



ZUEHLKE KARCZ

FINANCIAL GROUP  
AN INDEPENDENT FIRM

# MONEY MATTERS

Securities offered through Raymond James Financial Services, Inc. Member FINRA/SIPC.  
Investment Advisory Services offered through Raymond James Financial Services Advisors, Inc.

1ST QUARTER 2017

## The Deadline Is Approaching for the Department of Labor Rule

The Department of Labor is implementing a new law effective spring of this year. Anyone with a retirement account such as a Traditional IRA, ROTH IRA, or Simplified employee Pensions (SEP) that us currently commission-based-per-transaction will need to meet with us prior to April 2017.

The DOL has taken the position that charging a commission for a transaction could be an incentive for an advisor to initiate numerous trades, which earn them commissions, and that might not be in the client's best interest. We already put our client's needs first, so we don't foresee this rule changing the spirit of how we do business with our clients. However, it will dictate how we charge for our services. This rule applies to all investment firms throughout the country because funds held directly at a mutual fund can not effectively be monitored to ensure they are adhere to conflict-free compensation.

Any accounts held direct at a mutual fund company (excluding 529 College Savings Plan) as a result of the rule requirements will need to be transferred to a Raymond James brokerage account. This will eventually include non-retirement accounts.



Raymond James will eventually resign as broker dealer from any accounts remaining at the fund company since they are not able to monitor if those direct accounts are following the guidelines.

This is a monumental regulation that will affect the entire industry. We embrace this challenge as an opportunity to deepen and expand the services we offer our clients. This includes comprehensive annual reviews & financial planning to be sure we have a clear understanding of your goals and objectives.

We are currently filling our calendars with individual appointments to discuss possible options for your account and explore whether they are in your best interest. If you would like to schedule something or have questions please give us a call.



## Choosing A Magazine For You

There are so many finance magazines in the market to read, deciding on the right one could take some time. Here is some help to point one in the right direction.

Barron's is a great magazine for getting investing ideas, information and analysis on what's happening in the market and how to potentially profit from what's happening day to day. One can also find personal finance stories.

If you are a serious investor, Investor's Business Daily offers research and education. It gives market analysis and other commentary on finances and investing. You can be sure it will be current on events and have the most accurate information possible.

Businessweek allows one to get great insight into business management and read articles on how the latest economic and political news may impact your portfolio.

If you are into economics, The Economist is a solid choice. One can read about how the local or global effects of politics, economics, science and technology might impact your smaller picture.

Forbes magazine is a great source of information for news and financial updates. They report on finances, economics, investing, marketing, technology, science and law in relation to how these industries will affect our investments and businesses.

A subscription to Money Magazine gives investors access to topics including investing, savings, retirement and taxes. It also offers tips for paying for college, credit tips and home improvements. It also lets you read up on stocks and find out news about the economy, insurance rates and loans.

No matter what stage of life you're in, one or a few of these magazines provide wonderful educational tools.

## There's Still Time to Contribute to an IRA for 2016

You can contribute to a traditional IRA, a Roth IRA, or both as long as your total contributions don't exceed the annual limit. You may also contribute to an IRA for your spouse for 2016 even if your spouse didn't have any 2016 income. The maximum contribution is \$5500 plus an additional \$1000 if one is over the age of 55. You have until April 18, 2017 to still make a regular IRA contribution for 2016.

Setting goals is the first step in  
turning the invisible into the  
visible.  
*Tony Robbins*

## Information to a Third Party

There are instances where a client may request different items to be delivered to a third party throughout the year or on an annual basis. Perhaps you need a copy of a monthly statement or a tax form sent to your bookkeeper, tax preparer or attorney. Privacy rules prohibit us from disclosing that information to a third party without written authorization. To facilitate those client and business relationships and still abide by regulations, a client must sign a form that will allow us to release that information.



Please contact us if you would like to keep an authorization on file. Remember, this will help us get information to the necessary party more quickly.

## 2016 Income Tax Forms

We are now several weeks into 2017. Tax forms have started to arrive and many clients are eager to file their income tax returns. Below are some guideline for when you can expect tax forms regarding brokerage accounts.

### **Mailed by January 31**

- **1099R**—report withdrawals from retirement accounts such as IRAs, Pensions, Annuities, SEPs and Simple IRAs.
- **1099Q**—reports withdrawals from 529 college savings plans, state prepaid tuition program or Coverdell education savings

**“In our daily lives, we must see that it is not happiness that makes us grateful, but the gratefulness that makes us happy.”**

**- Albert Clark**

### **Mailed by February 15 and modified by March 15**

- **Consolidated 1099**—reflect dividends, interest, and capital gains or losses in non-retirement accounts. These forms are often revised. If a corporation reclassifies its distributions then Raymond James must pass those modifications to clients via additional mailings.

We understand revisions can be inconvenient, however filing too soon could cause the need for an amended return, so be patient.

### **Mailed by March 15**

- **1099-OID (REMIC/WHMT)**—report payments involving CDs, mortgage back securities, royalty trusts, commodities trusts, or unit investment trusts, such as GNMA and CMOs

### **Mail dates vary, but typically by March 15**

- **K-1**—report income generated by Master Limited Partnerships. These are mailed directly from the partnership, not Raymond James, so mail dates may vary.

If you are unsure which of these apply to your situation, please call us for further clarification.

## Happy 2nd Anniversary!

On February 13, 2017, ZK Financial Group will celebrate our second anniversary!

A big thank you to our clients, friends, family along with the support staff of Raymond James. Without all of you, none of this would be possible.

We know you have a choice when you select an advisor to work with and we sincerely appreciate our continued relationship. If you are successful, then we will continue to have success.



## Upcoming Holiday Schedule

Our office, along with the financial markets, will be closed on the following days:

Monday, February 20, 2017 - closed

Friday, April 14, 2017 - closed

## Update Your Client Info

Oftentimes, events that occur in your life will affect your financial goals and plans. Please take a minute to update your information with us.

This could include: change in beneficiaries, marriage, divorce, birth of child or grandchild, change in job or plans to retire.

Also, have you recently moved? Or would you like to add your email address to your account? Please let us know so we can update our records.



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Monday - Friday 8:00 a.m. to 4:30 p.m.  
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## We will continue to meet clients by appointment in Pound, Wisconsin

ZK Financial is on Facebook and LinkedIn. We will be using 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