



## Surgeon seeking financial clarity and confidence

### Situation

A 48-year-old orthopedic surgeon and his family relocated to Rhode Island to join the staff at a leading hospital.

He and his wife had two children in their early teens who were attending private school. Despite the surgeon's annual income of \$600,000, the couple felt financially overwhelmed.

The demands of the surgeon's career, multiple job changes over the past eight years due to various hospital buyouts, and a pile of debt from medical school and the mortgage on their home likely contributed to their financial stress.

The couple's next-door neighbor, a longtime Blue Fin Capital client, suggested that the couple meet with the Blue Fin team.

The couple had limited savings outside of their collective four 401(k) plans from prior employers totaling \$750,000. The surgeon's wife had stock in a privately held medical company, which she worked for prior to their relocation to Rhode Island. Neither she nor her husband had any sense of its value.

The couple came to their first meeting as a Blue Fin client with the following concerns:

- How could they ensure they were saving enough for their retirement (about 15 years away)?
- How could they best fund their children's pending college education?
- How could they better allocate their after-tax income to avoid feeling so financially strapped?

### Approach

The Blue Fin team initially focused on a series of planning activities that entailed conducting discovery sessions with the couple to help them agree upon and articulate their goals and priorities for their lives.

This discovery process enabled Blue Fin to run various financial scenarios under different circumstances so that the couple could envision a path to achieve their goals on their intended timeline, as well as be prepared to address unexpected life events that might impact their finances.

Blue Fin then helped the couple optimize their cash flow and determine a mix of spending and saving that aligned with their goals. This included allocations to retirement savings, a dedicated savings plan for the children's education, and debt reduction.



After reviewing the couple's balance sheet, including the terms of all of their debts, Blue Fin concluded the couple had opportunities to refinance their mortgage at a significantly lower rate, which would free up additional monthly cash flow.

When reviewing the couple's existing retirement accounts, Blue Fin identified a significant overlap in investments, which meant that their overall investments lacked diversification and carried a higher level of risk than was appropriate for their situation.

## Outcome

These discussions with Blue Fin led to a series of positive outcomes for the clients:

- A plan to optimize their after-tax income, including allocations toward medical school debt reduction, savings for the couple's retirement, and savings for the children's college
- A referral to a mortgage broker that helped the couple refinance the loan on their home at significantly more favorable terms
- Rollover of their four 401(k) investment accounts into new IRAs now managed by Blue Fin, following an investment strategy aligned with their goals with a reduced level of risk
- A strategy for paying for the children's college education that included setting up educational accounts managed by Blue Fin
- A determination of how much the surgeon should commit to his new employer's retirement plan so they could maximize the matching contributions

Blue Fin's support and services gave the couple greater clarity and control of their financial life, as well as the confidence to enjoy life today while creating a secure financial future.

*This case study is for illustrative purposes only.*