LET'S TALK MONEY®

November/December 2026

COMPREHENSIVE RISK STRATEGIES

Effective risk management can help you pursue higher returns while minimizing exposure to unacceptable risks and potential losses. The question for the new year is: Does your current risk strategy safeguard your full spectrum of investments? As you review your investments for 2027, keep the following in mind.

External Factors

Does your risk strategy address macroeconomic trends, inflation forecasts, and sectoral shifts? With predictions pointing to an increasingly volatile market environment, understanding how different segments of your portfolio respond to these changes is key. For instance, are your equities well-diversified across sectors to withstand potential downturns? What about your fixed-income investments? Given interest rate fluctuations, certain bonds may pose greater risks than anticipated. You and your trusted professional can conduct a holistic assessment to answer these questions.

Your Diversification Approach

Diversifying your investments is more than a buzzword—it's a cornerstone of sound financial planning. While you may already have a mix of equities, real estate, and perhaps alternative investments, it may be time to reassess. Emerging markets have recently captured attention for good reason. If you haven't already, explore opportunities in regions projected to grow. However, be mindful of the political and economic landscapes in these areas. Doing your homework now may pay off in the new year.

Alternative Investments

Next, consider the value of alternative investments. These assets can provide an additional layer of protection because they do not move in lockstep with traditional markets. Options such as private equity, hedge funds, or commodities can serve as hedges against market volatility. Moreover, they often have unique return profiles that can enhance overall portfolio resilience. But remember, alternatives can carry risks and illiquidity, so weighing your options carefully is essential.

Tax Implications

Yes, taxes are a risk. High-net-worth investors often face complex tax situations where the wrong decisions can lead to significant liabilities. Engage with tax advisors to ensure your investments are structured optimally to minimize tax burdens. Strategies such as tax-loss harvesting or investing in tax-efficient funds can be instrumental in preserving your wealth.

Insurance

Insurance is another critical component of your risk management strategy. While you might have personal insurance and estate protection, consider whether your asset protection measures adequately cover your entire portfolio. Review your coverage options and consider integrating products that can safeguard your

(continued on page 3)

Karen Petrucco
Account Manager

LTM Client Marketing
1060 Broadway #1161
Albany, NY 12204

Tel: 800-243-5334
Fax: 800-720-0780
sales@ltmclientmarketing.com
www.ltmclientmarketing.com

I am committed to helping my clients achieve their financial goals for themselves, their families and their businesses by providing them with strategies for asset accumulation, preservation and transfer.

High Net Worth Version

LTM Client Marketing
helping financial professionals stay connected

TIMING AN INHERITANCE

Longer lifespans have transformed inheritances from profound, life-altering events into later-life financial supplements for heirs. This shift raises important questions: When should your heirs receive their inheritance—and how can you ensure it benefits them rather than burdens them?

Consider Lifetime Gifts

Estate planning isn't just about what happens after you die. Giving gifts during your life—directly or through a trust—can reduce estate taxes and help heirs now. For example, in 2026, you can give up to $19,000 per person each year without incurring gift or estate tax.

Emotional Aspects to Weigh

Receiving an inheritance late in life can create problems for your heirs. It's not just about money—it also brings the pain of losing someone. Timing can strain relationships, and giving early can ease stress by letting loved ones enjoy their inheritance while you are alive.

Involve Family Now

If you want to share your money wisely, involve your heirs in decisions now. Open conversations about money goals and family values can help everyone. This makes your heirs feel included and helps match your plans with their needs and dreams.

Ultimately, aligning the timing and method of transferring your wealth ensures your inheritance is a meaningful benefit for your heirs, not a burden. Consider how proactive planning and involving your family can help your legacy have a lasting positive impact.

TURN A TRUMP ACCOUNT INTO A TAX-FREE NEST EGG

Here's a tax-advantaged strategy using a child's Trump retirement account that you may want to discuss with your tax and financial professionals.

The Concept

Your contributions to the child's account aren't tax-deductible. However, the amounts contributed—by you or others—grow tax-deferred, offering a substantial investment advantage that supports your family's long-term goals. Maximize your contributions each year within the allowed limits, which are $5,000 for 2026 and 2027.

While the child owns the account, you manage it until they turn 18. After that, contributions and earnings made before age 18 are treated as traditional IRA contributions, subject to a 10% early withdrawal penalty, though these balances can also be rolled over into a Roth IRA.

The Twist

The twist is a series of well-planned Roth conversions. For many young adults, age 18 is an especially good time to begin, since converting amounts that—combined with earnings—stay within the 0% tax bracket means no federal income tax is owed. Similar partial conversions can continue tax-free through the college years. After that, the child can convert the remaining balance and pay tax in that year, or continue partial rollovers until the full balance is converted, potentially paying less tax overall.

Benefits

Converting during early, low-income years secures decades of tax-free growth—a lasting tax advantage. Roth contributions, including those from a Trump account established in your child's early years, may be withdrawn tax- and penalty-free before retirement, and your child can later use them to buy a home or start a business.

GIFTS THAT KE

During the holiday season, it's easy to get swept up in the excitement of gift-giving. But what if you could make your gifts unforgettable by weaving in valuable financial lessons? For parents, grandparents, aunts, and uncles, this is a unique opportunity to set your children or relatives on a path to financial literacy.

A Safety Net

While it might not be the first gift that comes to mind, life insurance can be a powerful tool for the future. Consider gifting a life insurance policy to your child or grandchild. Not only does life insurance provide a safety net, but whole life policies also accumulate cash value over time, which your loved ones can access later. Starting early usually means lower premiums and better returns—a win-win for anyone looking to secure their children's financial future.

Building Wealth for Tomorrow

Another option is a custodial investment account, such as a Uniform Transfers to Minors Act (UTMA) account. These accounts let you transfer assets to a minor, giving them a head start in investing while keeping you in charge of managing the account. You can gift stocks, mutual funds, or cash that can grow over time. For older children, you might consider a "teen"

EEP ON GIVING

account that lets your child make their own trades while you maintain ultimate control. These accounts allow them to learn the ropes of investing under your guidance.

A Powerful Gift of Knowledge

Sometimes the best gift isn't a tangible item but rather knowledge or experience. Why not spend time sharing financial wisdom? For example, host a fun family financial literacy session. Start by reviewing the basics, such as budgeting, saving, and investing, and use interactive games or apps to keep it engaging. Then discuss the importance of credit scores or hands-on budgeting. These activities can demystify financial concepts and make them more relatable.

Life Skills with a Financial Twist

There are workshops and classes on everything from stock market basics to entrepreneurship. These can make great gifts for the kids in your life, as they not only create memorable moments but also instill skills that are useful in adulthood.

As you make your holiday gift list this year, think outside the box. By giving loved ones the tools to manage their finances responsibly, you're not just preparing them for their future – you're paving the way for a legacy of financial wisdom.

COMPREHENSIVE RISK STRATEGIES

(continued from page 1)

investments against unforeseen events, such as financial disasters or health crises.

New Laws and Regulations

The financial landscape can shift dramatically with new laws and regulations. Stay current through credible sources, and consider joining think tanks or exclusive investor networks to exchange insights and strategies with your peers. Anticipating regulatory changes can give you a competitive edge, enabling you to pivot your strategies proactively rather than reactively.

Comprehensive risk management includes a thorough assessment of your portfolio, diversification across asset classes, tax optimization, insurance coverage, and staying informed about the regulatory landscape. By taking these steps now, you'll be well-positioned to safeguard your wealth and navigate the challenges ahead.

FRUGAL HABITS TO KEEP

Comfort doesn't rule out frugality. Frugal habits help preserve wealth and support wise financial decisions—worth keeping no matter your financial status.

Budgeting Wisely

A budget helps you track spending and identify savings, and keep your lifestyle from getting out of control. Categorize expenses—housing, investments, travel, entertainment—and hold yourself accountable. Knowing where your money goes is essential to long-term wealth management.

Smart Shopping

Wealth doesn't require splurging. When shopping for groceries or luxury items, look for deals, use discounts, or consider high-quality second-hand goods—being a savvy shopper pays off regardless of your finances.

Investing in Quality

You might be tempted by trendy gadgets, but buying quality products pays off. Quality shoes or timeless furniture may cost more upfront but save money over time by reducing replacements.

Maintaining Long-Term Relationships

Frugality isn't just about saving money; it's also about valuing relationships. Instead of always dining out or attending expensive events, host gatherings at home. It cuts costs and fosters more meaningful connections, and cooking for others is a fun way to showcase your skills!

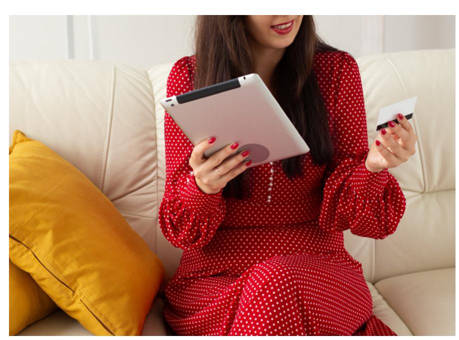
Mindful Travel

Travel can bring joy without overspending. Choose off-season trips or lower-cost destinations, use rewards programs, and look for package deals—adventure doesn't require lavish spending.

Philanthropy with Purpose

Instead of just donating, get involved in charitable work. This connects you with causes, helps you budget your giving, and lets you evaluate impact.

Maintaining frugality enhances your wealth rather than undermining it. By adopting these habits, you protect your assets and foster a mindset that values both money and relationships. Wealth may be fleeting, but wise choices secure your finances for years to come.



PUT YOURSELF ON YOUR HOLIDAY GIFT LIST

It's easy to get caught up in gift-giving for friends and family. But have you considered gifting yourself something this year? No, not that luxury vacation or sleek new vehicle you've been eyeing. I mean the priceless gift of a comfortable retirement. With the right strategies, you can secure your financial future while enjoying the present.

Maximize Your Contributions for 2026 and Beyond

As the end of 2026 approaches, it's essential to maximize your contributions to IRAs, 401(k)s, and 403(b) plans, and to plan to make maximum contributions in the future. If you're age 50 or older, take full advantage of catch-up contributions. These additional contributions can significantly boost your retirement savings.

But don't stop there—look into deferred compensation plans offered by your employer. These plans can help shelter a portion of your income from immediate taxation, which is especially advantageous if you expect to be in a lower tax bracket upon retirement. Take the time to speak with your financial professional about the options that best suit your financial needs and goals.

Plan for Health Needs

As you age, you're more likely to need help with daily activities. Long-term care and other health needs can quickly deplete savings if not properly planned for. It's worth exploring long-term care options, such as a dedicated fund to cover these potential expenses.

Consider Annuities

Annuities can be a powerful tool for ensuring a stable income in retirement. They offer guaranteed payouts for a set period or for the rest of your life, providing peace of mind that you won't outlive your savings. However, it's crucial to understand how annuities are structured and how they fit into your overall financial strategy.

Depending on your liquidity needs and investment strategy, working with a professional can help you navigate the available products.

Coordination With Other Investments

Lastly, ensure your retirement planning stages align seamlessly with your other investments. The goal is to create a balanced approach that aligns with your overall financial goals. Diversification remains key, and how you allocate your assets can significantly affect the quality of your retirement. Engaging a reputable financial advisor can help ensure that all your investments work toward a common goal—your comfortable retirement.

So this holiday season, consider putting yourself on your gift list. With these strategies in mind, you'll take major steps toward securing your financial independence. A little planning goes a long way, helping you enjoy your golden years with confidence and comfort. So go ahead and start planning your future today—the best present you can give yourself!

We Value Your Input...

Your feedback is very important to us. If you have any questions about the subjects covered here, or suggestions for future issues, please don't hesitate to call. You'll find our number on the front of this newsletter. It's always a pleasure to hear from you.

FINRA

ADVERTISING REGULATION DEPARTMENT REVIEW LETTER

August 4, 2026

Reference: **FR2026-0708-0084/E** Org Id: 23568

1. LTM-179_NovDec2026-HighNetWorth
   Rule: FIN 2210
   5 Pages

The communication submitted appears consistent with applicable standards.

Reviewed by,

Jeffrey Salisbury
Senior Principal Analyst

This year's Advertising Regulation Conference will be held October 15-16 in Washington, D.C. For more information and to register, please visit our website at: https://www.finra.org/events-training/conferences-events/2026-finra-advertising-regulation-conference

NOTE: Our review is limited to the communication as submitted and does not extend to any hyperlinks, QR codes or references to other content. In our review, we assume that all statements, claims, and representations in the communication are accurate and can be substantiated.

You may state that the communication was "reviewed by FINRA" or "FINRA reviewed," but you may not state that it was FINRA approved.