

## Three Critical Questions to Ask Yourself about Your Financial Plan and Advisor



WEALTH MANAGEMENT ADVISORS ED MCGILL AND ROSS JUNGE, SUPPORTED BY A HIGHLY SKILLED TEAM, MAKE IT THEIR BUSINESS TO ENSURE CLIENTS ARE WELL PREPARED AS THEY NAVIGATE THROUGH LIFE AND TOWARD RETIREMENT.

### How confident are you that your current plan can withstand another 2008?

McGill Junge Wealth Management Co-Founders Ed McGill and Ross Junge both believe that a significant factor in weathering economic storms is making sure each client's personalized wealth management strategy is customized to his or her needs, time horizons, risk and return objectives, and goals. They say it's also crucial that a client's wealth management strategy is consistently aligned with his or her overall financial plan, itself a roadmap that helps clients see things with clarity and confidence.

Aligning these two "removes some of the emotion from investment decision-making," says Junge, a former Chief Investment Officer for one of the largest financial services companies in the world. "It also increases

the likelihood that people will stick with an investment strategy through market fluctuations."

"No plan is invincible," adds McGill, "but we can help clients find peace of mind and clarity in a complex world."

### How confident are you that your current financial plan will get you to—and through—retirement in a highly tax efficient manner?

From a financial advising point of view, life is a journey from the accumulation phase to the distribution phase. "Since there really is no known end date," says McGill, "distribution is harder to navigate, so we work with clients to create a more efficient plan, help improve outcomes, and legally pay less in taxes." McGill and Junge accomplish this by educating clients as much as advising them. "We want to help clients

see the bigger-picture strategy," says Junge, by focusing on strategies like:

- **Tax Diversification**—diversifying the client's assets between tax-free Roth, pre-tax qualified, and after-tax nonqualified assets.
- **Strategic Asset Location**—locating the client's investments tax efficiently between qualified and nonqualified investment accounts.
- **Tax Bracket Management**—implementing planning strategies to take advantage of lower income/income tax rates between early retirement and age 70, at which time social security and IRA required minimum distributions kick in.
- **Charitable Planning**—gifting appreciated shares and utilizing donor-advised funds to make charitable giving more tax efficient.

- **Tax Loss Harvesting**—using market and asset class corrections as opportunities to harvest tax losses to offset capital gains.

### How confident are you that your current advisor has a succession plan in place to guide you through the next 20 or 30 years?

"With business owners, we preach the importance of succession planning," says Junge. "It's only natural for us to incorporate that same planning into our team so our clients know their plans, strategies, goals, and objectives will be taken care of no matter what happens in the future." By developing the firm's next generation of hardworking, values-driven leaders and planners, says McGill, "we've strategically built a team that will last well beyond Ross and me."

**" WE HELP CLIENTS CREATE PEACE OF MIND AND CLARITY IN A COMPLEX WORLD. "**



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