOU'VE achieved a certain level of success, and you understand that the privileges of significant wealth comes with challenges in equal measure. Among those challenges is successfully passing your wealth and values on to the next generation. It's not a challenge you'll face alone; \$30 - \$41 trillion is expected to be passed from one generation to the next by 2048*. The problem? Without careful planning, almost 70% of heirs' money, assets and family harmony disappear after an estate transition.

RESOLVING COMPLEXITIES

While you can never completely eliminate risk from your life, you can take steps to create a safety net for you and your family by employing thoughtful risk management. Talk to us about what could go wrong when you're trying to protect your family and your wealth, we can run hypotheticals to determine where you're assuming too much risk – and what risks you can transfer through an insurance policy, trust or other measure.

All this is a reminder that comprehensive estate planning is a dynamic process that requires adjustments and monitoring to keep up with shifting tax laws, emerging wealth strategies and your ever-changing circumstances.

VIEW YOUR ESTATE PLAN AS A LIVING, BREATHING DOCUMENT, ONE THAT EVOLVES AS YOUR LIFE DOES.

FAMILY WEALTH TRANSFER

You've worked hard to successfully grow and preserve your wealth. Now you want to share it with family and favored beneficiaries. This process has its fair share of i's to dot and t's to cross. We know this well and are here to help you feel confident with the logistics of your wealth transfer, coordinating with your team of professionals to create a well-laid plan.

Considering the complexities affluence brings, nuanced strategies can aid in the wealth transfer process. For instance, if you're concerned a family member isn't prepared for or capable of handling significant wealth, an incentive trust can provide a certain level of comfort. If your priority is instead on minimizing estate or federal gift tax, an irrevocable life insurance trust or qualified personal residence trust can assist, depending on your needs. This list goes on, with opportunities at every turn to deepen your wealth transfer plan, as well as your confidence in it.

ESSENTIAL DISCUSSIONS

Once you've worked through the complexities of establishing both a legal will and family love letter, consider how best to share this information with your loved ones. These family discussions about wealth transfer are paramount, as they create a forum for open discussion, a place where questions and concerns can be raised. A place where all voices will be heard.

Plan It. Live It. Give It.



10 Things You Should Know About Health Savings Accounts

Here are 10 things you should know about Health Savings Accounts (HSAs) that can help you plan for healthcare expenses now and in retirement.

1) TAX EFFICIENCY

HSAs are the first triple tax-free retirement investment vehicle. That means contributions are pre-tax or tax deductible, no tax on earnings or interest, and withdrawals for qualified medical expenses are tax-free.¹

2) CONTRIBUTIONS BEFORE TAXES

For contributions made from payroll deductions, an HSA contribution goes in before FICA and taxes which is 15.3% lower than a traditional 401(k) contribution.¹

3) FAMILY COVERAGE

If needed, HSAs can be used to pay for qualified medical expenses of a spouse or child even if they are covered under another medical plan.

4) KEEP IT ROLLING

The money you don't use can roll over year after year. It is a common misconception for HSAs to get lumped in with Flexible Spending Account plans (FSA).

5) NO OBLIGATIONS AT AGE 72

Unlike with a 401(k) plan, you don't have to start Required Minimum Distributions (RMDs) at age 72.

6) KEEP A PAPER TRAIL

You can use your HSA to repay yourself for any past qualified medical expenses with after-tax money as long as you keep your receipts.

7) EMPLOYER CONTRIBUTIONS

Employers can offer a contribution, within the annual limit, to help offset higher deductibles.

8) START SAVING FASTER

Some providers offer immediate investing capabilities on the first dollar to help accumulate health savings faster.

9) PENALTIES

Distributions before age 65 that are used for non-qualified medical expenses are subject to income tax and additional 20% penalty tax. After age 65, you can take distributions for non-qualified medical expenses penalty-free, but they will be taxed as income.^{1, 2}

10) NO INCOME LIMITS

There aren't any income limit restrictions, minimums, or phase-outs like the ones associated with a Roth IRA.

What is an HSA?

A savings account used in conjunction with a high deductible health plan (HDHP) that allows users to save money tax-free to pay for qualified healthcare expenses.

What is an HDHP?

A health insurance plan with a high minimum deductible that the insurance holder must pay for medical expenses before insurance coverage kicks in. Minimum annual HDHP deductibles for 2022 are \$1,400 for an individual and \$2,800 for a family.

Contribution Limits for my HSA?

Annual contributions for 2022 top out at a high deductible of \$3,650 for an individual and \$7,300 for a family. Individuals over 55 may contribute an additional \$1,000 each year.

When can money be taken out of an HSA?

HSA holders can make a withdrawal tax-free any time as long as it is being used to cover qualified medical expenses.³

What is considered a "qualified medical expense"?

Doctor visits, diagnostic tests and lab fees, prescription medication, eye and dental exams, psychiatric care and many others.³

DIGITAL ASSETS

While it's always important to keep your accounts secure, that security can mean frustration for your family members if you suddenly pass away. After all, if you're the only one who knows your passwords, death means that your accounts are locked forever. *Did You Know?*

Both Google and Facebook offer users features that let others "inherit" their accounts after death. And now Apple offers that feature too!

Apple's Digital Legacy program lets you designate up to five "Legacy Contacts" who can inherit your Apple ID and all its data when you pass. They'll need to accept the invitation and provide proof once you've passed, but once they're approved, they'll have full access to your Apple ID's passwords, photos, documents, text messages, and more.

You can choose your Digital Legacy contact using a computer or the Apple ID menu on your iPhone and iPad. You'll need to make sure that your iPhone, iPad, or Mac is fully updated. They'll need to be at least running iOS 15.2, iPadOS 15.2, or macOS Monterey 12.1 respectively.

HOW TO SET IT UP:

1. On your iPhone, open your "Settings" app.
2. In "Settings," tap on your Apple ID profile at the top of the menu.
3. Tap on "Password and Security."
4. Toward the bottom of this menu, tap on "Legacy Contact."
5. Follow the steps required.

Contact your estate planning attorney to learn more about protecting your digital assets.

Source: <https://www.businessinsider.com/apple-digital-legacy>

GENTIAN | SPOTLIGHT

Get To Know *Chris* Doughty

An Iowa native and avid learner, Chris works with professional education groups including Empowered Wealth, Strategic Coach, Ed Slott's Elite IRA Advisor Group, Abundance 360 and the Academy of Preferred Financial Advisors to enhance his knowledge yearly. As a lifelong athlete, health and fitness continuously peak Chris' interest; and that is why you will find him spending time with his family on the golf course or playing volleyball together. Chris, his wife, Deb and daughters, Isabelle (age 16) and Samantha (age 14) live just a minute away from Gentian in Mequon. They enjoy spending time together at the family farm, just 2 minutes from the Gentian office where they have two working farm cats.



(George & Ebenezer)



Chris began his career as a financial advisor in the early months of 1996. Fast forward 10 years, after successfully earning the CERTIFIED FINANCIAL PLANNER designation, Chris and his former partner join Raymond James. In January of 2015, Chris opened the doors of Holstein School in Mequon, WI (now known as Gentian Financial). Those who know Chris feel he is truly unique in our industry and we are grateful for the perspective he brings with every encounter!

THE REAL COST OF FREE APPS AND SERVICES

Learn how to protect your personal information when using free services.

You may use “free” apps for online shopping, email, cloud storage, and social media without really thinking about why those services are ‘free.’ They are most likely free because they are harvesting and selling data about you, such as your preferences, age, race, marital status, interests, and location, among other things. These businesses sell user data to advertisers, who use that data to direct targeted advertisements to you based on your interests and online activity. For example, if you browse for shoes online, you may see ads for shoes on other sites you visit for a while after that. If you use a free site or app that finds promotional codes for you to apply at checkout, it may be collecting and selling the data that you share.

What is the harm in this?

While some may feel uncomfortable with targeted advertisements, others may like when advertisers connect them to products and services that align with their interests. So, what is the harm? It is that information you wish to keep private may never actually be private. When you search the web on a free service, your activity may be broadly tracked—including, for example, searches related to a medical condition you don't want others to know about—and shared with third parties.

In addition, many social media companies collect your data and then sell it, or even use it, for purposes you may not be entirely aware of. Think back to the Cambridge Analytica scandal in 2018, where millions of people were unaware of their Facebook data being harvested for political advertisements. Social media posts can also include photos or information about others who have not consented to the publication of their information (for example, children or friends who do not have social media profiles).

Digital marketing companies will combine this information to build a robust digital profile—a centralized collection of everything they know about you, your friends, and your family—and sell it to a number of sources. Do you have the right to make those choices for your friends and family?

What can I do?

Determine whether you want to use a particular free app or software in exchange for your personal information. Here is what you can do to help come to a decision:

- Do not click on links for free apps. Independently search for the app in your device's app store.
- Read the Privacy Notice and Terms of Use. These documents describe how the company uses your data, such as whether they share your information with third parties.
- Figure out where the company is located and where your data is stored because data rights vary among countries (and in some cases, states). Once you know the location of the company and where your data is stored, look into the data rights you may be afforded (such as the right to request deletion of your data).
- Manage your settings and preferences. If you do not want your data shared with third parties, check the privacy settings of the app or software to see if you can opt out of data sharing, activity tracking, or interest-based ads.

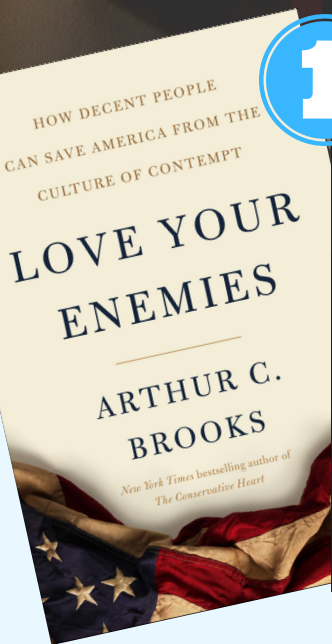
As you may have heard time and again, if you are not paying for it, you are not the customer; you are the product. It's always a responsible practice to be intentional with the types and amount of personal information you share, and to question a service that seems “too good to be true.”

GENTIAN

— HAPPENINGS —

UPCOMING EVENTS

1



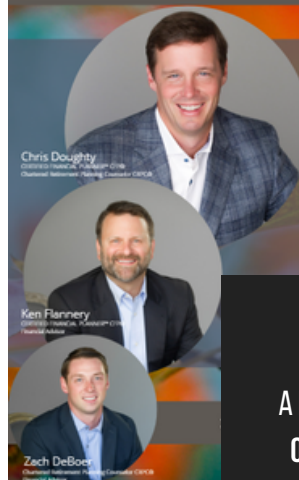
THURS SEPT 22ND
@ 9:30AM CT

VIRTUAL
BOOK CLUB

Let's revisit the vital concepts presented in this book and share how your personal journey is going! Haven't read it yet? No problem - we will provide a summary AND reveal our NEXT BOOK club selection!

2

TAX PLANNING, ESTATE PLANNING & RETIREMENT INVESTMENT PLANNING SINCE 1995



GENTIAN
FALL FORUM

IN PERSON!

APPLETON
OCT 4TH

OR

WAUWATOSA
OCT 6TH

JOIN US at Bridgewood Resort on Tues, Oct. 4th in Neenah, WI or Blue Mound Golf & Country Club in Wauwatosa, WI on Thurs, Oct. 6th to explore market updates, planning practice principals and purpose through the Gentian lens!

3

VIRTUAL

THURS NOV 3RD @ 10AM CT

Another exciting Zoom event providing up to the minute information on cyber attacks, and how Raymond James protects your data. We'll be sharing useful tips on how to improve your security.

ARE YOU
**CYBER
SECURE?**

JOIN US FOR A
CYBERSECURITY WEBINAR!
FEATURING RAYMOND JAMES BUSINESS INFORMATION
SECURITY LEAD, JESSICA RICE

THURSDAY
NOV 3 @ 10AM CT
VIA ZOOM



RSVP!

HOVER YOUR SMARTPHONE OVER THE QR CODE TO REGISTER!

GENTIAN
— RETIREMENT —

SEPTEMBER
28th

OCTOBER
12th

NOVEMBER
9th & 30th

DECEMBER
14th



STAYING CONNECTED WITH YOU!

SEP 22ND

Love Your Enemies Recalibration: Part 2 @ 9:30AM CT via ZOOM | Autumn Begins

SEP 28TH

Ladies & Gentian: Purpose Workshop @ 10AM CT via ZOOM

OCT 4TH

Appleton Fall Forum: Bridgewood Resort @ 11AM

OCT 6TH

Milwaukee Fall Forum: Blue Mound Golf & Country Club @ 10:30AM

OCT 12TH

October Birthday Club @ 12PM | Columbus Day

OCT 26TH

Purpose Workshop with Chris Doughty @ 9AM CT via ZOOM

NOV 2ND

November Birthday Club @ 12PM

NOV 3RD

Cybersecurity Webinar @ 10AM CT via ZOOM

DEC 3RD

Holiday Client Appreciation Event - Details Coming Soon!

DEC 14TH

December Birthday Club @ 12PM



Plan It. Live It. [Give It.](#)



RSVP!

Hover your
smartphone
camera
and tap!

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