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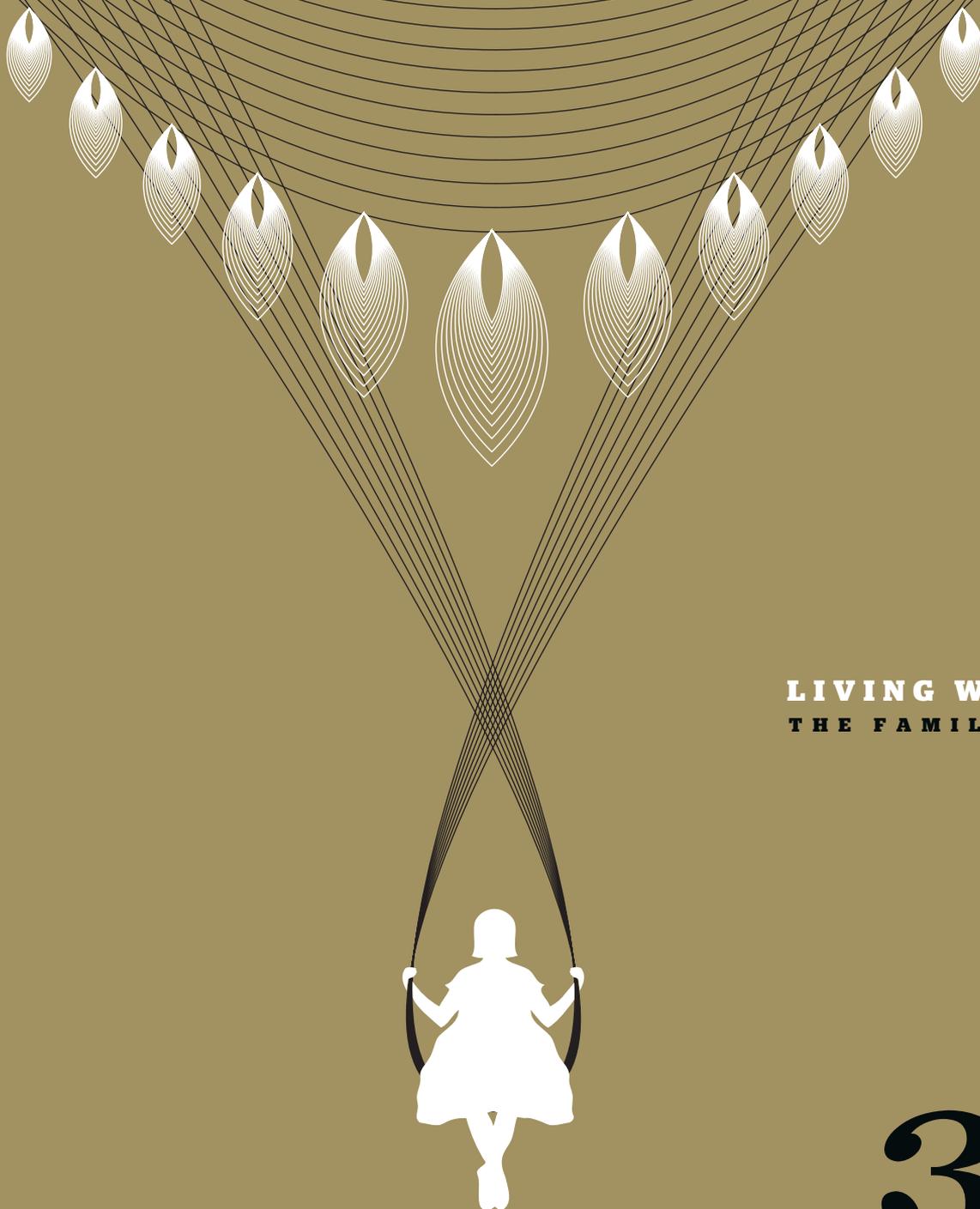
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VOLUME 23 | EDITION 03



Horwitz & Associates

Edward Horwitz, Manager
Jody Zimmiewicz, Financial Advisor

“What important factors should I consider while constructing my portfolio for retirement?”

By Jody Zimmiewicz

Investing—it isn't just about making money. It's about helping clients find ways to live well, help their children or grandchildren, put time into charitable causes they embrace and just enjoy their lives into retirement. Investing, quite simply, is about helping clients realize their dreams.

Certainly, the road to a comfortable retirement is different for everyone. Some enjoy participation in the markets through making their own investment selections, while others prefer to leave the work to a good mutual fund or money manager. Clients need to understand and discuss their own risk tolerance so that this picture becomes clearer.

ESTATE AND RETIREMENT CONSIDERATIONS

Estate considerations are important for any discussion of retirement, but many delay their planning while “life happens.” Continued encouragement of clients to establish an estate plan that includes IRA beneficiaries, trust considerations and the selection of an estate executor or executors is all part of this process.

In addition to the investment portfolio, there are other financial planning issues that should be addressed, from life and health insurance, to business coverage, to the potential benefits of annuities for some clients.

Other issues may involve the sale of a home, perhaps to be closer to one's children or to enjoy a warmer climate. These decisions may affect investments and cash flow. All income sources need to be examined, as well as tax responsibilities. And there is more. . .

LIFE CHANGES

Retirement is the big life change that everyone seems to look forward to, but there are circumstances that may affect a client's financial situation. The financial responsibilities that come with being the caretaker of an aging parent, the loss of a spouse through death or divorce and even a second marriage may influence planning and investment choices.

THE PERSONAL APPROACH

For individuals who prefer a more personal approach and prefer to work with one advisor, a smaller practice may be ideal. The smaller firm environment can often provide the client with the familiarity and sense of confidence they need.

Every client is different, as are their needs and risk tolerance. There is no “one size fits all,” and spending time with the client helps the advisor tailor an investment portfolio to the client's needs and circumstances. Clients, however, need to remain involved.

Performance is another issue. If a portfolio is not comprised of S&P 500 stocks, it may not perform like the S&P 500. A portfolio heavily weighted in fixed income, for example, will perform differently, yet that fixed-income portfolio may be the most appropriate for a particular investor. Of course, every client needs to know that there are risks in each type of portfolio investment.

OTHER FACTORS

Besides taxes, there are other factors to consider in portfolio construction. Interest rates and inflation, as well as worldwide geopolitical situations may be volatility factors. These should be viewed with a wide lens for a better perspective.

WHAT EVERY CLIENT SHOULD KNOW

Markets are ever changing. Clients want to feel comfortable with their investment choices, while acknowledging that markets can be fidgety and sometimes fickle. Advisors need to know how to guide their clients during the bumpy times. However, the best results come from a long-term investment view and the ownership of good companies and suitable securities. 

“Retirement is the big life change that everyone seems to look forward to, but there are circumstances that may affect a client’s financial situation.”

—Jody Zimmiewicz

How to reach **Horwitz & Associates**

For additional information, we can be reached at 224.632.4600 or info@horwitzadvisors.com

WHAT MAKES A GOOD CLIENT...

Edward: A client that is challenging, has goals, is involved and has realistic expectations

Jody: A client who is open to the give and take—that is the best part of working together. I learn from my clients, just as I hope they learn from me.

MY HOBBIES ARE...

Edward: Golfing, reading, skiing and wakeboarding. I also have a passion for classic motorcycles and late 1960s automobiles.

Jody: Most of my free time is spent as president of Honor Flight Chicago (honorflightchicago.com); it’s the most rewarding work I’ve ever done.

MY GOALS FOR THIS YEAR INCLUDE...

Edward: Adding quality advisors to our team and continuing to learn new things as often as opportunities arise

Jody: Continuing to develop client portfolios to maximize returns while managing risk



Jody Zimmiewicz

Edward Horwitz

About Horwitz & Associates

Established in 1970, Horwitz & Associates possesses a conservative investment philosophy and a high sense of integrity, providing time-tested advice and strategy. Profoundly committed to its clients, the firm follows simple guiding principles to help create individualized and harmonious financial plans. Horwitz & Associates works to thoroughly understand each client’s personal, professional and financial situation by taking the time to work closely with accountants, lawyers and other advisors who are involved. While properly investing according to each individual’s needs and desires, the firm’s staff also ensures a strategic mix of risk and stability to help each client achieve a comfortable lifestyle and secure financial future.

Financial Services Experience
22+ years, Horwitz
34 years, Zimmiewicz

Assets Under Management
Available upon request

Largest Client Net Worth
\$100 million+

Primary Custodian for Investor Assets
Accounts introduced to JP Morgan Clearing Corp. and Pershing LLC for custody by Western International Securities

Minimum Fee for Initial Meeting
None required

Financial Services Provided
Planning, money management, investment advisory and investment products

Method of Compensation
Asset-based, hourly and fixed fees; commissions (investment and insurance products)

Email ed@horwitzadvisors.com
jzim@horwitzadvisors.com

Website www.horwitzadvisors.com



Edward Horwitz
Manager

Jody Zimmewicz
Financial Advisor

Horwitz & Associates
1650 Lake Cook Road, Suite 190
Deerfield, IL 60015
Tel. 224.632.4600

ed@horwitzadvisors.com
jzim@horwitzadvisors.com
www.horwitzadvisors.com

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