PractiGal

CONSULTING & COACHING

Taking Control of Your Finances

Sonya L. Sigler

The Next Level

Agenda

Taking Control of Your Finances

1) My Money Story
2) Subject Matter Experts
3) Money Topics
   - Where to Start
   - Building Confidence
   - Beyond Your 401k
   - Leaving a Legacy

WHY

Get Paid What You Are Worth
Reach Your Money Related Goals

Gender and Money Barriers


My Money Story
Women & Money
Radio Silence
Grace

Mistakes Were Made

Family Money Beliefs

College, Law School

SEGA

Start-Ups

Kids

Divorce


New Husband
House
Legacy
Getting It Right

Subject Matter Experts

- Tatiana Enhorning, Raymond James
- Hope Feller, CLTC, Northwestern Mutual
- Jennifer Belmont Jennings, JD, CFP, Hightower Advisors

Tatiana Enhorning

Helping women reach their financial wellness, throughout all of life's transitions.

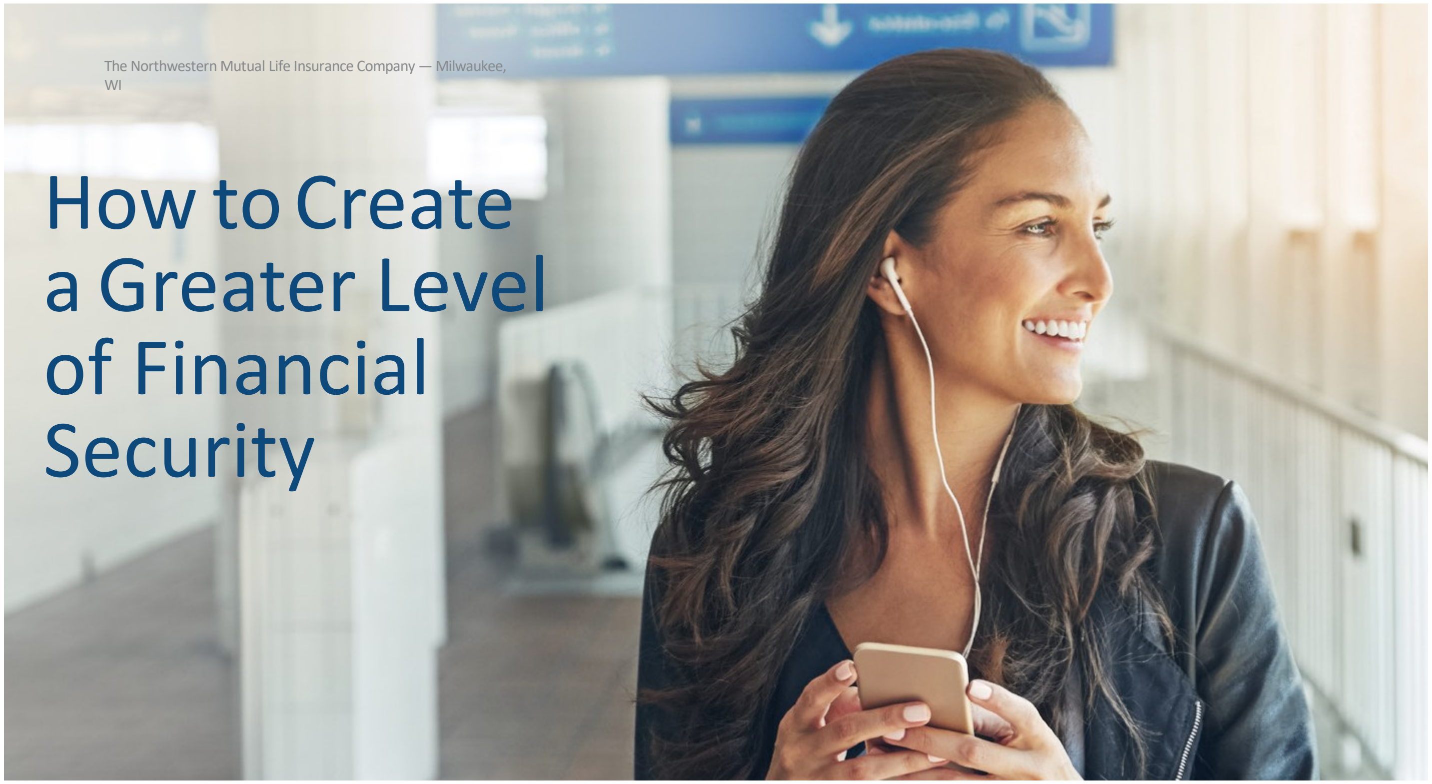
Tatiana Enhorning

Financial Advisor, Raymond James

Toronto, Canada

416-777-6404

Tatiana.Enhorning@raymondjames.ca



The Northwestern Mutual Life Insurance Company — Milwaukee, WI

How to Create a Greater Level of Financial Security

Hope Feller, WMA, CLTC
Financial Advisor

29-5471 (0417)

Northwestern Mutual®

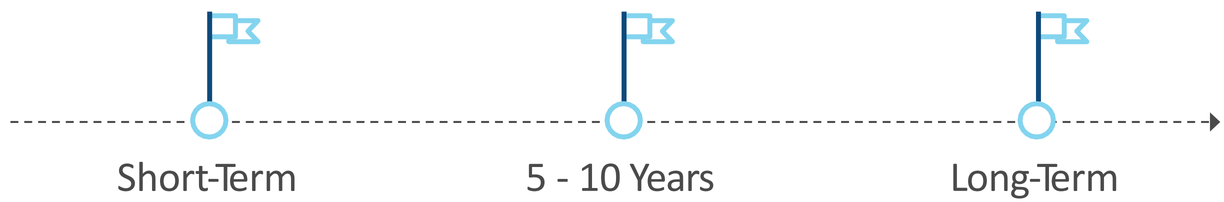
Five Key Actions to Creating Financial Security

Save

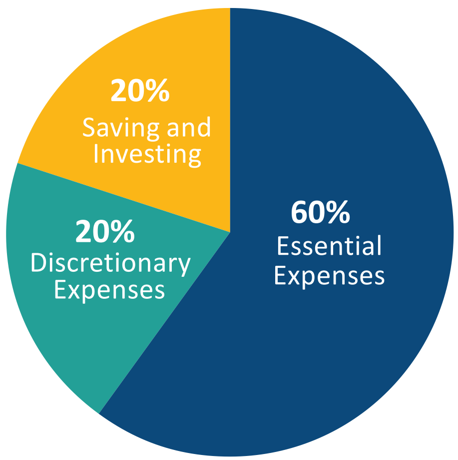
What are you saving for?

- A new home?
- Your retirement?
- Tuition assistance for your children?

What Are Your Goals?



How Much Money Should You Put Away?



Increase your saving by 1% every year

Where Should You Put Your Money?

Short-term 0-2 Years ▶	**Mid-term** 2+ Years ▶	**Long-term** 10+ Years ▶	**Retirement** Age 59½
Cash, Checking & Savings Accounts Emergency Fund (6 months of expenses)	Investment Accounts	Cash Value Life Insurance	401(k) Traditional IRA Roth IRA Annuity
Taxable		Tax Deferred	Mix of Tax Deferred and Taxable

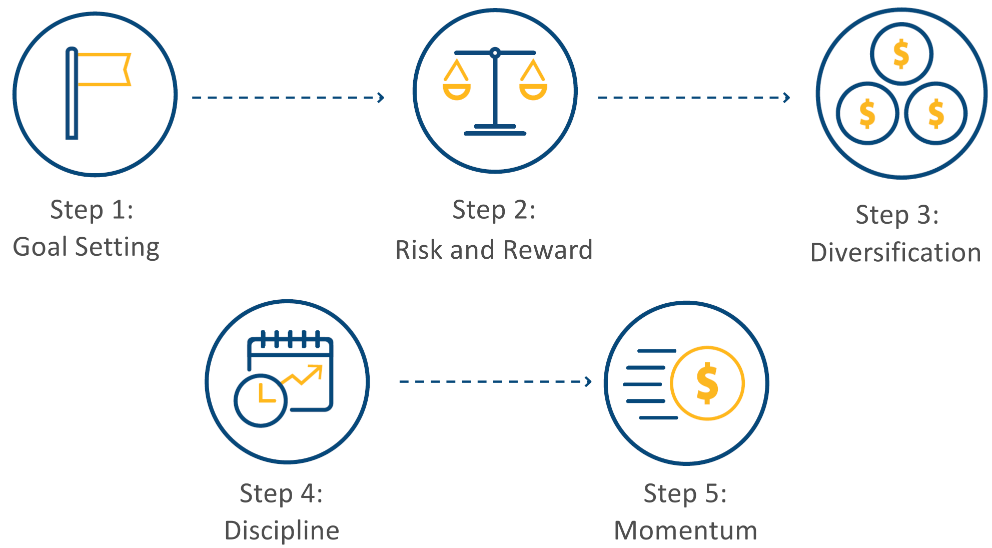
The primary purpose of permanent life insurance is the death benefit. Using cash values to achieve other long-term goals will reduce benefits. Generally, surrenders (cash value from the termination of your policy) and dividends payable in cash are taxed only when they exceed premiums paid.

Roll Over That 401(k)

Options for your 401(k) when you change jobs:

- Leave where it is
- Roll it over into new employer’s plan
- Roll it over into an Individual Retirement Account (IRA)
- Cash it out (penalties and taxes)

Investing Basics



Investing isn't difficult if you understand the fundamentals.

The Value of Professional Guidance

Customized investment plan

An objective perspective

Discipline to move forward

A trusted guide can lead the way to a sound investment program.

What would happen to your goals if something were to happen to you?

Life Insurance:

What do you want your life insurance to cover for your loved ones?

- Mortgage payments or living expenses for your spouse
- Child-care costs
- College funds for children
- Your outstanding private student loan payments
- Child's wedding
- Support kids or family members
- Inheritance for children or grandchildren

Types of Life Insurance

There are two basic types of life insurance:

Term

Whole

Disability

Protect your most valuable asset—your income

1 IN 4

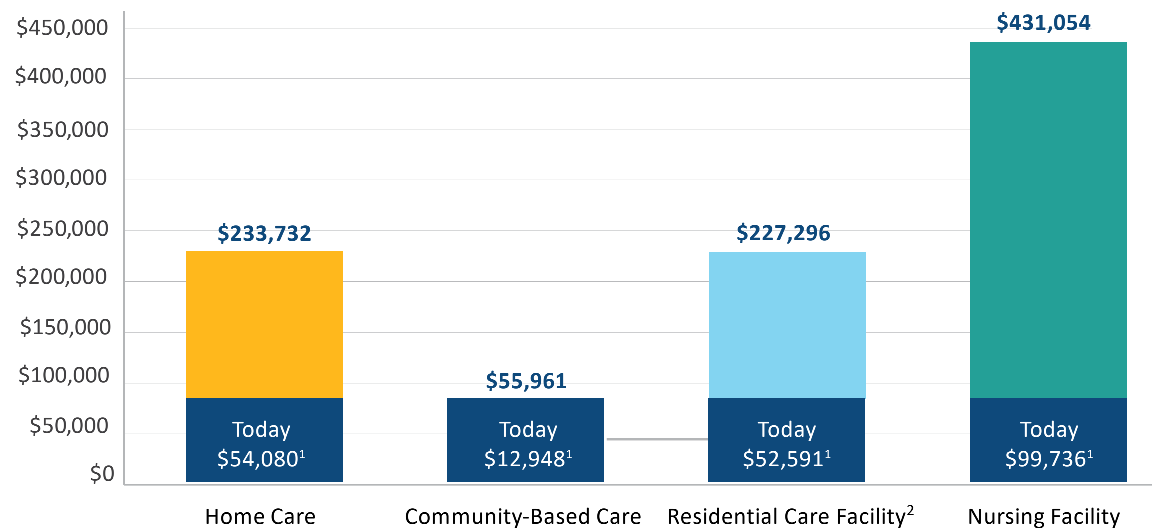
will be disabled at some point in their career[1]

[1] U.S. Social Security Administration, Facts about Social Security's Disability Program, January 2018

Have a plan for long-term care.

Increasing Cost of Care

Potential annual costs in 30 years with 5% inflation



[1] 2015 Cost of Care Research Study conducted by the Long Term Care Group, Inc. on behalf of Northwestern Long Term Care Insurance Company; https://www.northwesternmutual.com/about-us/studies/cost-of-long-term-care-study

[2] In California, "Assisted Living Facilities" are called "Residential Care Facilities"

Consider How Giving Fits Into Your Financial Plan

Give with your time:

- Volunteer in your community
- Volunteer abroad

Give with your money:

- Establish a scholarship
- Start your own nonprofit

NOTE: Charitable donations can be tax deductible.

Our Approach

We'll get to know you

- What is important to you and your loved ones?
- Where are you today?
- What steps have you already taken?
- Where do you want to be in the future?

Analyze your financial situation

- Develop a plan to reach your goals

Hope Feller

Mindful of women and their own climb to excellence in their own career and financial futures.

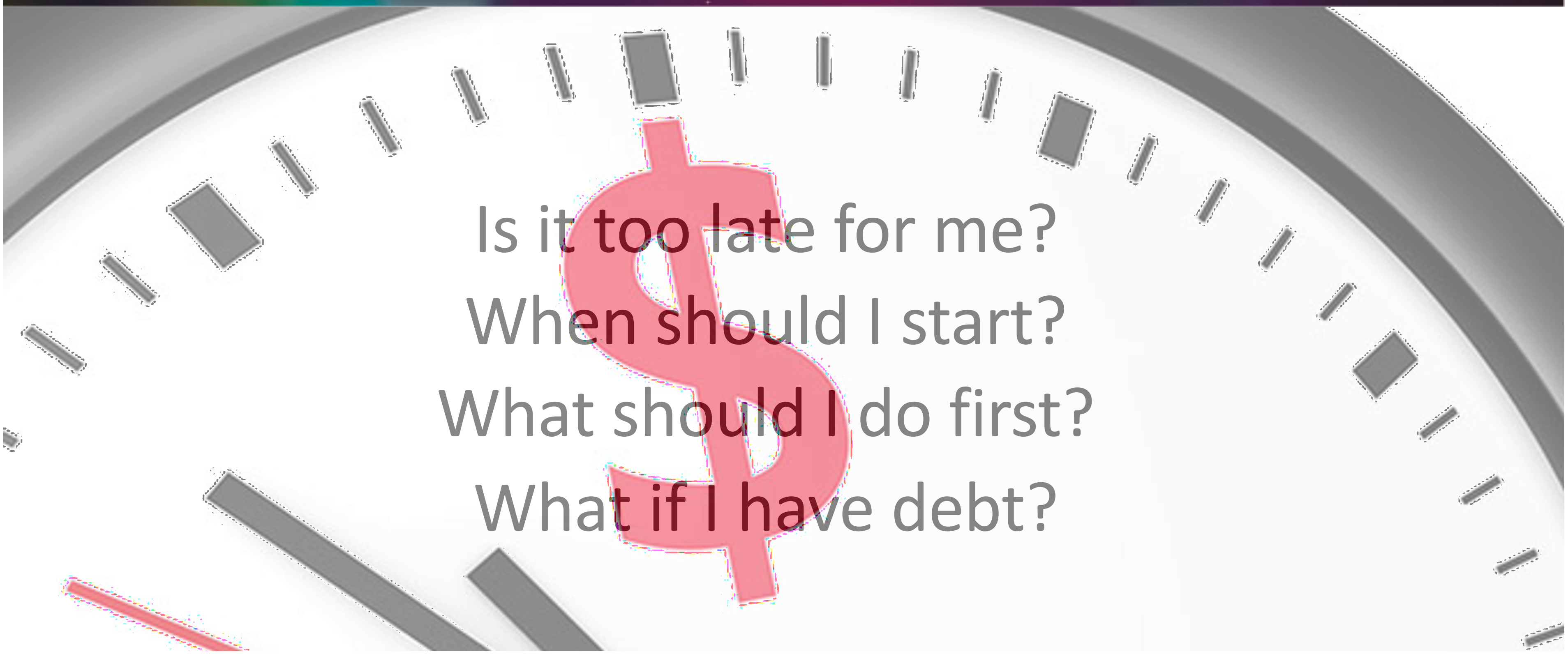
Hope Feller, CLTC
Financial Advisor, Northwestern Mutual
West Hartford, CT
203-984-9711
hope.feller@nm.com

Jennifer Belmont Jennings

Keep it simple
Things you need v don’t need
Considerations
What can you afford to lose?

Jennifer Belmont Jennings, JD, CFP
Wealth Advisor, Hightower Wealth Advisors
St. Louis, MO
314-598-4060
jjennings@hightoweradvisors.com

Getting Started



Is it too late for me?

When should I start?

What should I do first?

What if I have debt?

Build Your Confidence

- Educate Yourself
- Start Small
- Keep It Simple
- Pay Yourself First

Beyond Your 401k/RRSP

- Stocks, Bonds
- Mutual Funds
- HSA
- 529
- Insurance
- Long Term Care
- Real Estate

Leaving a Legacy

- Private Family Foundation
- Parents, Kids, Others
- Wills, Trusts, Estate Plan
- Succession Planning for Family Businesses


Easy Mistakes to Avoid
• Doing Nothing
• Educate Yourself
• Talk to Experts
• Comparisonitis
• Measuring your success by someone else’s definition of success
• You define your own success
• Keeping Up with the Joneses
• Don’t hang out with spendthrifts if you are a saver
• Keep to your goals

Takeaways

Begin the Money Discussion

Educate Yourself and Grow Your Confidence

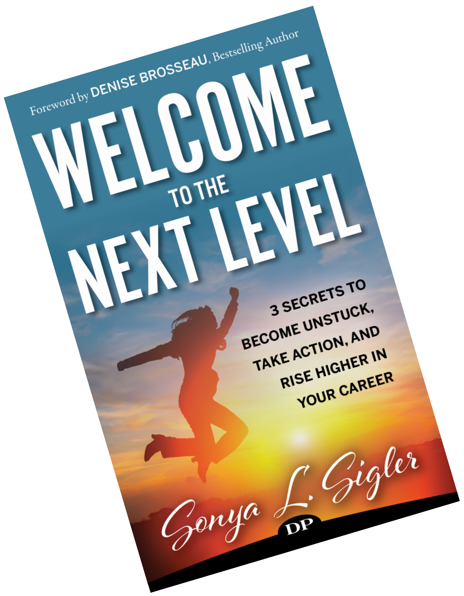
Surround Yourself with Experts

Tatiana Enhorning
Financial Advisor, Raymond James
Toronto, Canada
416-777-6404
Tatiana.Enhorning@raymondjames.ca

Jennifer Belmont Jennings, JD, CFP
Wealth Advisor, Hightower Wealth Advisors
St. Louis, MO
314-598-4060
jjennings@hightoweradvisors.com

Hope Feller, CLTC
Financial Advisor, Northwestern Mutual
West Hartford, CT
203-984-9711
hope.feller@nm.com

Q&A



sonyasigler.com/book

Free Book Available