



LIFETIME
Asset
Management

LifeTime Asset Management
4700 Homewood Court, Suite 340
Raleigh, NC 27609

www.lifetimeasset.com
info@lifetimeasset.com

Life at LifeTime Asset

Welcome to LifeTime Asset Management's 2019 Q2 newsletter. We would love any feedback you would like to send us, as well as suggestions for topics that you would like to see included.

A Letter from Alan King

At a recent dinner party, I was struck by what the word "family" means to me. The definition is easy when considering spouses, siblings, parents/children, in-laws, etc. For me the definition is more broad, but even more meaningful. I include our neighbors with whom we've shared laughter and tears, former colleagues with whom time and distance disappear when we reconnect, teammates and competitors alike from tennis and volleyball who shared the joy of camaraderie and competition, and of course my LifeTime Asset Management (LTAM) family.



My wife (Susan) and I first met Guy more than 25 years ago when he was the local agent for an insurance policy. Susan and I owe Kathy (Guy's wife) and Kelly (Guy's daughter) apologies for keeping Guy late at many of our early meetings. Discussions about investing, the economy, market theory, and a host of other financial and non-financial topics were great, but the best part was getting to know Guy. From the very beginning as clients we felt that we were part of the family. Getting to know Matt when he joined LTAM years later only extended the family.

During those years as a client, the relationships continued to grow and prosper. After many years in the IT world, I had been contemplating what else I wanted to do and to learn. In the back of my mind, I knew one thing I really wanted was a chance to work with Guy and Matt. At a very serendipitous review meeting in late 2015, Guy mentioned an opportunity to work at LTAM was available and to let him know if we knew of anyone. I raised my hand so quickly, I nearly dislocated my shoulder. Susan was a bit surprised but before we got home that night, we knew it was an opportunity that could not be missed.

I knew then, and I get confirmation daily in the 3.5 years since that I would always be surrounded by the LTAM family. That not only includes everyone in the office (which now literally includes family with my sister Christine joining us in 2018), but it also includes all of our clients: those that we have known outside of LTAM for many years and also new clients that we have welcomed over the years.

I will forever be grateful to Guy for starting LTAM and sharing his knowledge and wisdom; to Matt for his dedication and vision as LTAM continues to grow; to our wonderful staff; to you, the best clients in the world; to our friends and neighbors; to our respective King/Johnson relatives; and to Susan, my BFF. Thank you all for being part of my family.

The trivia question in the Q1 newsletter was "On 7/5/82 I (Guy Swain) had the opportunity to pursue these goals by moving to Raleigh and starting my own firm, Swain & Associates. ...this was the genesis of LifeTime Asset Management (LTAM). Who knows what other significant event happened on the same date (7/5/82) that will later have a profound impact LTAM?"



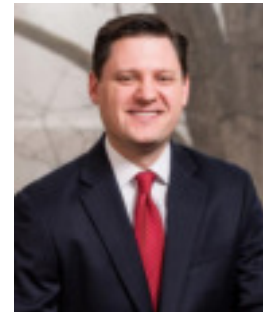
The answer is: Matt Glova was born in Detroit, Michigan on July 5, 1982.

Now try this one: Lifetime Asset Management has been affiliated with Commonwealth Financial Network for many years. In what year did this affiliation begin? The first 5 that respond correctly will receive a \$25 gift card of your choice for Panera or Amazon!

Matthew Glova Named to Forbes Best-in-State Wealth Advisors List for 2019!

We are excited to share that our own Matthew Glova has been named to Forbes Best-in-State Wealth Advisors List for 2019! This is a great recognition that reflects all of the hard work Matt puts in.

[Click here](#) to find out more!



The 2019 ranking was developed by SHOOK Research, based on meetings to evaluate each advisor qualitatively and on a ranking algorithm that includes client retention, industry experience, review of compliance records, firm nominations, and other quantitative criteria. Overall, 30,000 advisors were considered, and 3,500 (11.6 percent of candidates) were recognized. This award is not indicative of the advisor's future performance. Your experience may vary. Some states may have more advisors than others. SHOOK does not receive a fee in exchange for rankings.

Spotlight on... Leslie Gaddis, Director of Financial Planning Services



For Leslie Gaddis, Director of Financial Planning Services at LifeTime Asset Management, her interest in financial planning arose out of her own personal quest to clean up her finances after a divorce. In 2006 or so, she found herself deep in debt and had just purchased a new home with no money down (remember those days?), when she realized that something had to change. She began reading as many sources on budgeting, debt reduction, saving and investing as possible, and started to get traction with her own finances. And she started telling everyone who listened what she had learned along the way. Leslie even designed and facilitated a two-part personal finance course for fellow employees at her previous job.

After almost 20 years at that job as a Geographic Information Systems Specialist, Leslie decided it was time to make a move towards a career involving her passion. As a stepping stone, she signed up for Duke University's Executive Certificate in Financial Planning program, perhaps the best decision of her life! While attending the class, she met LifeTime's Alan King, who rescued her from the drudgery of her previous job.

As Director of Financial Planning Services, Leslie is responsible for creating individualized financial plans for clients. Leslie says "Financial planning is like putting together a puzzle. I pull together many pieces of information and try to form a coherent picture for the client. Because each person's situation is different, each puzzle is unique, and forms the context for the recommendations the advisors make. We really try to understand each client's values, goals and beliefs so that the advice is relevant. It's a gift to be able to give clients peace of mind so that they can enjoy the life they have worked so hard to achieve."

Client Review Meetings in Vermont

Alan will be traveling to Vermont May 16 - 18 to meet with our clients who reside in the Green Mountain State. Invitations for scheduling a review meeting have been sent by email.

Please contact Kim Feuersanger (kim@lifetimeasset.com) if you have any questions.



Save the Date – LifeTime Asset Management's 2nd Annual Retirement Symposium – June 27th



Our annual Retirement Symposium is planned for June 27, 2019. If you are within 3 years of retirement, please consider attending this event. We had tremendous positive feedback from last year's symposium and believe that you find value in the topics we plan to present, including an update on Social Security, understanding the Medicare maze, planning for long-term care, and retirement distribution strategies. Be looking for more information on the agenda, the time, and the location.

Investment News and Updates

Reminder: Share Your Tax Returns with Lifetime Asset

With all of the recent changes in the tax code, it is more important than ever that you share with us a copy of your 2018 tax return. Some changes may affect your financial plan, investment options, and retirement planning, so we would like to review everyone's return after they are completed.

The easiest way to share your tax return is to upload it to the vault on the Wealth Management (eMoney) website. We encourage you to save all your important tax and estate planning documents here for both you and us to access. Please contact Leslie (leslie@lifetimeasset.com) if you need access to eMoney. Other options for sharing your return with us include secure file transfer of electronic copies via email (reach out to us to begin the process), mail or fax copies to us, bring them by the office, or have your CPA send them to us electronically.

We cannot provide specific tax advice, but we are aware of the significant changes in the law and can address general questions.

Qualified Charitable Deductions (QCDs)

One of the most obvious changes in the tax code for 2018 is the increase in the standard

deduction. The result is many more households will be using the standard deduction than in years past. A consequence of that is that charitable donations made in 2018 may no longer be deductible as they were previously.

We hope that this does not discourage charitable giving, but there still is a tax benefit for everyone who is at least 70½ years old and has an IRA, regardless of whether you itemize. If you make donations to qualified charities directly from the IRA, the donation(s), up to \$100,000, are excluded from taxable income. While this type of contribution is not deductible, not having to claim the distribution as taxable income is virtually the same as if it were. The added benefit is that these Qualified Charitable Distributions (QCDs) can be applied to your Required Minimum Distribution (RMD) thus lowering the tax impact of your RMD.

The IRS rules are strict and the reporting of the QCD requires coordination with your tax preparer, but it is a very nice benefit. If you want to do QCDs this year, please let us know as soon as possible so we can coordinate that with any scheduled RMD distributions to get the maximum benefit.

If you are not yet old enough to do a QCD, there are some charitable giving strategies that can maximize the tax benefits, but it does require planning. Please let us know if you are interested in learning more.

2019 Pocket Tax Tables - Correction

It has come to our attention that there is an error on page 5 of the 2019 Pocket Tax Tables, in the Health Savings Accounts section: the family contribution limit for 2018 is listed as \$6,850, but it should be \$6,900. If you would like to receive a revised Pocket Table, please contact Kim Feuersanger (kim@lifetimeasset.com).

Alert on Connecting Financial Institutions in eMoney

One of the great features of the Wealth Management (eMoney) website is the ability to link accounts from your various financial institutions to get a comprehensive view of your financial picture. The connection between the eMoney website and your other financial institutions are secure but require a fair bit of maintenance by the eMoney developers to keep up with frequent changes at the hundreds of available financial institutions.

All similar websites in the industry have this issue, but the industry as a whole is moving to a standardized connection method easing the maintenance burden while still preserving security and increasing connection stability. Over the next several months, many of these connections will be upgraded to the new method.

As we learn of the upgrade schedule, we will try to alert affected users, but if your links are not working because of this change all you need to do is re-establish the connection. This is quick and easy – there will be a link on the website to allow you to just re-enter your login credentials. No changes are needed prior to any upgrade.

If your connections are not working, you may just need to re-enter your credentials. If you aren't sure and need help, please give us a call.

Study Group Conference in Omaha, NE

This February, Matthew Glova and Guy Swain attended a study group conference in Omaha, NE. The events were put on by Cornerstone Study Group of which Matt is a member, and Pinnacle Study Group of which Guy is a member. The goal of these study groups is to bring together successful financial professionals and provide opportunities for mutual support and

growth in the financial industry.

Read more about each organization here:
Cornerstone: <https://www.cornerstonestudygroup.com/>
Pinnacle: <http://pinnaclestudygroup.com/>

We are proud to announce that LifeTime Asset Management will be co-hosting the next study group conference in Raleigh, NC this coming August.



Another Successful Shred Event



On March 23rd, LifeTime Asset held our 7th annual shred event! The event was a success, raising \$1,310 in donations which LifeTime matched, for a total of \$2,620 that went directly to the Boys and Girls Clubs serving Wake County!

Thank you to everyone that came out and showed support!

Where Will Your Path Take You?

At LifeTime Asset, we are passionate about helping you reach your financial goals. A big part of this process is understanding your priorities, your hopes, and your dreams.

Some folks are enthralled with travelling the globe, experiencing rich cultures and thrilling adventures. Others enjoy quiet time at home, fueled by hobbies and projects. Still others fill their evenings and weekends giving back to the local community.

Whether you are flying to Dubai or spending an afternoon with family in the sand, we would love to share in the little (and big!) events along your path.

Let us know about an upcoming trip or event that holds a special meaning to you, and we will send you our LTAM flag to document a photo. Post the picture to our social media, or send a photo and caption for us to post for you. Who knows, you may even be featured in next quarter's newsletter!



Market Updates

[Click Here](#) to view the Market Update for the Quarter Ending March 31, 2019

The Weekly Market Updates are available on the LifeTime Asset Management [website](#) and on our [Facebook](#) page.



Join Our Community by connecting with us on Social Media. In addition to Weekly Market Updates, you'll find articles on a variety of topics from the strength of the housing market to why ice cream is so addictive. Click on the icons below to get started.

[Visit our website](#)



**Join our
Facebook family**



**Connect with us
on LinkedIn**



**Follow us
on Twitter**

LifeTime Asset Management
4700 Homewood Ct, Suite 340, Raleigh, NC 27609
Phone 919.845.5315 | Fax 919.845.5346

Securities and Advisory Services offered through Commonwealth Financial Network, Member FINRA/SIPC, a Registered Investment Adviser. Fixed Insurance products and services offered through CES Insurance Agency.