

# THE BLUNT WEALTH SERVICES BULLETIN

SPRING 2023



Our team has had a busy first quarter of 2023, kicking off with our annual Market Economic Outlook event that we held in person and also via zoom. Aligning with the theme of Spring Cleaning, we held our Spring-Cleaning Shredding and donation event in February as well as some other fun client events and let's not forget our Holiday party that closed out 2022.

Along with all of this inside our newsletter, we have some information on college planning as well as some advice for those dealing with a divorce later in life. **Make sure to check out the back cover to add any events to your calendar! Enjoy this edition of the newsletter and hope to see you at our annual summer barbeque!**

## SIMPLE AND ELEGANT WEALTH MANAGEMENT

At Blunt Wealth Services, we help people live their best lives with confidence through financial empowerment, community and lifelong relationships.

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# COLLEGE SAVINGS - IT TAKES A VILLAGE

May is known as college savings month, so when it comes to saving for a child's or grandchild's education, we at BWS wanted you to know about one of the more popular college savings vehicles, the 529 plan.

A 529 plan can be established by anyone but is most often used by parents and grandparents interested in providing education funding. 529 plans are most often allocated in mutual funds. They are state sponsored, but you are free to use any states plan. Typically, the program will offer at least one age-based or years to college portfolios as well as several allocate yourself options. The age-based portfolios will generally be more aggressive for younger beneficiaries and less aggressive for those nearing college age.

"For most parents, paying for their children's college education will be one of their greatest financial challenges. A 2016 Sallie Mae study "How America Saves for College" revealed 92% of parents believe college is an important investment in their child's future, but they find that saving for it can be challenging."

The main benefit of a 529 plan is it is tax free if used for "qualified" expenses. Keep in mind, you do not get a deduction for your contribution into a 529 but the growth will be tax free. And with new rules that allow the rollover of a 529 into a ROTH IRA for the beneficiary, these plans are more popular than ever.

## Key Points:

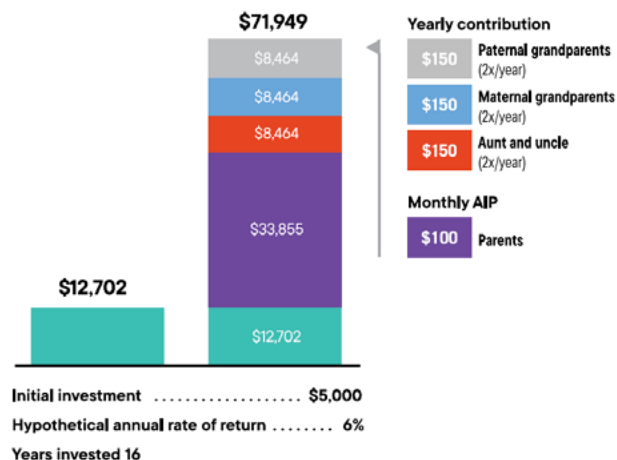
Can fund a child or grandchild's 529 with up to the federal gift tax exclusion of \$17,000 for 2023.

Plan assets are assets of the account owner but are NOT a part of the account owner's estate.

Account owners control withdrawals and plan beneficiaries can be changed at any time.

Let's see an example of how the old proverb "it takes a village" can work for you!

Example: Parents set up a 529 plan for their 3-year-old child with an initial contribution of \$5000. Assuming a 6% hypothetical rate of return, after 16 years they could expect the account to grow to \$12,702 before fees and expenses. NOW CONSIDER: the same situation but with the parents contributing \$100 per month through an automatic contribution program. The beneficiary's two sets of grandparents and an aunt and uncle contribute \$150 each birthday and holiday season.



A new legacy of education begins with you! We're here to help you get started! Please reach out to see if a 529 plan is right for you and your family!

Investors should carefully consider the investment objectives, risks, charges, and expenses associated with 529 plans before investing. This and other information about 529 plans are available in the issuer's official statement and should be read carefully before investing. Investors should consult a tax advisor about any state tax consequences of an investment in a 529 plan.

## ASK DANIELLE



### What Budgeting Tools or Apps do you recommend?

Great question, there are many apps out there for budgeting depending on how deep you want to go.

Mint is a great all-around tool. It's got great reviews, is free, and syncs many kinds of bank accounts but its main downside is it tracks after the fact rather than planning ahead for your money. YNAB "You Need A Budget" is a hands-on zero-based budgeting app which makes you plan for every dollar. It takes more commitment as you will need to allocate your money every time a "paycheck" comes in and it also costs \$14.99 a month or \$99 for the year although, college students can use it for free for a year.

My preferred method that I use is a simple excel spreadsheet with formulas. I have my checking account in one column and then all my recurring expenses and checks that I write that get directly deducted line itemed by date. Like the old handwritten check ledger! I have dedicated credit cards for different uses, and they all tie into my rewards program. One credit card is dedicated to recurring expenses and budgets such as Health/Beauty etc. that I

plan out my monthly budget and deduct as I use it. One credit card is dedicated to entertainment and dining and gets bonus rewards for those 2 categories and I have a "liquid" card tied to my checking account that I transfer a set dollar amount every month to that I use for little things like fast food, tips, Target, groceries and I also connect this card to my Venmo and PayPal accounts so that if that account gets compromised, its only my smaller liquid account and not my main checking account. I usually reconcile my budget every week or biweekly depending on time.

There's a bit more to my budget than the above but this gives you the idea. The hardest part was just spending some time initially setting it up as after each month I just copy and paste the next month and make any updates to budget numbers if needed! If you need help with budgeting, we have some great partners that we work with that we would be happy to pass along their info! Happy Budgeting!!

Danielle Blunt CFP®  
Financial Advisor





FROM THE DESK OF DANIELLE BLUNT

# To Our Blunt Wealth Services Friends and Family

As I'm writing this right now, I'm looking outside at snowcapped mountains and a bright blue sky along with all the lush greenness that the last few months of rain have brought to southern California recently. Although the rain was needed and this beauty is the result of all that rain, I will say I am glad it is over!! I think this can relate to the markets as well. We've had some beautiful weather overall for the last decade but the last year plus has definitely had some storms. I don't know how long these market storms will last but I know it will end and we will once again enjoy the blue skies and snowcapped mountains of a bull market once again. Until then I will focus on what I can control. Enjoying life with my family and friends and clients!

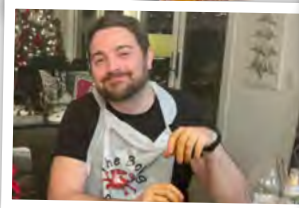
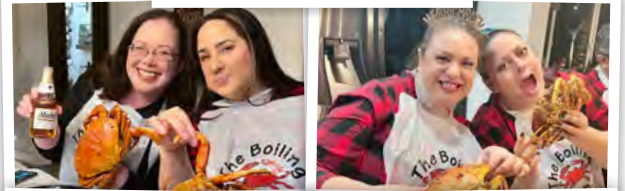
Our BWS staff Christmas party was a fun night at my house for both staff and significant others as well as the kids! We had an East Coast style crab feast at my house! We stuffed ourselves and then played games all night all in our coordinating plaid!! After Christmas, me and Eric were off to Portugal to ring in the new year with friends! I love the country and people of Portugal but I also love those "Pasteis de Nata", those little Portuguese custard tarts!

Forbes also invited me and all the BWS staff to a roadshow in Beverly Hills as a recognition for earning a Top Advisor distinction! We had fun taking a picture of all of us "On the Cover of Forbes", (minus Grant since he was on vacation). We finished with a hosted dinner at a nearby restaurant. Forbes did a really nice job of celebrating us!

I got to get away for a quick weekend at Napa to do some wine tasting with a group of advisors from Raymond James. One of the things I love about Raymond James is the friendships I've formed with other advisors and how willing everyone is to share best practice ideas.

Since my middle daughter is off at college, I got to spend Spring break with my youngest on a Disney cruise with her good friend, Veronica's daughter, Bella! It was a fun week seeing Mayan ruins, parasailing and enjoying some Disney Magic on the ship, The Magic. My kids are growing up, so I've got to make the most of it! Until the next newsletter....

Danielle Blunt, CFP® & CDFATM  
President Blunt Wealth Services  
Danielle.Blunt@raymondjames.com



BWS Staff Crab Feast & Christmas Party



Danielle & Eric in Portugal



Disney Cruise Mayan Ruins



Disney Cruise



Forbes Roadshow



Napa Wine Tasting

# Straight Talk on Grey Divorce

## Preparing to Go It Alone After 50

Grey Divorce is the term referring to the rising rate in older adults, typically from long-lasting marriages, getting divorced.

Research shows the phenomenon of the overall divorce rate going down while the “grey-haired” demographic’s rate of late-in-life divorce was on the rise. The 50+ crowd currently makes up a quarter of all divorces and 1 in 10 is 65+.

### Why are so many Baby Boomers getting divorced?

There are a few reasons that researchers have found explaining the data of the increase in Grey Divorce. The first being that the couples who are typically married more than 20 years have simply grown apart and the stigma of divorce no longer exists as it did for their own parents’ generation. This typically happens after the couple becomes empty nesters and realizes that raising children was what was keeping them together. The second is that due to a longer life expectancy, these couples are finding themselves in their 50s and 60s, unhappy, and with 20 to even 40 more years left to live -- and they want to do it their way.

The reasons may differ but what is similar is that Grey Divorce is not the same as a typical divorce. Most Grey Divorce clients are retired, near retirement, and will have a complicated division of assets.

### How will a Grey Divorce affect retirement?

A grey divorce will likely wreak havoc on a retirement plan as household income has decreased as well as a division of assets will come into play. Having your nest egg cut in half magnifies your financial challenges no matter how many zeros are in your combined 401(k)s and IRAs. The more accounts you have, the more complex

the options for splitting them and potential creative solutions for tax minimization.

**This all sounds overwhelming because it is. It’s a huge change! But you don’t need to have all the answers, you simply need to be educated.**

### Hire qualified professional help

Investing time and money to hire the right fit team is crucial to navigate your divorce.

A well-qualified **Family Law** attorney you feel comfortable with is recommended. In addition, a Certified Financial Planner (CFP®) and/or Certified Divorce Financial Analyst (CDFA®) can provide strategic asset and income tax strategies and the strong financial expertise that is crucial to helping you achieve future financial stability, and a therapist can help in an emotionally tumultuous time.

Though it is going to be an emotional journey as you separate a life together ensure that you’re putting in place the three “F’s” as your foundation for a sustainable future: **Friends, Finances, and a Forward Focus**. When you have all three elements firmly in place, chances are much higher that you’ll end up in a better place despite a life change you may have never expected.

*Danielle Blunt is a CERTIFIED FINANCIAL PLANNER® and a Certified Divorce Financial Analyst and is very adept at Grey Divorce. If you know someone is in this situation, please reach out for a confidential consultation 657-216-2496.*

 **THE BWS TEAM IS VERY EXCITED TO ANNOUNCE!**



Danielle Blunt has once again been named to the Forbes Top Women Wealth Advisors Best-in-State List for 2023 – four years running! She is honored to be recognized among this group of outstanding, empowered women in the financial industry for offering exemplary services in a year of unprecedented challenges. Please visit <https://www.forbes.com/profile/danielle-blunt> to view her profile.



Carrie Botana has earned her Accredited Asset Management Specialist designation from the College of Financial Planning! AAMS certification focuses on personal finance, asset management, and investments to help clients plan for and accomplish their personal financial goals. This will help her continue her focus of working with the next generation of our clients and helping them plan for their retirement and be good stewards of any

financial legacies they are entrusted with. We are thankful for all our clients who trust us with their financial future.

## BLUNT WEALTH SERVICES CLIENT SPOTLIGHT!! LARRY MACKLIN



Larry R. Macklin has gained a new title – Author! After he retired, Larry joined the Osher Lifelong Learning Institute (OLLI) at Cal State Fullerton at the suggestion of a friend. He tried a drawing class, a discussion class, attended a couple of movie sessions and several presentations, but the class that stuck out to him was the writing class. As an avid reader

and one who was “good with words,” Larry joined the once-a-week writing class where he wrote short stories and participated in peer feedback for editing. Larry is still an active participant of the peer feedback group. Larry’s first published book, “Sister Mercy – A Catholic Nun Crime Romance Novel”, was a labor of love created in this same OLLI class and led to 2 additional books in the Sister Mercy series. All 3 of these books can be bought on Amazon!

When actively writing, Larry spends about 3-4 hours a week on his new hobby and is currently writing his fourth novel that will be released in the of Summer 2023! Larry truly exemplifies that retirement can be the start of another career and/or hobby! Congratulations Larry!



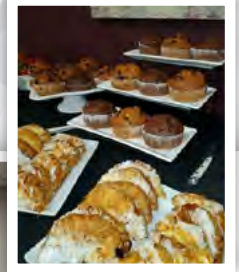
Forbes America’s Top Women Wealth Advisors Best-In-State (2023)

The Forbes ranking of America’s Top Women Wealth Advisors Best-In-State, developed by SHOOK Research, is based on an algorithm of qualitative and quantitative data, rating thousands of wealth advisors with a minimum of seven years of experience and weighing factors like revenue trends, assets under management, compliance records, industry experience and best practices learned through telephone and in-person interviews. Neither Raymond James nor any of its Financial Advisors or RIA firms pay a fee in exchange for this award/rating. Raymond James is not affiliated with Forbes or Shook Research, LLC. Please visit <https://www.forbes.com/lists/best-in-state-women-advisors/> for more info. Portfolio performance is not a criterion due to varying client objectives and lack of audited data. This ranking is based upon the period from 02/04/22 to 09/30/22 and was released on 02/02/2023. Research Summary (As of February 2023) 38,314 nominations were received and approximately 1,700 women won based on thresholds. This ranking is not indicative of an advisor’s future performance, is not an endorsement, and may not be representative of individual clients’ experience.



# Helping Our Clients Stay Organized!

In February, we hosted our Annual Shredding Event for all our clients and guests and the day was full of decluttering and cleaning out old papers and files! We also reviewed financial organizing tips and tricks in preparation for tax season while enjoying muffins and mimosas! Remember we offer secure shredding for our clients throughout the year! So, no matter what season you are cleaning out your files, bring in your shredding to our office anytime!



## BWS IN THE COMMUNITY!

BWS Cares was in full force over the holiday season! BWS had the privilege to partner with the City of Brea and the Brea Fire Department for their annual Fired Up for Giving holiday toy drive. A big thank you to all those who donated an unwrapped toy to make a child's holiday extra special!

During the month of February, BWS Cares once again was able to partner with Working Wardrobe! Working Wardrobe offers their clients a full wardrobe of career services, including assessments, career preparation and coaching, training, job placement....and yes, a Success Suit! Again, thank you to all who generously cleaned out their closets for such a worthy cause!





# MARKET AND ECONOMIC UPDATE



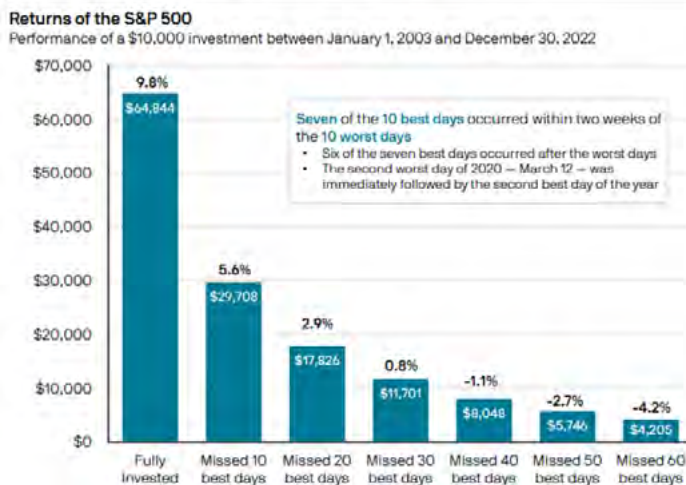
Much is happening with the economy, policy, media and ultimately the markets. There are multiple angles to every story creating convoluted information evaluation. As emotions intensify, the recipe is set for impulsive and/or irrational behavior - market mayhem. We've already seen this in the first quarter of 2023.

Inflation has flourished in a way most investors have not experienced in their lifetime. When the Fed fights inflation, especially as aggressively as they are, there is possible consequences to the economy.

The good news is that inflation is now on a well-established downward track. The bad news is that further Fed tightening has the potential to worsen financial instability, threatening the economy with recession.

For individual investors, it can be easy to ignore appropriate asset allocation in order to attain short term yield. With short term CDs paying in the ranges of 3-4%, and market uncertainty ahead, it can sometimes "feel better" to move a longer-term asset into a shorter-term investment but staying true to your asset allocation is even more important in volatile times. We sometimes believe we can outsmart and time the entry into the market and just park some money in CDs until "things get better" or until "I feel better" and then I can move back in. Moving money in and out of cash or CDs to try and time the market can substantially hurt your long-term plan. We need to think about our goals and cash needs not just today but in the future when investing and tune out the herd which isn't always heading in the right direction. It is TIME IN THE MARKET NOT TIMING THE MARKET.

## Impact of being out of the market



Source: J.P. Morgan Asset Management analysis using data from Bloomberg. Returns are based on the S&P 500 Total Return Index, an unmanaged, capitalization-weighted index that measures the performance of 500 large capitalization domestic stocks representing all major industries. Indices do not include fees or operating expenses and are not available for actual investment. The hypothetical performance calculations are shown for illustrative purposes only and are not meant to be representative of actual results while investing over the time periods shown. The hypothetical performance calculations are shown gross of fees. If fees were included, returns would be lower. Hypothetical performance returns reflect the reinvestment of all dividends. The hypothetical performance results have certain inherent limitations. Unlike an actual performance record, they do not reflect actual trading, liquidity constraints, fees and other costs. Also, since the trades have not actually been executed, the results may have under- or overcompensated for the impact of certain market factors such as lack of liquidity. Simulated trading programs in general are also subject to the fact that they are designed with the benefit of hindsight. Returns will fluctuate and an investment upon redemption may be worth more or less than its original value. Past performance is not indicative of future returns. An individual cannot invest directly in an index. Data as of December 31, 2022.

Appropriate asset allocation matters, and I will preach this whether in a 1% or 10% interest rate environment. Growth assets such as equities or real estate are necessary to grow wealth. Greater risks come with potentially higher returns. On the complementary side, fixed income assets are important in protecting wealth usually accompanied with less volatility. Attractive income that supplements this purpose is a bonus. **Markets are unpredictable.**

That is why we preach putting your money in many buckets, or diversification. Like the Ferris Wheel at your local fair, if one bucket happens to turn upside down, all the other buckets you've invested in are still upright. What kind of shape would you be in if all your money were in that one bucket? If one bucket goes down, you'd better be diversified in the others.



One bucket I want to highlight below is the Municipal Bond Market. Municipal yields are still near the highest levels since 2019 or longer, depending on maturity, and we do not know how long they will remain at these levels. Investors in higher tax brackets and/or high tax states may benefit from the tax advantages of municipal bonds. The "apples-to-apples" yield comparison shows municipal taxable equivalent yields to Treasuries.

A tax-free yield of 3.00% is equivalent to ~5.06% taxable yield for an investor in the highest tax bracket

A tax-free yield of 4.00% is equivalent to ~6.75% taxable yield for an investor in the highest tax bracket

What does this mean for investors? If you are in a higher tax bracket or if you live in a high tax state, municipal bonds are likely a high-quality investment that can provide an opportunity to lock in reliable tax-efficient cash flow and yields not seen in quite some time.

### To Summarize:

**Stay rational. Maintain appropriate asset allocations with proper diversification. When appropriately allocated and invested for the long term, momentary volatility and market mayhem can be mitigated with strategic discipline. Recent history reflects that fixed income, despite recent mayhem, remains income friendly. Keep focused on your portfolio and your long-term goals and if possible, avoid temptations arising during market mayhem.**

*Every investor's situation is unique, and you should consider your investment goals, risk tolerance and time horizon before making any investment. Prior to making an investment decision, please consult with your financial advisor about your individual situation.*

*The foregoing information has been obtained from sources considered to be reliable, but we do not guarantee that it is accurate or complete, it is not a statement of all available data necessary for making an investment decision, and it does not constitute a recommendation. Any opinions are those of Danielle Blunt and not necessarily those of Raymond James.*

*Bond prices and yields are subject to change based upon market conditions and availability. If bonds are sold prior to maturity, you may receive more or less than your initial investment. There is an inverse relationship between interest rate movements and fixed income prices. Generally, when interest rates rise, fixed income prices fall and when interest rates fall, fixed income prices rise.*

*There are special risks associated with investing with bonds such as interest rate risk, market risk, call risk, prepayment risk, credit risk, reinvestment risk, and unique tax consequences. To learn more about these risks and the suitability of these bonds for you, please contact our office.*

*Investments in municipal securities may not be appropriate for all investors, particularly those who do not stand to benefit from the tax status of the investment. Municipal bond interest is not subject to federal income tax but may be subject to AMT, state or local taxes. Income from municipal bonds is not subject to federal income taxation; however, it may be subject to state and local taxes and, for certain investors, to the alternative minimum tax. Income from taxable municipal bonds is subject to federal income taxation, and it may be subject to state and local taxes.*

*Municipal securities typically provide a lower yield than comparably rated taxable investments in consideration of their tax-advantaged status. Investments in municipal securities may not be appropriate for all investors, particularly those who do not stand to benefit from the tax status of the investment. Please consult an income tax professional to assess the impact of holding such securities on your tax liability.*

*You should discuss any tax or legal matters with the appropriate professional.*



# CELEBRATING THE GOOD TIMES!



## A Hobbit Dining Experience!!

*In March we held our Annual Advocates dinner to recognize all the people that introduced a friend or family member to our practice last year. A total of 24 people earned this distinction for 2022!*

*We celebrated them and their guests with a special evening at "The Hobbit" – a themed restaurant with a multi course, multi room dining experience.*

*With so much uncertainty in the markets and the world, many investors would value a second opinion on their finances. JD Power Investor Satisfaction survey from January 2023\* showed that 29% of Individual investors don't believe their financial advisor understands their financial needs and goals and 32% of investors don't believe their advisors recommendations are in their best interest! Further the study showed that 42% of advisors are providing "transactional" advice and that only 11% of advisors today deliver comprehensive, personalized advice that covers all of a clients financial and wealth management needs.*

*With that in mind, you probably know a friend or family member who is unhappy with their financial advisor or dealing with a complex financial need at the moment like retirement! We will always meet with someone that comes from an introduction from a client to see if we can be of value and benefit to them. It does not matter their net worth and they DO NOT need to become a client. If we are not the right fit for them, we will certainly point them in the right direction.*

*We hope many more of you can join us at the Hobbit next year and that we can help make a difference in the financial lives of your loved ones!!*

\*JD Power is a global leader in consumer insights, advisory services and data analytics. They interviewed 6,168 investors who work directly with a dedicated financial advisor or team of advisors and the study was fielded from October 2022 through January 2023.



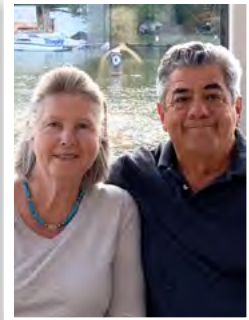


# LET'S HEAR FROM THE **BWS TEAM AND CLIENTS!**

*We asked our clients to take a stroll down memory lane and show us their wedding photos and a photo of themselves now! How much fun to see!!*



**Mike & Harriet Moses**



**Bob & Marilyn Rios**

## THEN & NOW



**Jerry & Cindy Alcorn**  
*Celebrating 41 years this past year!*



**Carlos & Gerry Botana**  
*Married 46 years!!!*

## QUARTERLY MILESTONE BIRTHDAYS

***BWS has several milestone birthdays to celebrate this quarter!!***

*Turning  
50*

*Celebrating  
65*

*The Big  
80*

*Joining the  
85 Club*

*A Special  
Celebration  
Turning 90!*



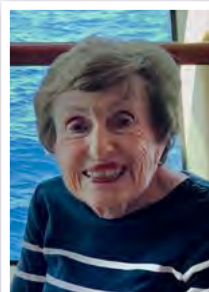
**Heather Ryan**



**Bob Beck**



**Warren Wilson**  
in Memoriam  
Deceased 4/6/2023



**Kathy McKnight**



**Roger & Margie  
Bohne**



**Sarah Bowman**



# A Stroll in the Tea Garden

In honor of Women's History Month, we hosted a luncheon tea for a select group of women clients and advocates at the Springfield Garden Tea room! Although the weather was a bit drizzly, our clients and guests dressed to impress with spring colors and beautiful hats!

We enjoyed three different teas, an assortment of finger sandwiches, warm and delicious scones with homemade jam and clotted cream but more importantly, we made new connections and had some delightful conversations! It was a perfect way to celebrate the women in our lives!



## GRANT'S GOOD TO KNOWS

### Secure Act 2.0 Biggest Changes

- **Effective in 2024 - Unused 529 funds may be transferred to a Roth IRA in the name of the beneficiary subject to several rules:**

The lifetime amount that can be transferred is \$35,000.

The 529 plan has to be established for at least 15 years and no funds (or associated earnings) that were contributed in the previous five years prior to the transfer may be used.

There are no income limits or phase-out restrictions when making a 529 to Roth transfer.

- **Reduction of RMD excise tax from 50% to 25% for failure to take your RMD, and if corrected in a timely manner, it is reduced from 25% to 10%**

- **RMD dates will incrementally increase as follows:**

Age 73 starting on Jan 1, 2023

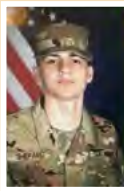
Age 75 starting on Jan 1, 2023

These are just a few of the changes to the Secure Act 2.0! If you have any questions regarding these changes and how they may affect your retirement or financial goals, please reach out to me at [grant.moulton@raymondjames.com](mailto:grant.moulton@raymondjames.com) or call the office at 657-216-2496 to set an appointment.

Grant Moulton  
[grant.moulton@raymondjames.com](mailto:grant.moulton@raymondjames.com)



# XTRA XTRA! READ ALL ABOUT OUR GOOD NEWS!!



Sandy Mallicoat welcomed a new great granddaughter last year and her oldest great grandson received a medical discharge from the army.



Deana Nadalin enjoyed a fun trip to Seattle with her best friend to see Bruce Springsteen!

Leah Lozano's new great grandson, Jett Wolfgang Mayer came into the world on March 18th, weighing in at 9lbs 12oz. Congratulations to the family!!



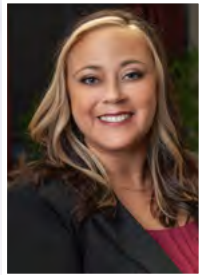
Bob and Nadia recently returned from a two-week cruise from San Diego to Fort Lauderdale with the highlight of the Panama Canal. Holland American Zaandam had the best cruise director they have encountered.

Chet & Linda Spencer are proud to share some great news about two of their grandchildren! Their grandson Daniel is attending UC Santa Cruz as a freshman and has made the Dean's Honor Roll with a 4.0 GPA. Their granddaughter Cade has been accepted to Cal Poly Pomona and will be attending in the Fall. Congrats to both Daniel and Cade on their achievements!



Mike & Vickie Gallo travelled on an amazing trip to Costa Rica for eight days! They met some wonderful people, went zip-lining, toured a coffee plantation and observed and walked through incredible ecosystems. They thought the country was so beautiful. Check out the cute sloth!!

In March, Julie Horn delivered a speech in the Toastmasters International Speech Contest at the Area Level!! Her piece was titled Second Chances. A nice story of 515 words about ones serving others and what you learn in Toastmasters.



## Carrie's Corner I am Having a Baby... Now What?

Pregnancy is an exciting time! You are growing and creating your family, new traditions, and legacy. It is no secret that having a baby comes with a long to-do list. There are some obvious tasks like setting up a nursery and babyproofing your home, and less obvious but equally important ones like buying life insurance. You will also be faced with a host of legal and financial decisions, like writing or updating your will or living trust. But with a little bit of planning, you can get a head start on these crucial to-dos to save you time and stress for when your baby arrives. Here are a few things to get started now and relief some stress down the line:

- **Review your insurance.** Check into getting or updating your life and disability insurance to make sure you have adequate coverage. There are many types of insurance, but a term policy is usually the most cost effective. Consider including enough to cover your mortgage and other debts as well as to replace your income. We at BWS can help you with a life insurance needs analysis and help you secure the right type of insurance for you!
- **Start saving for education.** Consider setting up an automatic monthly transfer into a 529 education savings account for the benefit of your child. 529 plans grow tax-deferred, and withdrawals for qualified education expenses are tax-free. The earlier you begin setting money aside in a 529 account, the longer you may benefit. See article inside for more details.
- **Create or update your estate plan.** An estate planning attorney can help you create a will and or trust (or revise an existing one) to direct where your assets will go and who will take care of your children after you die. Adding a new family member gives you an opportunity to review your beneficiaries for all life insurance policies and retirement accounts (401(k), IRA, etc.). Be sure to discuss this with your attorney and financial advisor as part of the complete estate plan.
- **Review your taxes and withholdings.** You may be able to claim additional tax benefits, such as a \$2,000 child tax credit (depending on your income). Discuss your new addition with your tax preparer. If your taxes will be lower, you can increase your take-home pay by adjusting your Form W-4 for payroll withholding.

If you or someone you know is expecting a new addition, I'd be happy to have a chat with them!

Please reach out to me at 657-216-2496.

*Carrie Botana*



# Happy HOLIDAYS



We were so happy to see everyone at our Annual BWS Holiday Open House! It was a great evening filled with live music, food, and drinks but most importantly the amazing connections with our BWS family. Many new friends were made as well as connecting with old friends! In addition, there was a lot of dancing happening on the dance floor!

We continued the tradition of serving Danielle's homemade tamales - and a big thank you to all who helped! We also had the most wonderful cookies made by our own Charlene Eaton. An amazing night was had by all, and we are already planning our Holiday Open House 2023!!



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**Blunt Wealth Services**  
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**YOU'RE INVITED!**

*Coffee CLUB*

Please join us the **LAST FRIDAY EVERY MONTH\*** for our monthly Coffee Club!

**8:00 - 8:30 AM**  
*Socialize & Sip!*

**8:30 - 9:00 AM**  
We'll have a brief presentation on current events in the market and the economy, followed by an informal discussion.

**JOIN IN PERSON**  
R.S.V.P.  
(657) 216-2496

**or via ZOOM**  
Meeting ID: 978 0466 4305  
Passcode: 928211

*Coffee & Donuts On Us!*

Blunt Wealth Services  
2601 Saturn St #100  
Brea, CA 92821



**TACO-BOUT IT TUESDAYS**

COME SOCIALIZE WITH THE BWS TEAM!  
SECOND TUESDAY OF EVERY MONTH

5:30pm - 6:30pm  **Bring a Friend!**

*Drinks & Snacks will be served!*

R.S.V.P.  
(657) 216-2496

2601 Saturn Street, Suite 100  
Brea, CA 92821

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## STAYING CONNECTED & INFORMED

*Make sure to mark your calendar and save the dates for our upcoming events.*

### APRIL

- 04/25 **BWS Team Birthday** - Danielle Blunt
- 04/29 **BWS Team Birthday** - Veronica Ortiz

### MAY

- 05/09 Taco-Bout It Tuesday - Hands on Making Margaritas & Salsa Class  
5:30pm-7:30pm In Person\* RSVP Requested
- 05/17 529 Education Planning Webinar - Carrie Botana  
4:00pm Zoom
- 05/26 Coffee Club  
8:00am Zoom & In Person\*
- 05/29 Memorial Day - Office Closed

### JUNE

- 06/10 Annual Summer BBQ - Yorba Regional Park
- 06/13 Taco-bout It Tuesday  
5:30pm-6:30pm In Person\*
- 06/30 Coffee Club  
8:00am Zoom & In Person\*

### JULY

- 07/04 Independence Day - Office Closed
- 07/06 Midyear Market Update  
4:30pm Zoom & In Person\*
- 07/11 Taco-Bout It Tuesday  
5:30pm-6:30pm In Person\*
- 07/28 Coffee Club  
8:00am Zoom & In Person\*

\*In person events held in the BWS Conference Room