Working Together In Retirement

For clients living on what they've built

Here's what an ongoing relationship with us looks like through a typical year: what's included, what happens each quarter, and when we meet. What we focus on shifts as you move through retirement, and you'll see where below.

> **A note on your first year:** what you see here is the steady rhythm, the shape most years take. Your first year is busier. We meet more often as we learn your full picture, build your income and withdrawal strategy from the ground up, and clear the items that have been sitting on your list. Once that foundation is set, the cadence below is where we settle.

What's included

Your flat fee covers two things together: managing your investments and your financial planning. We build and run your investment strategy, manage how your portfolio funds your income, coordinate your withdrawals and any Roth conversions, and handle your tax planning across the year. The aim is to make your money last, not pay additional taxes, and let you spend with confidence.

Most of this work happens in the background. That's the point of the arrangement: the things that are easy to put off, or hard to do well without spending real time on them, are the things we take on so they actually get done.

The year, quarter by quarter

First quarter: tax season. We prepare a tax letter for you and your CPA so your return is built on the right information, and we review your draft return before it's filed, while anything that needs correcting can still be fixed. Because your income now comes from your portfolio rather than a paycheck, we make sure withdrawals, conversions, and any charitable gifts made from a retirement account were reported correctly, since these are easy to get wrong and costly to leave alone.

Second quarter: your annual review meeting. The first of two scheduled meetings (we can always meet more, if needed). We look at how your investments performed and whether your portfolio is still positioned to support your spending for as long as you need it. We update your financial plan, reproject how long your money lasts, and stress-test it against varying conditions. Then we set the year's plan: where your income comes from, how much to draw, and how to keep your taxes low. You leave with a clear view of how your picture is evolving.

Third quarter: portfolio and tax check. Later in the year, with your income clearer, we do two things. We review your portfolio: how it's positioned and whether it needs rebalancing after a year of market moves and withdrawals. And we project your income and taxes while there's still time to act, choosing where the rest of the year's cash comes from to keep your tax bill down.

This is detailed work that only helps if it's done at the right moment, which is why it sits on our calendar and not yours.

Fourth quarter: year-end planning meeting. Our second meeting, and the most consequential one. A number of decisions can only be made before December 31. Depending on where you are in retirement, that can mean taking a required withdrawal, directing some of it to charity, converting savings to Roth while the window is open, or realizing investment gains at a low rate. We bring you the analysis and the recommendation, and together we decide what to carry out.

How it shifts through retirement

What we focus on changes as you move through your retirement years. Before 65, while you're buying your own health coverage, we manage your income carefully against the thresholds that set your insurance costs. From 65 until required withdrawals begin, the prime opportunity is moving money to tax-free Roth savings at a lower rate, done in a way that keeps your Medicare premiums in check. Once required withdrawals start, we make sure they're taken correctly, direct them to charity where it makes sense, and keep looking for room to convert on top. The plan meets you where you are rather than treating every retiree the same.

Between the scheduled points

Some things don't wait for a quarter: a change in your health, a decision on when to claim Social Security, a family or estate matter, or a large unplanned expense. When something needs a decision, we already know your situation and we're on stand-by to work it through with you.