

Taking Exceptional Care of You

Cash Flow Planning - Allowing you to focus on enjoying life day by day

Tax Planning - Helping you keep more of your money

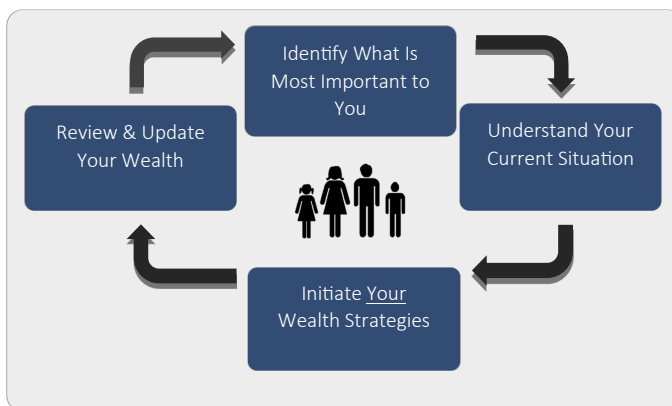
Retirement Planning - Guiding you to and through retirement

Investment Management – Managing your money to help you achieve all of your goals

Family Security - Providing security and comfort to you and your family

Caring for Others - Taking care of those who depend on you

Estate Planning - Leaving a legacy for the people and causes you care most about



Having a solid partnership is essential to effective wealth management. We both agree to make your wealth management a priority and will keep each other informed of any new developments that might affect these strategies. We will also agree to take time to regularly review what matters most to you.

We will always work together in the spirit of mutual trust, respect, and understanding.



The New Year is giving scammers an easy way to forge documents, but you can protect yourself with an easy New Year's resolution:

Stop abbreviating the year.

This year's abbreviation is easily changeable and could be used against you. The concern is that scammers could easily manipulate a document dated "1/1/20" into "1/1/2000" or even "1/1/2021."

One example is when you agree to make payments beginning on 1/15/20. Theoretically, they could change the date to read "2019" and establish that you began owing your obligation on 1/15/2019, and try to collect additional money.

Another example that could happen in the future is post-dating. A check dated "1/1/20" could become "1/1/2021", and possibly making the uncashed check active again. Be cautious and write out the



What is changing?

What New Law Is Changing Retirement?

The new Setting Every Community Up For Retirement Enhancement (SECURE) Act, just signed by President Trump, is the broadest piece of retirement legislation passed in 13 years. Ultimately, the law focuses on retirement planning in three key areas: 1) modifying required minimum

distribution (RMD) rules for retirement plans; 2) expanding retirement plan access and 3) increasing lifetime income options in retirement plans.

The most immediate impact of the bill will be felt by those nearing or in retirement. If you're a saver or investor in your 50s or 60s, there are five ways the SECURE Act may affect you:

1. Required Minimum Distribution Relief for Retirement Plans

Before the SECURE Act, if you had money in a traditional Individual Retirement Account (IRA) or an employer-sponsored retirement plan and were retired, you were required by law to start making withdrawals at age 70 ½, but for people who haven't hit 70 ½ by the end of 2019, the SECURE Act pushes out the RMD start date for most situations until age 72. By pushing back the RMD start date, the SECURE Act gives you additional time to allow your IRAs and 401(k)s to grow without being depleted by distributions and taxes.

2. Additional Roth IRA Planning Opportunities

Because RMDs won't start until age 72, the new law will give you an additional two years to do what are known as [Roth IRA](#) conversions without having to worry about the impact of required distributions. With a Roth IRA, unlike a traditional IRA, withdrawals are tax-free as long as you meet certain requirements and there are no RMDs during your lifetime. The general goal of a Roth conversion is to convert taxable money in an IRA into a Roth IRA at lower tax rates today than you expect to pay in the future.

3. Increased Savings Opportunities

The SECURE Act also increased retirement savings opportunities in a number of ways. Before this law, you couldn't contribute to a tax-deductible IRA after 70 ½. But with the SECURE Act, you can. So, if you plan on working into your 70s, you can still put money into a deductible IRA. Those over 70 ½ in 2019 won't be able to save in an IRA for this year. This law change means a couple over 70 ½ may be allowed to add to an IRA \$14,000 in 2020 if both spouses are contributing the maximum of \$7,000 a year. This can help them receive a valuable tax deduction and save for the future.

4. A Reason to Review Beneficiary Designations

In the past, if a traditional IRA was left to a beneficiary, that person could, in most cases, stretch out the RMDs over his or her own life expectancy, essentially "stretching" out the tax benefits of the retirement account. With the new law, most IRA beneficiaries will now have to distribute their entire inherited retirement account within 10 years of the year of death of the owner, if the death occurred on or after January 1, 2020.

Surviving spouses, minor children and those not more than 10 years younger than the deceased, however, are generally exempt from this new SECURE Act 10-year distribution rule.

5. A Reason to Review Trusts

In the past, many people used trusts as beneficiaries of IRAs and 401(k)s, with a "pass-through" feature that let the beneficiary stretch out the tax benefits of the inherited account. The benefit of the trust was, in part, to help manage the inherited retirement account and to provide protections from creditors. However, many of these trusts provided the beneficiary or heir with access to only the RMD due each year. However, the SECURE Act states that all money must be taken out by the end of year 10 after the year of death of the owner. Revisiting these documents again is crucial to maintaining effective estate plans.

Many of these SECURE Act rule changes require proactive planning so please contact us if you have any questions.



A letter from Richard and Heather:

Five Years & Going Strong

February 13, 2020 will mark the five year anniversary of when we took a leap of faith by leaving our prior firm and created ZK Financial Group. In some ways, it feels like it just happened yesterday. But some days, we can't imagine our lives were ever any other way. Making this change was a natural progression in deepening our relationships with our clients and taking them to the next level. Looking back, it was absolutely the right decision!

*Many of our current clients already had working relationships with us back then. Perhaps you remember the anxiety everyone felt during the transition period. Money is a very personal and private issue for most people and you recognized that the relationship is held with **us**, not a firm. Words cannot express the level of gratitude we feel toward the numerous families where our relationships have lasted decades and extend into the third and even fourth generations now. To us, that speaks volumes!*

Our business is very unique from other types of industries. In our field, placing ads or putting up billboards doesn't attract the type of clientele we work best with. This business is built on trust. We strive to treat our clients like family. When clients recognize the value we have brought to them over the years, they are likely to tell someone about it. Many of you often share our name with a friend, a neighbor, or a relative who is dealing with similar circumstances. You have helped us grow to where we now serve over 300 households and small businesses across the country! You have helped tell our story! And for that we are thankful. We hope you will continue to help us grow.

We are blessed to have Amanda and Chrissie on staff to help provide a high level of service. As a team, we are committed to organizing and coordinating all aspects of your wealth management plan, with pleasure.

*With much gratitude,
Richard & Heather*



Even though we would like to think that our news was the only significant announcement that month, here is a snapshot of some notable events that also occurred five years ago in February:

- The New England Patriots beat the Seattle Seahawks in Superbowl XLIX
- NBC Nightly News host Brian Williams was suspended for six months due to revelations he embellished stories of his role in a helicopter incident in Iraq.
- Joey Logano won the Daytona 500
- Birdman won the Oscar for Best Picture.



Upcoming Holiday Schedule

In recognition of the upcoming holiday, our office is closed:

Mon., Jan 20th : Martin Luther King Jr. Day - Closed

Mon., Feb 17th: Presidents Day - Closed

Fri., April 10th: Good Friday - Closed

Important Dates



Make 2020 The Best!

The momentum of a fresh start makes the new year an ideal time to get things in order in your life and your finances. Schedule some time to check in on your accounts, organize tax documents, automate bill paying and go paperless to simplify things and set yourself up for success.

MARK YOUR CALENDAR

- Wed., January 15: Fourth quarter estimated payments are due, if required.
- Fri., January 31: Raymond James mails year-end retirement tax forms for 1099-R and 5498, if applicable.
- Sat., February 15: Raymond James begins mailing 1099 tax statements.
- Fri., February 28: Raymond James mails amended 1099s and those delayed due to specific holdings and/or income reallocation. March 15 is the final day to mail any original 1099s and continued amended 1099s as needed.



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ZK Financial is on Facebook and LinkedIn. We use these social media channels to post informational articles and to keep you up to date on the industry and events happening at our office.



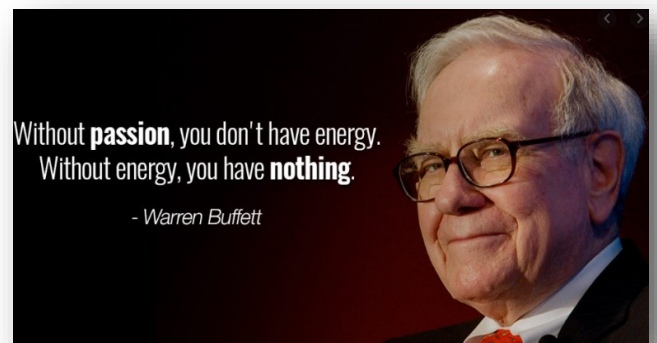
ZK Financial Group—Raymond James
Financial Services



Richard Zuehlke



Heather Karcz



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