



MICHAEL S. FEDELI, CFA, PORTFOLIO AND BUSINESS DEVELOPMENT ASSOCIATE

HOW A FINANCIAL ADVISOR CAN HELP YOU NAVIGATE FINANCIAL COMPLEXITY

BY MICHAEL S. FEDELI, CFA, PORTFOLIO AND BUSINESS DEVELOPMENT ASSOCIATE

In today's ever-changing financial landscape, the ability to manage and adapt to financial complexities is more crucial than ever. Navigating the complexities of your financial life can be overwhelming, particularly when significant events such as selling a business, receiving a major promotion, preparing for retirement, or managing an inheritance arise. In these moments, seeking a second opinion can make a substantial difference in ensuring that you and your family make well-informed, strategic decisions. Whether you are uncertain about your current financial strategy or are seeking enhanced access to diverse investment opportunities, a financial advisor can provide the guidance and expertise required to build a strong and secure future for you and your loved ones.

Below, I outline some of the myriad ways a financial advisor can assist you in confidently navigating these challenges and setting you on the path to meeting your long-term goals.

SALE OF YOUR BUSINESS

You have put a great deal of time and effort into building a successful business and want to ensure it is transitioned smoothly to the next generation. The

CLEARSTEAD ANNOUNCES ACQUISITION OF BALDWIN ADVISORY, LLC OF NORFOLK, VA

[Clearstead Advisors, LLC](#), a leading Registered Investment Advisor with the SEC ("RIA"), has acquired Baldwin Advisory, LLC ("Baldwin Advisory"), a Norfolk, Virginia-based tax advisory firm. The combination is Clearstead's second in the Mid-Atlantic region this year, following its acquisition of the assets of Wilbanks, Smith and Thomas Asset Management, LLC in March.

After the Baldwin Advisory acquisition, Clearstead Advisors and its subsidiaries will have approximately \$47 billion in total assets under advisement, 240 employees, and offices in nine cities.

To learn more about this acquisition, visit our website: <https://www.clearstead.com/in-the-news/press-release-clearstead-advisors-announces-acquisition-of-baldwin-advisory-llc/>

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pre- and post-sale planning can be extensive and requires expertise in tax planning and estate planning, wealth transfer strategies, and other financial planning.

To ensure nothing is overlooked during this transition, a financial advisor can help and offer services such as:

- Analyzing an optimal structure for eventual sale and post-sale cash flow to fund lifestyle and family planning goals
- Develop income tax reduction strategies to minimize overall tax impact on the sale
- Assess philanthropic goals and help achieve your gifting objectives
- Coordinate with other advisors and resources to apply your financial and estate planning strategies

Each of these services could help you and your family maximize the benefits of the sale.

RECEIVING A MAJOR PROMOTION

Depending on your career and workplace, a significant promotion may include increased ownership of equity holdings at your company. An example would be if you become a managing director or partner at a Private Equity firm. In this position, you likely have knowledge of alternative and illiquid investments but could use help simplifying your other sources of income.

A financial advisor could help with this simplification by offering:

- Advanced tax planning to optimize tax-advantaged investments and other strategies to minimize your tax burden
- Holistic wealth management that integrates all aspects of your financial life, including portfolio management, risk management strategies, comprehensive estate planning, among others
- Family office services to ensure future generations are well-educated and prepared for inherited wealth

Comprehensive services like those listed above can help you keep your finances organized and optimized to meet your current and future goals.

PREPARING FOR RETIREMENT

If you are preparing for retirement, you will want to protect your assets and ensure you have the funds to continue your lifestyle in the future. A financial advisor can help you build a financial safety net and estate plan that supports your current and future goals.

Other ways an advisor can help are by:

- Developing a comprehensive retirement plan that includes strategies for sustainable income generation
- Creating a tailored investment strategy that emphasizes stability and income generation
- Optimizing your tax plan, including retirement account contributions, capital gains management, and deductions

Through these services, a financial advisor could offer you and your family peace of mind that you will be able to continue meeting your needs post-retirement.

TRANSFERRING WEALTH TO THE NEXT GENERATION

You have spent years building and preserving your wealth, and now you want to ensure that it is passed on smoothly and effectively to the next generation. The process of transferring wealth can be complex, requiring careful planning and strong understanding of tax laws, estate planning, and wealth transfer strategies.

Feeling reassured that your wealth transfer is in capable hands, a financial advisor can provide valuable assistance by offering services such as:

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- Developing a comprehensive wealth transfer plan, including determining the most effective ways to distribute assets to your heirs, minimizing potential disputes, and ensuring that your wishes are carried out as intended.
- One of the key concerns in wealth transfer is the impact of estate and gift taxes. A financial advisor can work with you to develop strategies to help reduce these taxes, such as utilizing trusts, gifting strategies, and charitable donations.
- A financial advisor can assist in setting up various types of trusts tailored to your specific needs, whether focused on protecting assets, providing for loved ones, or supporting charitable causes.
- Effective wealth transfer often requires collaboration with other professionals, such as estate attorneys and tax advisors. A financial advisor can coordinate these efforts to ensure that your financial, legal, and tax strategies align and work toward your overall goals.

Each of these services can help with transferring wealth smoothly and effectively to the next generation, providing lasting benefits to your family, and aligning with your long-term vision.

LOOKING FOR NEW INVESTMENT OPPORTUNITIES

You may already be working with an investment advisor but have been unhappy with their investment approach and want to explore new investment opportunities to potentially maximize your returns. Many advisors will offer a review of your current investments and offer observations that you can work with them to address and implement.

Through a review of your current portfolio, an investment advisor can identify:

- Potential adjustments to asset allocation to improve diversification
- Ways to address the tax-efficiency of your investments
- Areas where alternative investments may be appropriate to help meet return objectives

There can also be instances where another investment advisor may have the ability to access investment opportunities that others cannot. Working with a new advisor may allow you to revise your asset allocation and portfolio construction to better target your return goals.

OUR CLEARSIGHT ANALYSIS

To show individuals and families how we might be able to help them, Clearstead offers a complimentary financial analysis—called a ClearSight—that provides a fresh look at your finances and offers observations and recommendations on your estate, tax planning, investments, among others.

Clearstead has expertise in numerous areas of wealth management, and through our ClearSight, we can show you how we can integrate the services shared previously in this article to create a custom solution that could meet your long-term goals.

Allow our professionals to review your finances through a ClearSight analysis and help you and your family achieve financial success and clarity well into the future.

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Performance data shown represents past performance. Past performance is not an indicator of future results. Current performance data may be lower or higher than the performance data presented.

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MARKET BENCHMARK RETURNS

July 31, 2024		1M	3M	12M	YTD
US Large Cap	S&P 500 Index	1.2%	10.0%	22.1%	16.7%
US Small Cap	Russell 2000 Index	10.2%	14.6%	14.3%	12.1%
Developed Intl	MSCI EAFE (Net)	2.9%	5.2%	11.2%	8.4%
Emerging Intl	MSCI Emerging Markets (Net)	0.3%	4.8%	6.3%	7.8%
Real Estate	FTSE NAREIT All REITs Index	7.1%	15.1%	10.9%	4.8%
Core Fixed	Blmbg. U.S. Aggregate Index	2.3%	5.1%	5.1%	1.6%
Short Fixed	Blmbg. 1-3 Year Gov/Credit index	1.2%	2.5%	5.7%	2.6%
Long Fixed	Blmbg. U.S. Long Government/Credit	3.4%	7.4%	2.8%	-0.9%
Corp Debt	Blmbg. U.S. Credit Index	2.3%	4.9%	6.5%	1.9%

Source: Bloomberg
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