Maier minutes

fall 2021

Maier & Associates Financial Group, Inc.

5982 Westside Saginaw Road
Bay City, MI 48706
(989) 684-8500
maierandassociates.com

A WORD FROM WAYNE

by Wayne Maier, BFA™
Founder & CEO - Maier & Associates, Financial Advisor - RJFS

As I was preparing to write this article, I was struck by how proud I am of our Staff and Advisors and how they came through the pandemic staying focused on your needs. In my mind that took a special type of person to not get caught up in how it was affecting them personally but instead staying focused on the tasks at hand. Heroes each and every one!!

So, what about these markets? When is the hammer going to fall? When it falls, how far will the drop be, 5%, 10%, 25%, 50%? If you are honest, my guess is these are questions that you are asking yourself, your neighbors, your friends, maybe even your dog groomer. But no matter, my guess is you got the same answer, "I don't really know, but I know it's coming". Now here is a surprise, they were all right!

They were right in saying they don't know (no one does) and they were also right when they said "I know it's coming". But even though they were right, what does that really mean? Is it like the weather people who say "there is a chance of rain" or when the sportscaster says "the Lions have a chance at a good season"? The weather people covered their bases with the word "chance", and the sportscaster covered his bases with the same word, "chance".

So here is my prediction, "the markets will go through a correction sometime in the future and that's a guarantee!" When the drop will come is a mystery, how far the drop will be is a mystery, how long it will last is a mystery. The only thing that is not a mystery is that it will happen at some point.

So how can we avoid the inevitable correction? Other than vacating the markets totally (which in my mind would be a horrible mistake) there is no way to avoid it. But there are ways to lessen the impact, and one of those ways is to make sure your portfolio is properly diversified according to your goals and risk level. Another way is to stay the course through the correction and understand that today's markets are at all-time highs, but they did not get there in a straight line. Another way to put it is to stay in your seat and allow the correction to work itself out.

From our standpoint, we are constantly evaluating and re-evaluating our managed platforms, as well as current market conditions, so that when the correction comes, we are as prepared as we can be and are ready to implement strategies to help lessen the effect of the correction as much as

Continued on page 3

UPDATES TO MANAGED PLATFORMS

by Joseph Maier, RICP®, BFA™
Vice President - Maier & Associates, Financial Advisor - RFJS

I want to touch on a few issues we see in the current marketplace and some things we are doing within the platforms to address them.

Major indexes within our stock market are posting very high numbers year-to-date, despite many hurdles they have faced. Without being overly specific, if you review the underlying investments in the S&P 500, NASDAQ 100 and Dow Jones Industrial Average you will find that roughly half, or less, of the underlying investments are outperforming the index average return. This isn't all that uncommon when it comes to averages, but it helps to understand that all companies within the index and in our market as a whole, are not posting index returns or even positive returns for that matter. In other words, although the indexes look good, it doesn't mean everything is working.

Small companies that are fighting with larger companies for raw material are struggling. Companies that rely on imported products are finding it difficult to meet deadlines. Locally owned business that are searching for workers are also struggling to get and push inventory, which doesn't create profit for the small business or the suppliers. Stimulus money has created a false sense of financial security at a personal level which is affecting banks and credit card companies' ability to lend money. So many other factors are weighing in to how our markets are reacting, not to mention everything in our current political landscape.

From an equity perspective, we are staying diversified. We are refusing to buy into the hype and potentially get caught off guard. We will remain diversified with our core beliefs until there is a substantial indication to make significant changes to our long-term investment approach.

At the fixed income level, we are going to be looking for ways to keep our risk low while still bringing in additional yield. Our plan is to start integrating a series of investments within our conservative-to-moderate platforms in an attempt to a better total return on the funds outside of the equity portion of the portfolio.

We are not overly concerned about our markets over the long-term. Markets go up and markets go down. Politicians are elected and new politicians come in to replace them. Market sectors rotate and we look for new opportunities. Know that we are watching your accounts very closely, and do not hesitate to give us a call with any questions you may have.

John Glenn Bobcat's #5, Joey Maier leads his team onto the field for the season opener! Go Bobcats!

A WORD FROM WAYNE

continued from page 1

possible.

On a personal note, at this writing we will soon observe the 20th anniversary of the terrorists' attacks on 9/11/2011. Please join me in a moment of silence on that day for the heroes that lost their lives that day as well as for those who morn them.

Also, please remember the 11 Marines, the one Navy Corpsman and the one US Army Soldier who lost their lives in Kabul defending freedom. No different than the heroes of 9/11, they are true Heroes as well. Please keep them and their families in your prayers. And to all of you who are serving now and who have served in the past, God bless all of you and thank you from the bottom of my heart for your service.

Until next time: Remember the only limitations in life are the ones we place on ourselves...Never limit your dreams!

Gary & Tammy Miller with son, PFC Travis McDonald. Thank you for your service!

INVESTING IS NOT INSTANT GRATIFICATION

by Eric Dobrzynski, CFP®, RICP®, BFA™

As I sit down to write this article, I have been reflecting on the market changes we have experienced over this last year.

As a Millennial I can tell you that we, as a generation, are used to instant gratification in all aspects of life. For example, when we post on social media, we get likes, shares, and comments almost immediately. Anything we want to buy can now be shipped to our house in two days or less. Also, if we want food but don't want to leave home, we can have someone deliver it to our house.

I believe instant gratification is becoming even more extreme with the next generation. It seems there is advancement with social media outlets, and technology in general, almost every day. When I was a teenager (only about 20 short years ago) I used a landline to connect with friends, and our family had one desktop computer to share. I purchased my first cell phone at age 17, and once I started college, I was able to purchase my own laptop. Kids are now receiving their first cellphone and laptop in elementary school. When I started college, only certain universities were included on Facebook and a college email was required for membership. Kids today would not even recognize the original Facebook.

With the next generation of investors starting their careers, it is great to see more people discussing saving and investing. While most people will no longer receive pension plans and considering the looming possibility of change to Social Security for younger individuals, we are now more than ever responsible for saving for our futures.

A recent GOBankingRates survey found "71.96% of survey respondents aged 18-24 were investing into the stock market." This statistic is exciting! It is great to know young people understand that investing while they're still young and early in a career is important.

Noting the above information, the result was an increase in new investors entering the markets last year during the pandemic. This has produced false expectations of market returns due to investors wanting instant gratification. There are new investing

Continued on page 4

Wayne takes his grandchildren on their annual school shopping trip.

INSTANT GRATIFICATION

Continued from page 3

platforms requiring real money and investments with the feel of an online game. This can be misleading to those who are inexperienced and forget they are "playing" with real money.

The markets were at pandemic lows last year in March 2020. People who started investing around that time saw gains over the past 12 months. A lot of these people were new investors. They still may be unaware this is not typical market growth, and now have false expectations this will continue long-term.

Typically, markets will fluctuate over time. Everyone has to remember that the markets can rise, but more importantly, they can also fall. As always, investors should not expect to see the same market returns year after year. Remember where the markets were when you started your career and where they are today. This path did not follow a straight line.

Always remember, "Time in the markets, not timing the markets" is extremely important when investing. In the past we have seen markets cycle up and down and we will see this trend continue long into the future. The market is not designed for instant gratification of gains. This can happen from time to time, but can also go the opposite way. The important concept to remember is to be diligent and keep saving over the long-term. If you are young and already saving for retirement, don't worry about the ups and downs. See the market cycles as opportunities to make changes based on your saving percentages. Everyone hopes that over time accounts will continue to grow, but again this is never a guarantee.

Compounding interest over time should teach an investor patience. Always remember the "Rule of 72". The Rule of 72 works by dividing number 72 by an interest rate. This will help you to determine how long it could take your money to double in years. For example, 72 divided by 6% would equal 12. So, in this case, if you were earning 6% over the next 12 years, you should see your money double. The important thing to stress in this example is 12 years, NOT 12 months.

In conclusion, as a Millennial I believe it's promising to see younger investors starting out and thinking about investing earlier in life. Einstein was once asked what is mankind's greatest invention. He replied "Compounding Interest". This is as true today as when Einstein originally said it. Allow time for your money to grow and earn more money. And remember, investing takes time and diligence. You have to set a plan and goals for your future and be willing to stick to your plans and goals. You also must be willing to change as the markets change and your career continues to evolve. Instant gratification is likely here to stay but try to meet these "needs" on social media and not within your long-term investment goals.

WEALTH PRESERVATION

by Michael Wilcox, ChFC®, RICP®, BFA™

When I decide what to write about for our newsletter, I usually think of questions or concerns that I have heard recently from clients. With this in mind, this time I want to talk about wealth preservation.

A number of clients have told me they do not anticipate ever spending their savings and want to be sure the dollars go on to their intended beneficiaries as quickly and as easily as possible. The first and simplest answer is to be sure you have an estate plan in place and beneficiaries are listed on all of your investments/ assets. However, to stop there is really just scratching the surface of what a person should be thinking about. I was recently reviewing the beneficiaries of a client's accounts and noted that their contingent beneficiaries were their children. I asked what they would like to have happen if one of their children were to pass before them. The answer was essentially "Our will and trust say their share would go on to that child's children." The problem is the will and/or trust are not going to come into play because the will and/or trust were not named as beneficiaries, the children were named directly.

Here is my example: John Doe has three children and all these children have three children of their own. John has an IRA with his children listed as beneficiaries. He also has a trust in place that states if one of his children predecease him, that child's share goes on to his/her children equally, but the assets should not be disbursed until the beneficiary is age 30. John's oldest child Mark passes away and then a week later John passes away. John never had a chance to update his beneficiary. In this situation, Mark's share would go to his two surviving siblings, not to Mark's children. The reason for this is John's trust was not listed as the beneficiary-John's children were named directly. A quick fix to this situation is called a "per stirpes" designation. If this designation was added to John's beneficiaries, then Mark's share would pass on to Mark's children.

Here is another wrinkle to consider; at the time of Mark's death his children were 21, 22 and 23 (remember John did not want them to receive an inheritance until age 30). With the "per stirpes" designation, Mark's children will receive their inheritance, but not at age 30. They will get their inheritance at the time of Mark's death. Maybe the trust should have been named as beneficiary, but often because of tax considerations, attorneys will not recommend naming a trust.

This example to me is why it is so important to be sure your advisors have a clear understanding of what you would like to see happen at your passing. This is just one real life example of how complicated estate planning can be. Therefore, I suggest that you do not take for granted that your estate plan is "all set" just because you have estate planning documents.

As always, feel free to contact us with any questions you may have.

Nic Maier makes his way down field after catching a pass.

THE DIFFERENCE BETWEEN A POST TAX ACCOUNT, IRA, AND RIRA?

by Logan Maier, RICP®
Finanical Advisor

After-Tax Account: With after-tax dollars, you earn the money, pay income tax on it, and then deposit it into some type of account where it can earn interest. Examples of this these kinds of accounts include savings accounts, investment accounts, CDs, etc. These types of accounts can also incur short term and long-term capital gains taxes. As an example, if you purchased ten shares of Company X for $50 in January and sold the shares for $90 in December of the same year, you would incur short term capital gains tax liability (usually at your current income tax bracket) on the $40 that you earned on the investment. If the investment (in this case, shares of stock) are sold at a gain after one year, you would incur long-term capital gains tax liability. In general, the long-term capital gains tax rate is less than short term capital gains tax rate. A side benefit of owning an after-tax account is the ability to take advantage of losses. If you were to sell an investment at a loss, you would be able to write off that loss (up to a certain amount) on your tax return for the year.

Amy's granddaughter, Brooklyn, enjoying summer!

Traditional IRA: In a traditional IRA, money is contributed on a pre-tax basis. For 2021, the maximum amount one can contribute to an IRA is $6,000 ($7,000 if the owner of the account is age 50 or older). However, you cannot contribute more than your income in any given year. So, if you only earned $5,000 in 2020, then the most you could contribute to a Traditional IRA in 2020 is $5,000. But, as an example, if you earn $60,000 in 2020, you can maximize your IRA contributions up to $6,000 ($7,000 if you are over age 50). Your W-2 will reflect income of $60,000, but when filing your IRS 1040, you will be able to deduct the $6,000 IRA contribution and you will end up owing income tax on $54,000 only. In effect, some of the tax that was withheld from your total earned income of $60,000 will be "refunded" to you in the way of reduced tax owed or in the way of a tax refund.

IRA money is taxed when it is withdrawn from the account, preferably after age 59 ½. But if IRA money is withdrawn before age 59 ½, the amount withdrawn is subject to income tax, along with a 10% IRS penalty. So, if you plan to contribute to a Traditional IRA, be aware that this should be considered a long-term investment for retirement. Another item to note is that once you turn age 72, you will be required to take withdrawals from your IRA account. If you fail to take these withdrawals, you will incur a 50% tax on whatever your RMD was supposed to be.

Roth IRA: Roth IRA's have the same $6,000 ($7,000 for age 50 and older) contribution limits. And again, you cannot contribute more than what you earn in a given year. The main difference is that Roth money is contributed on an after-tax basis, so you do not get any tax deductions on your contributions. The Roth has the same age 59 ½ rule as the Traditional IRA regarding withdrawals, however, the Roth IRA account is not subject to mandatory withdrawal rules. The big advantage of a Roth IRA is that, since the contributions have already been taxed, no tax will be due on any of the withdrawals taken from the account in the future whether that be principal or gains. For example, if you contribute $6,000 in a Roth IRA today and at your age 59 ½ this account is worth $100,000, no tax would be due on any withdrawals. (Please note that you could owe tax on Roth IRA gains if you withdraw money before you reach age 59 ½).

Summary:

After-tax account: Pay tax on the funds you deposit, and pay taxes on any interest as it is earned (there is the potential for short and long-term capital gains tax liability).

Traditional IRA: Get a tax deduction on any contributions; pay tax on money withdrawn after age 59 ½; pay tax and 10% IRS penalty if money is withdrawn before age 59 ½. Required distributions must start at age 72.

Roth IRA: Pay income tax on any money contributed to the Roth; money withdrawn after age 59 ½ will be tax free (including any gains on the account); money withdrawn before age 59 ½ will be subject to income tax on the gains, along with a 10% IRS penalty; no mandatory withdrawals are required.

Note that the above information pertains to current law and anything could be subject to change in the future. You should check with your accountant or tax preparer to see if any of these types of accounts would be worth consideration.

Greg and Carrie Dahlberg's son Zachary and company, serve their country. Thank you for your service!

DO I NEED A POWER OF ATTORNEY FOR MY ADULT CHILD?

by Greg Dahlberg, CFP®, RICP®, BFA™

When our children are born, we quickly become accustomed to supporting and providing for them with anything and everything they need including making important decisions when it comes to most aspects of their lives. We speak and meet with teachers; we schedule their doctors and dentist appointments and are able to communicate and make decisions as needed when it comes to their care. However, when they attain the age of majority and are now considered to be an adult, things change as it pertains to our ability to continue assisting them in certain areas of their lives. We lose the ability to make financial decisions, speak with schools or colleges on their behalf, unable to discuss their finances with a bank, investment firm, financial aid office etc. unless they have taken steps allowing us to do so. We are also unable to help with any medical decisions that may be necessary if required and often we don't become aware of this until there is a problem. So, therein lies the question, should I have Power of Attorney (POA) for my now adult child? I think so and it's something that should be discussed and explained to your children and the rationale for doing so. Having a Power of Attorney is much like insurance, you hope that it won't be needed, however should a situation arise where it's needed, you will be glad that you do.

Powers of Attorney and Adult Children

You shouldn't have a POA over your adult child so that you can continue to make medical and financial decisions on their behalf as you did when they were minors. Now that they are adults, it's important that they learn to be responsible for their own care, finances and continue to grow and learn. This will be a new experience for most as they begin adulting. The importance of the POA for your adult child is for potential situations where they may be unable to make decisions and act on their behalf. Such examples may be:

- Your 18-year-old child is on spring break with friends and is involved in some sort of accident where they are hospitalized and unconscious.
- Your unmarried son in his 20's is injured playing adult league hockey and suffers some form of a head injury and is taken to the hospital.
- Your child who is divorced has become ill or was in some sort of an accident and requires care.

In these scenarios, your first impulse is to contact your child's medical providers or doctors for information

Continued on page 9

ADVANCED CHARITABLE GIVING AND INCOME STRATEGIES

by Chad Adams, C.P.A.

If you are charitably inclined, there are tax-advantaged ways to make a gift to a favorite charity while enjoying the income from that gift for your lifetime or a term of years. Many educational and charitable organizations offer plans that combine the benefits of an immediate income tax deduction and income from the charitable gift. In most cases, you can make the gift in cash or securities. Here is a brief overview of the major types of deferred charitable gifts.

(1) A pooled income fund is probably the most common type of deferred giving plan. It closely resembles a mutual fund. When you make a gift to a pooled income fund, it is merged with gifts of other donors, and you receive your allocable share of the income earned by the fund. Distributions from the fund are usually made quarterly and are taxable as ordinary income. There is no guarantee as to the rate of earnings; that depends on the fund's success.

You get an immediate income tax deduction in the year in which you make a gift to a pooled income fund. The amount of your deduction depends on a combination of your age and the fund's highest rate of earnings in the previous three years. The deduction will be less than the full value of your contribution, because it represents the present value of the funds that the charity will withdraw from the fund after your death.

(2) In a charitable remainder unitrust (CRUT), a separate fund is set up to hold your gift until your death, or the end of the trust's term, at which time it will become the charity's property. You decide at the outset on the annual percentage of the fair market value of the assets that you are to receive as income. For example, let's say that you may make a $50,000 gift to a CRUT and specify an 8% return. Your annual income will be $4,000. If the value of the CRUT assets drops in the next year to only $40,000, your income that year will be $3,200. If the value goes up to $60,000 in the following year, your income that year will be $4,800. Unlike a pooled income fund, a CRUT is handled individually. Therefore, the charity may require a much larger initial contribution to a CRUT than to a pooled income fund. Just as with a pooled income fund,

Continued on page 11

Peanut Butter Chocolate Chip Oatmeal Energy Bites

- 1 cup (dry) oatmeal (I like old fashioned)
- 2/3 cup toasted unsweetened coconut flakes
- 1/2 cup peanut butter (little extra if you like more peanut butter flavor like me)
- 1/2 cup ground flaxseed
- 1/3 cup honey
- 1/2 cup mini chocolate chips
- 1 teaspoon vanilla extract

1. Add everything to a medium bowl and mix to combine well (I use my hands, but a spoon works too). Stick the bowl in the fridge and let chill for about half an hour. This resting time helps to ensure that the balls will stick together when rolled.
2. After the chilling time, take a tablespoon of the mixture in your hand and roll into a ball. Repeat with the remaining oat mixture. If your balls aren't sticking together after the resting period, you can add a little more honey or peanut butter will depend on the brand/type that you use.
3. Store in an airtight container in the fridge for up to 2 weeks or in the freezer much longer.

POWER OF ATTORNEY FOR MY ADULT CHILD

Continued from page 7

on their condition. However, as a legal adult, your child has rights which include the right to privacy about their medical information. It doesn't matter how much you love them or how distraught you may be, your child's doctors can't release medical information to you without your child's consent and your child is now in a position where they can't grant consent. While your child is being cared for, you try to assist however you can. You may try to assist with helping pay their bills, do their banking, speak with their financial advisor to discuss any financial or investment needs or assist with suggested changes to their investments, none of which can be done without having a current and proper POA. Although there is a higher than not probability and you hope and pray you don't ever find your self in this situation, it does and can happen and it's easily avoidable if you child elects to execute a Financial and Medical Power of Attorney and a HIPAA release which grants you the right to receive their medical information.

How to Protect Your Adult Children in Case of Emergency?

A HIPAA release gives your child's medical care providers the ability to share medical information with a person or persons designated in the POA. However, these forms can be limited. For instance, your college age child may not want you to know if they are in therapy or receiving some sort of medications. However, the release can allow medical providers to share relevant information with you in case of an emergency allowing you to make necessary medical decisions.

The Medical POA grants you the legal authority to make necessary decisions on your child's behalf. Ideally, you and your child should also discuss preferences around end-of-life care as well. This is not something that is easy for anyone to think about or discuss, however it should be part of any Medical POA planning discussion and something to discuss. These documents apply not only to our adult children. Often, I meet with children of clients who haven't addressed estate planning yet with varying reasons. It may be a parent is in a situation where they are unable to act or make decisions and as much as we want to be able to assist their children with whatever is needed or asked, we are limited with what we can discuss and act upon without proper documents in force as well. I suggest meeting with an estate planning attorney to discuss this further. They can assist you with putting the proper documents in place to help alleviate some stress should any of the situations discussed arise.

Last but not least, you should also have a Financial POA as well. Doing so will allow you to conduct financial business and transactions on your child's behalf in the event they are unable to do so. Like a Medical POA, a Financial POA can be "Springing" meaning it doesn't take effect until it's needed. If you don't have these types of important documents in place for an adult child, you may be required to go to court and request guardianship which may further add stress and take time. This is less than ideal being potentially more expensive and time-consuming than having your child grant Powers of Attorney. Not a fun topic to discuss, however can be prudent part of planning.

Until next time...

Greg and Carrie Dahlberg's granddaughter, Nora is full of smiles!

ACROSS

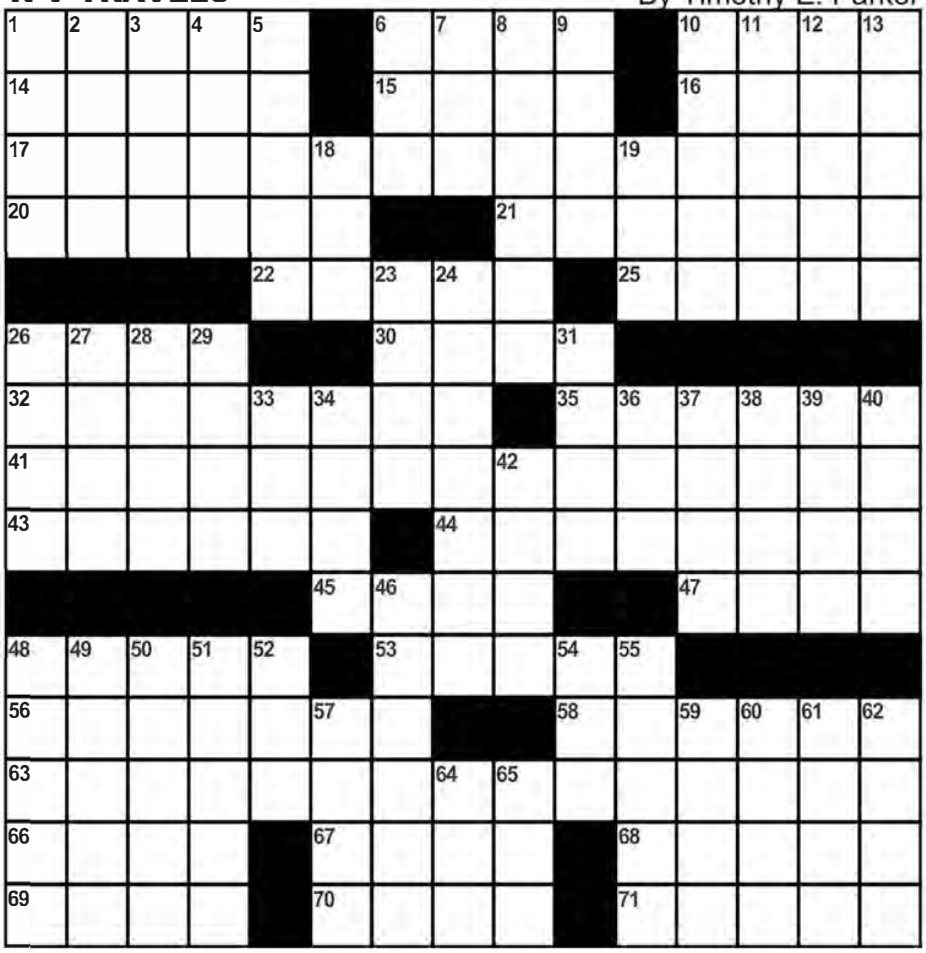
1) Fable conclusion
6) Keeps having birthday parties
10) Mattress supporter
14) Flaring skirt style
15) Fourth down option
16) Animated ___ E. Coyote
17) Tow trucks, e.g.
20) Oklahoma U. athlete
21) Point of view
22) Grating, voice-wise
25) Kind of cash or officer
26) Farmer, on occasion
30) Bringing up the rear
32) Major, as a highway
35) Go around and around
41) They are left to chance
43) Blood component
44) Place for a bell ringer
45) Badly wound
47) Dog show partner?
48) Beauty pageant wear
53) Remove wooden pins from
56) Zambian's neighbor
58) Biblical plague member
63) Win an election
66) Wood source
67) Food sticker
68) Control ___ (obsessive type)
69) Puts in stitches
70) "I ___ to recall ..."
71) Grassy plant

DOWN

1) "The War of the Worlds" planet
2) Blue Bonnet, for one
3) Puerto finisher
4) Soon, in romantic poetry
5) Part of a voting machine
6) Busy IRS mo.
7) Gal's partner
8) Diplomats
9) Kind of aerobics
10) Pigs and such
11) Allowed by law
12) Dole out
13) Itsy-bitsy
18) Victorian, in history books
19) Cool, old-school
23) Belgrade citizen
24) Traveling gunslinger of old TV
26) Large stringed instrument
27) Face-to-face exam
28) Volcano in Italy
29) 1990 World Series champs
31) Group of three
33) CD follower
34) Mosque VIP
36) Tool that makes waves
37) Cookbook abbr.
38) Kind of sax
39) High schooler
40) Catch a glimpse of
42) Cakewalk, in sports
46) Mame, for one
48) Bake sale sweets
49) Become accustomed
50) Vice president who resigned
51) Gads about
52) "Aladdin" prince
54) "Boola Boola" warbler
55) Makes silly mistakes
57) Play parts
59) Heal completely
60) Brought into play
61) Smeltery refuse
62) Little kid
64) Early afternoon
65) Deep sleep stage

R-V TRAVELS

By Timothy E. Parker



Laura's son, Myles plays his first year of John Glenn football. Go Bobcats!

Year End Planning Tips

- Use up those flexible spending dollars
- Prepare for open enrollment season
- Boost your retirement savings
- Prepare for the holidays
- Start thinking about your year end charitable contributions
- Take your Required Minimum Distributions

ADVANCED CHARITABLE GIVING

Continued from page 8

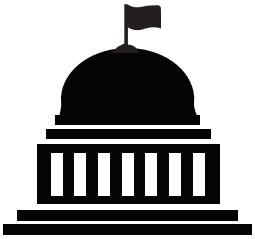
your deduction for a gift to a CRUT will be less than the full value of your contribution.

(3) A charitable remainder annuity trust (CRAT) is similar to a CRUT in that your gift to the charity is placed in an individual trust. The CRAT provides an annual payment of a fixed dollar amount. This differs from a CRUT, which provides a fixed percentage of the asset value.

For example, say that you make a $50,000 gift to a CRAT that will pay you $4,000 a year for life, after which the trust principal passes to the charity. If the CRAT earns less than $4,000 a year, the trust will sell assets to make up the difference. If it earns more than $4,000, the trust will pay you $4,000 and add the excess to the trust principal. Your income tax deduction from a gift to a CRAT is based on your age and the amount of your annual payment. As a rule of thumb, the older you are, the larger the deduction, and the greater the annual payment, the smaller the deduction.

(4) In a charitable gift annuity, you make a gift to charity in exchange for a guaranteed income. This is very much like buying an annuity in the commercial marketplace, except that you get an immediate charitable deduction equal to the excess of what you paid over what the annuity is worth, based on IRS tables. Unlike the pooled income fund, CRUT, and CRAT, your income from the charitable gift annuity is an obligation of the charity that does not depend on investment results. The rate of return on your gift annuity is not variable, as in a pooled income fund, or negotiable, as in a CRUT or CRAT. Instead, it is most likely to come from a table based on your age at the time of the gift. A portion of each year's payment is tax free, because the tax law allows you to recover your original payment over your life expectancy. In the year when you buy the annuity, you get a charitable deduction for a portion of the purchase price, determined from an IRS table geared to your age.

If the idea of deferred charitable giving appeals to you, please give me a call. We can discuss the pros and cons of the various types of deferred giving, and arrive at an arrangement that is right for you.



Chad Adams is an independent C.P.A. and not affiliated with Raymond James.

Maier & Associates Family Spotlight

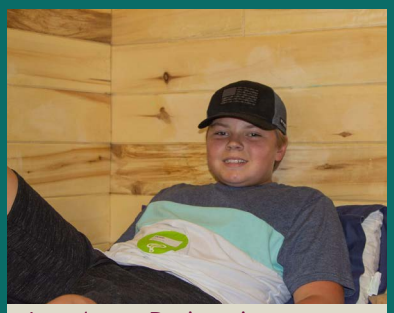
Laura's daughter, Kallie, plays volleyball for the Bobcats!

Pamela and Jason Perkins, with children Jayden, Macy and Carson

Amy and grandchildren, Brooklyn & Noah!

Vanessa showing off her catch!

Tammy's son, Carter! Go Mustangs!



Laura's son, Devin, enjoys camp at Springhill!

Maressa's children on the first day of school.

Maier & Associates Financial Group, Inc.

Bay City
5982 Westside Saginaw Rd.

Roscommon
319 Lake Street

Gaylord
213 East Main