



Caring with Faith: Financial Planning

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November 6, 2018

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Most Difficult Topics to Discuss

1. Personal Finance
2. Death
3. Politics
4. Religion



Caring with Faith: Financial Planning

A Spiritual View of Financial Planning

Your Trusted Advisor

Just Say No

Take the Right Amount of Risk

Making a Difference

A Spiritual View of Financial Planning

How much Money do we need to be happy?



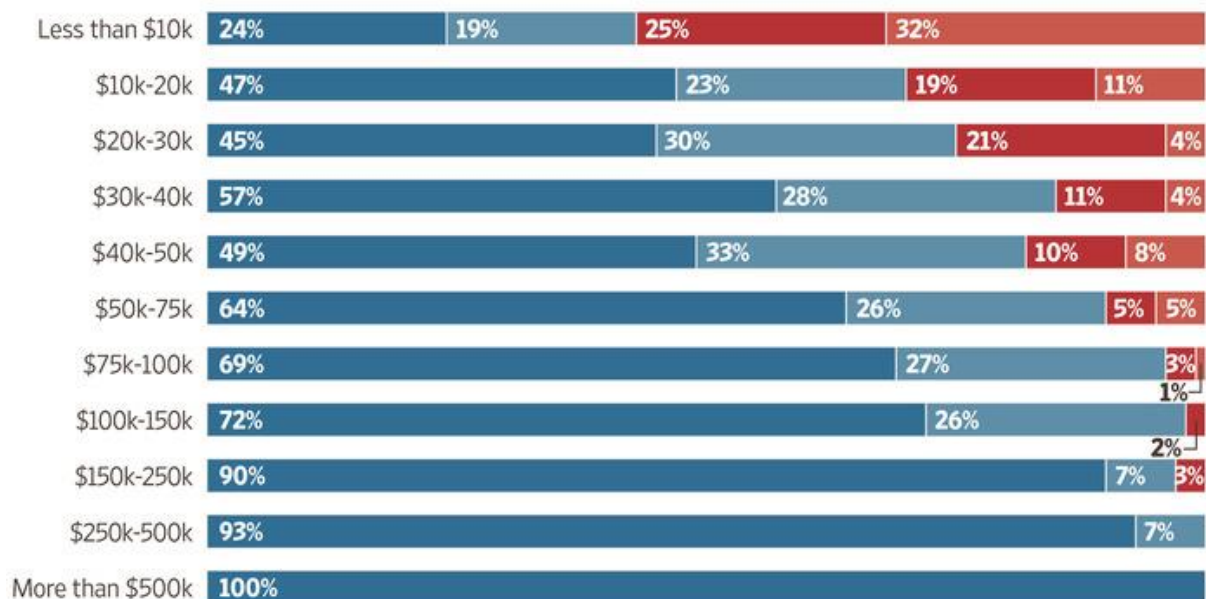
A Spiritual View of Financial Planning

If God so clothes the grass of the field, which grows today and is thrown into the oven tomorrow, will he not much more provide for you. Matthew 6:30

Are You Satisfied?

In a study by Betsey Stevenson and Justin Wolfers at the University of Michigan, the relationship between satisfaction with one's life and income in the U.S. was analyzed.

Life Satisfaction ■ Very satisfied ■ Somewhat satisfied ■ Somewhat dissatisfied ■ Very dissatisfied



Source: "Subjective Well-Being and Income: Is There Any Evidence of Satiation?" paper by Betsey Stevenson and Justin Wolfers, University of Michigan

Note: Some categories may not equal 100% due to rounding.

The Wall Street Journal

A Spiritual View of Financial Planning

It is easier for a camel to pass through the eye of a needle than for one who is rich to enter the kingdom of God. Matthew 19:24



A Spiritual View of Financial Planning

A poor widow also came and put in two small coins worth a few cents. Calling his disciples to himself, he said to them, “Amen, I say to you, this poor widow put in more than all the other contributors to the treasury. For they have all contributed from their surplus wealth, but she, from her poverty, has contributed all she had, her whole livelihood. Mark 12:42-44



A Spiritual View of Financial Planning

It's best to give while your hand is still warm. Philip Roth



Your Trusted Advisor

Open Discussions about Money lead to Better Financial Outcomes

Your Trusted Advisor

- Puts your interests first
- Is not selling you a product
- Doesn't have all the answers
- Gives advice freely or charges hourly



Your Trusted Advisor

Factors Increasing Advisor's Self Interest

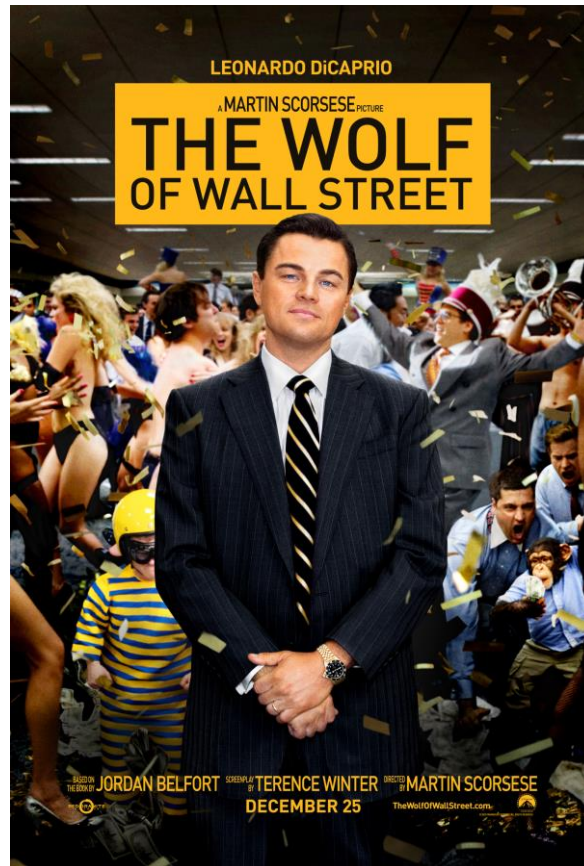
- High Fees
- Transaction Based



Just Say No

Know the Difference between a Closer and an Advisor

- Closer seeks dominance over customer
- Advisor seeks understanding of customer



Just Say No

Financial scams against seniors are the most prevalent crime of the 21st century.

Robocall volume is over 4 billion calls per month.

- Do not answer an unknown number.
- Hang up immediately on an unknown person.
- Use voice mail.



The Right Amount of Risk

Risk is first and foremost – the likelihood of losing money.

Riskier investments absolutely cannot be counted on to deliver higher returns.

-Howard Marks, Oaktree Capital Management



The Right Amount of Risk

Take as Little Risk as Possible to Meet Your Financial Goals

- The less you have, the more it needs to be protected.
- Fees and taxes are permanent losses of capital.
- Do not invest in anything unfamiliar
- Only the US Government can make a guarantee



The Right Amount of Risk

Avoid Annuities

The marketing efforts used by some variable annuity sellers deserve scrutiny—especially when seniors are the targeted investors.

-Financial Industry Regulatory Authority



Making a Difference

Action Steps to Take Today

- Consult with a trusted advisor
- Change your bank account passwords
- Make small spending changes
- Make arrangements for end-of-life
- How do you feel?
- Make everyday a Saturday



DISCLOSURES

The investment recommendations made in this presentation are general concepts and not intended to apply to any individual's specific financial and investment needs. Consult a financial advisor before implementing these recommendations.

The financial analysis used to develop this investment policy statement is based on historical investment returns. Past performance does not guarantee future results.

The services and qualifications of Madison Heights Advisors, LLC (CRD 282556) are available upon request in firm brochure ADV 2A/2B and from the SEC website <http://www.advisorinfo.sec.gov>.

ANALYST

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