



**SARD**  
WEALTH MANAGEMENT GROUP, LLC

CLIENT NEWSLETTER

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1<sup>st</sup> Quarter – 2021

### IMPORTANT INFORMATION!

What a year 2020 turned out to be! Between Covid-19 and the election, I think we can all agree that 2021 could not come soon enough.

We want to let everyone know that Congress is discussing raising the age at which you must start taking required minimum distributions from retirement plans from age 72 to age 75. We will keep everyone updated if this change is made this year!

In our last newsletter, we wrote the following: *“We will refrain from writing about the upcoming election and possible impacts on the markets. The reason for this is that at this point everything would be pure speculation so we will wait to provide an analysis until we know the outcome and what policy changes we could see. Remember, in addition to the presidential election, a total of 35 Senate seats and 435 Congressional seats will be on the ballot.”* Now that the elections are over and the democrats have taken control of the White House and Congress, we are sure to see changes over the next 12 months. Much has been discussed about the potential for higher corporate tax rates, higher taxes on high income earners, possible infrastructure spending, and much more. We will continue to keep you updated throughout the year as more concrete information becomes available.

Lastly, we received a few inquiries last year about some of the services we provide our clients. Some of you may have seen this document before, but we thought we would share it again with everyone as a reminder of the full range of services offered at Sard Wealth Management Group.

## 5 Highlights of the New Stimulus Package

Although we sent out an update on the recent stimulus package, we thought we would resend the highlights, along with a couple of additional highlights.

After a bit of political posturing in December, the \$900 billion Consolidated Appropriations Act of 2021 (2021 CAA) was signed into law by President Trump as the COVID-19 pandemic continues to impact employers and employees.

Here’s a recap of five key highlights:

**Stimulus Checks:** The new law authorized a second round of \$600 checks for people with income that meets the criteria. The checks start to phase out for individuals who earn at least \$75,000 in 2019 and \$150,000 for joint filers.<sup>1</sup>

**Unemployment Benefits:** The law provides up to \$300 per week in enhanced benefits through March 2021. The benefits extend to self-employed individuals and gig workers.<sup>2</sup>

**Student Loan Repayment:** The 2021 CAA extends the provision that allows employers to repay up to \$5,250 annually towards an employee's student loan payments. The payments are tax-free to the employee.<sup>3</sup>

**Small Businesses:** The 50% limit on the deduction for business meals has been lifted. Business meal expenses after December 31, 2020, and before January 1, 2023, may now be fully deductible. Please consult your tax, legal, or accounting professional for more specific information regarding this provision.<sup>4</sup>

**PPP Loans:** The new law contains \$284 billion in relief for a second round of Payment Protection Program loan funding. Businesses with 300 or fewer employees may be eligible for a second loan. "Second-draw" loans are available through March 31, 2021.<sup>5</sup>

As 2021 gets underway, expect some additional guidance from regulators on 2021 CAA. Our office will keep an eye out for updates and pass information as it becomes available.

Keep in mind, this article is for informational purposes only, and not a replacement for real-life advice. Also, tax rules are constantly changing, and there is no guarantee that the tax landscape will remain the same in years ahead.

There are always a lot of strategies to think about and we always stress how important it is to plan. Be sure you are sitting down with us on a regular basis to discuss your entire financial situation. Each quarter we want to remind you to alert us to changes in your financial situation or investment objectives to ensure that we are aware of any situation that might require changes in the management of your accounts. Please remember to contact us to discuss how these changes impact your investment accounts!

#### Citations

1. USAToday.com, December 31, 2020
2. CNBC.com, December 21, 2020
3. ThinkAdvisor.com, December 30, 2020
4. ThinkAdvisor.com, December 30, 2020
5. Forbes.com, December 29, 2020

*We wanted to thank those of you who have participated in our Client Introduction program. As you know, marketing for new clients takes a great deal of money, time, and energy and we would much rather spend our resources improving your financial health. We, like most businesses are looking to grow; however, for the benefit of our existing clients we are only able to take on a limited number of new clients each year. Over the years, we have learned that encouraging you to introduce us to people you know works well for all of us...we help you, and you help us. If you aren't familiar with our friends helping friends program, please call our office or be sure to ask us at your next meeting. The few minutes it takes to learn about how it works will be well worth your time and energy!*

*Also, if you would like some of your friends, coworkers, relatives, business acquaintances, etc. to receive a FREE subscription to this newsletter, please call our office and we'll add them to the mailing list. We'll also send them a note with their first issue telling them that you had suggested they receive the newsletter, and to contact us if they would like to stop at any time. If you enjoy this newsletter, why not share it for FREE with people you know, with no hassle for you?*

**This information is solely advisory, and should not be substituted for legal, financial or tax advice. Any and all financial decisions and actions must be affected through the advice and counsel of a qualified attorney, financial advisor and/or CPA. We cannot be held responsible for actions you may take without proper financial, legal, or tax advice!**



# GOLD MEDAL SERVICES

*“The New Standard in Personalized Wealth Management”*

## **Investment “Watch Dog” Service**

- Review your investments and design a portfolio appropriate for your needs
- Monitor your investments continually throughout the year
- Review investment performance, update your financial objectives, and if necessary, reallocate your portfolio
- Provide independent advice
- Provide low-cost ETFs and mutual funds
- Recommend investments in your employer provided retirement plans, such as 401(k) plans and 403(b)
- Deliver a weekly market commentary via email detailing current financial and economic events

## **Tax Reduction Planning**

- Highlight opportunities for maximizing tax reduction strategies through ongoing, comprehensive reviews of your tax return
- Conduct regular reviews of your tax situation and any new tax law changes
- Recommend tax solutions including tax advantaged investments
- Consult with your tax preparer at no additional cost

## **Retirement Income & Distribution Planning**

- Analyze your income needs now and for the future
- Develop and implement ongoing recommendations to pursue your financial goals and help meet your income needs to maintain a comfortable standard of living
- Analyze Social Security options for maximum long-term benefits
- Recommend the integrated distribution strategies, considering all retirement assets
- Review beneficiary designations to be sure they are in sync with your estate plan

## **Family Wealth Planning**

- Review your current estate plan and address any concerns
- Assist in transferring assets to any applicable trust accounts
- Provide guidance and assistance in the event of the death of a loved one
- Consult with your estate attorney at no additional cost

## **Insurance Planning**

- Analyze your current employee benefit plans
- Review your current life, disability and long-term care insurance and offer unbiased recommendations
- Assist with Medicare plan options

## **Client Services & Communications**

- Provide access to our wealth management portal, including client “vault” with easy access to your important documents
- Access to online interactive financial planning
- Review your progress on plans and recommendations on an ongoing basis
- Issue special reports on various financial related topics (tax savings, 529 plans, social security, etc.)
- Provide a quarterly newsletter to keep you apprised of current planning options
- Host client appreciation events and economic conference calls throughout the year