

The Giving Experience



Whether you're planning for the end of the year tax purposes or for an enduring legacy, you have many options for charitable giving.

DONOR ADVISED FUND: This account is tax-advantaged charity made simple. You make a contribution to the fund and receive an immediate tax deduction, and the fund seeks to increase the value of your original gift through prudent investing while distributing grants to the charities you recommend. Any growth of the investments is tax free, and grants can be made whenever it's most convenient for you.

GIVING APPRECIATED STOCK: Gifts of securities are often the most advantageous donation from a tax perspective, and made easy with the help of your fund administrator. Contributing long-term, appreciated securities to your fund account allows you to avoid paying capital gains tax. In addition, you still receive an income tax deduction equal to the full fair market value of the security at the time it is contributed. Gifts of long-term, appreciated securities are fully deductible in the current year up to a maximum of 30% of your adjusted gross income.*

(*Amounts contributed in excess of the threshold may be carried forward up to 5 years)

GIVING CASH If you itemize, you can make the simplest kind of charitable contribution, and lower your income taxes, with a cash gift to the fund. Since gifts of cash to public charities are fully deductible in the current year up to a maximum of 60% of your adjusted income, they are a great way to make a contribution.*

POOLED INCOME FUND: This charitable trust is designed to provide a lifetime stream of income for up to two beneficiaries, with assets that remain after their lifetimes distributed to recommended charities. The tax advantages include the potential to take an immediate partial tax deduction at the time you make your irrevocable contribution. Establishing an account is relatively simple and doesn't require startup costs or an attorney.

CHARITY ADVISED ACCOUNT: These accounts offer public charities a vehicle for long-term investment of endowment funds without requiring them to establish their own foundation or supporting organization. The assets are used for the long-term benefit of the charity, with 5% of the market value distributing annually. They are an inexpensive alternative to maintaining a separate legal entity. As trustee, Raymond James Trust can establish an endowment fund in your organization's name, professionally manage and invest contributions, and protect the interests of your organization. Explore your giving options and contact your advisor to help discover flexible ways to make charitable contributions and build your legacy.

Smart Savings

In today's world, a college education is critical, yet costly. The price of tuition, housing, books and food is only going up. For many students, a college degree comes with years of student loan debt. Saving for the college education of a child or grandchild through a tax-advantaged 529 plan can help future generations get a head start in life. Contact your financial advisor if you interested in starting one. (see qualified 529 expenses on page 2)





How To Use Our Website Resources

Did you know that our Raymond James website is being updated with new resources on a variety of topics weekly?

Take a look at our website at: www.ZKFinancial.com under the "Resource" tab.

HOME OUR CLIENTS SERVICES ABOUT US **RESOURCES** CONTACT CLIENT ACCESS

Articles, infographics, videos and audio recordings are updated in this section weekly for you. Sample topics include:

Markets & Investing, which includes:

- Commentaries from Larry Adam, Scott Brown and the Fixed Income Department
- Timely market updates
- Investment strategy and trends

Planning & Retirement, which includes:

- Charitable giving
- Goal planning
- Taxes

Lifestyle & Personal, which includes:

- Housing
- Family
- Technology



Connect anytime,
from anywhere with
zoom

For those of you who have used our webinar feature, Go To Meeting, Raymond James has now introduced Zoom. Zoom is a modern virtual meeting platform for video conferencing, conference calling and webinars. We have ended our support for GoToMeeting on September 26. This change is part of our ongoing commitment to provide industry-leading technology to enhance the advisor-client experience and ensure we all can get work done more efficiently.

If your annual account review with Richard or Heather was typically conducted virtually, rather than face to face, then you will likely need to test your computer's system requirements again to be sure it is compatible with the Zoom software. Please remember to plan accordingly at your next review. Instructions will be included when you receive the electronic calendar invite.

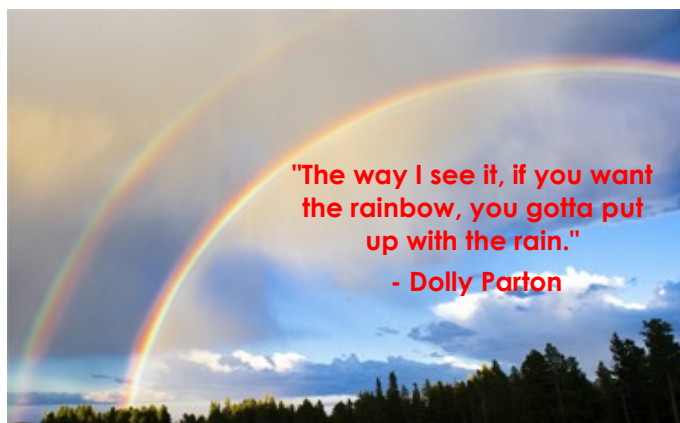
Which Education Expense Are Qualified Under A 529 Plan

In association with an eligible institution (any college, university, vocational school or other post-secondary educational institution that qualifies for federal financial aid), the following expenses are considered qualified:

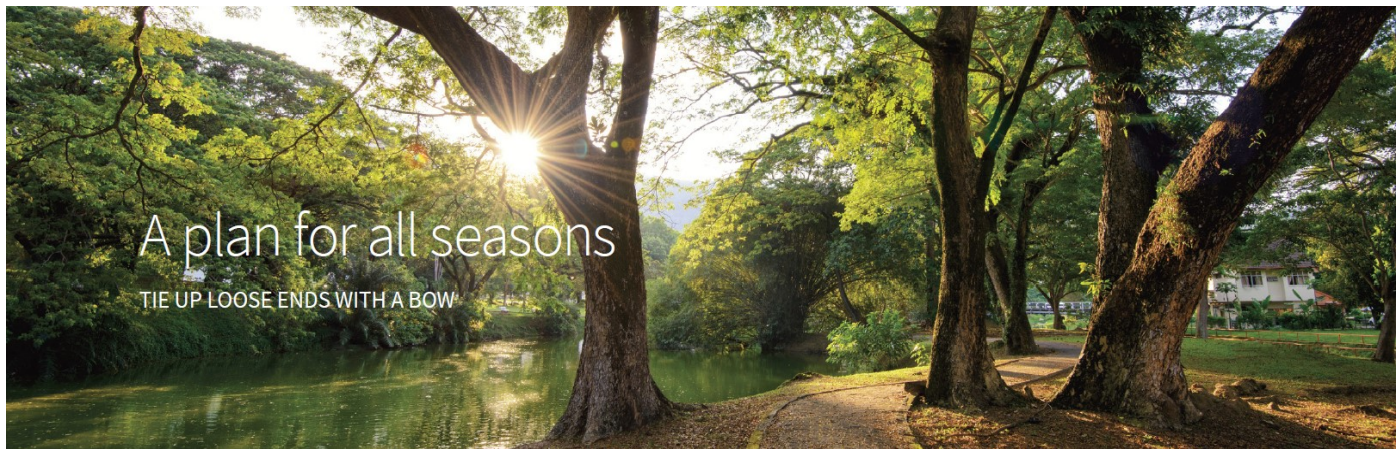


- Tuition and fees
- Books, supplies, computers and peripheral equipment
- Room and board (if attending school more than half-time)
- For special needs beneficiaries, expenses for special needs services incurred in connection with enrollment or attendance

In participating states, tuition expenses up to \$10,000 per year per beneficiary are also considered qualified for an elementary or secondary public, private or religious school. Qualified expenses for K-12 education are currently limited to tuition.



**"The way I see it, if you want the rainbow, you gotta put up with the rain."
- Dolly Parton**



After a successful year, it's great to relax a bit and enjoy the holiday season. But you also want to finish strong.

It's a good idea to work with your advisor to identify opportunities for tax-deferred growth, as well as tax advantaged investment and charitable giving options, as the year comes to a close.

MARK YOUR CALENDAR

- Tuesday, October 1: Last day to establish a SIMPLE IRA plan or a Safe Harbor 401(k) to be effective for 2019.
- Tuesday, October 15: Open enrollment for Medicare Parts C and D begins. Make any changes to your coverage by December 7.
- Tuesday, October 15: The final day to file a 2018 income tax return for those issued an extension.
- Tuesday, December 31: New Year's Eve is the year-end charitable gift deadline for check and wire transfers. Tuesday, December 31: Last day to take 2019 required minimum distributions for those who turned 70½ in or before 2019.

Kane "Elvis": Chrissie's Pit Bull (Market) Dog is at ZK Financial recording some new hits that include:



1. Can't Help Falling Interest Rates
2. Jailhouse Roth
3. Are you Loan-some Tonight?
4. A Little Less Consolidation
5. Suspicious Mergers

PLANNING TO-DO'S

- Confirm cost of living: Next year's Social Security adjustment is typically announced in October.
- Adjust your coverage: Prepare your documents for Medicare open enrollment, if eligible.
- Get in sync: Ask your advisor to coordinate with your tax advisor and attorney on year-end financial and tax planning.
- Check your limits: New retirement plan contribution limits come from the IRS. Adjust your contributions appropriately.
- Optimize benefits: Research your company's open enrollment schedule and decide on any changes to your benefits.
- Size up your portfolio: If you're invested in mutual funds, don't forget about capital gains distributions dates that typically fall in December. Consider balancing your realized capital gains with losses where appropriate.
- Give wisely: Remember deadlines for year-end gift and charitable contributions if you itemize. Allow enough time to complete donations, keeping tax limitations in mind. Consult your advisor if you're interested in opening a donor advised fund as a way to optimize the ability to itemize and deduct your charitable gifts.
- Prepare to tax-loss harvest: Consult with your advisor on yearend tax planning decisions and rebalancing for tax efficiency.
- Get a second opinion: You're likely to pick up investment tips around the holiday party punchbowl. No matter the source, take the cautious path: Consult your advisor before acting.
- Visualize financial goals for 2020: Reassess retirement savings and work with your advisor to make adjustments, if needed.

Upcoming Holiday Schedule

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

November 28, 2019 - closed

November 29, 2019 - closed

December 24, 2019 - closed

December 25, 2019 - closed

January 1, 2020 - closed

Important Dates

Our Commitment To You



Perhaps you've seen an advertisement for Raymond James. They continue to feature the phrase "LIFE WELL PLANNED" because it's more than just a slogan, it's our unwavering commitment

to you as our client.

Having a well-planned life means not only being prepared for the expected events in life, but the unexpected ones as well. It means not only having a method to grow your wealth, but preserve it, too. Above all, it means having a solid and systematic way to pursue the goals you have for yourself and your family.

We believe in a thorough and rigorously disciplined approach to financial planning that involves fully understanding your personal circumstances and maintaining our one-on-one relationship with you.

As your Raymond James financial advisors, the company's unique culture of independence gives us complete freedom to offer you objective, unbiased advice to meticulously maintain a long-term plan based on your financial well-being and your specific goals.



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Website: ZKFinancial.com

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



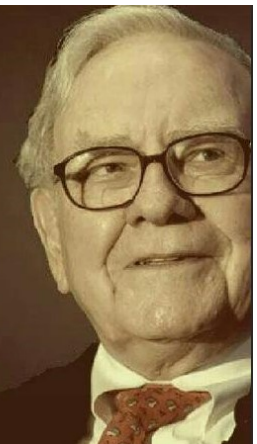
Richard Zuehlke



Heather Karcz

“The stock market is a device for transferring money from the impatient to the patient.”

Warren Buffett



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