

# Financial Tips from Malinda Weisensel, CFP®

## TIP # 1- TIS THE SEASON...FOR RETIREMENT SAVING!

April 15th is not only the tax filing deadline but also the deadline to make prior year contributions to a Traditional or ROTH IRA. A Traditional IRA is a tax-deferred retirement savings account and contributions may be tax deductible. Contributions to a ROTH IRA are made with after-tax dollars, and withdrawals are tax free in retirement.\*

Which retirement savings vehicle you use may not be the same for everyone. As a Financial Professional I can help you determine the appropriate vehicle based on YOUR goals, objectives, and time horizon. For example, if you think your tax bracket may be higher in retirement, then a ROTH IRA option may be something to consider. If you think your tax bracket might be lower, then a traditional account may be more beneficial.

There is still time to make your contribution for 2020!!!

Account Type	2020 Regular Contribution Limit	2020 Catch-Up Contribution Limit	Total Potential Contribution
Traditional or Roth IRA	\$6,000	\$1,000	\$7,000

*\*If you are age 50 or older, the IRS allows you a "Catch-Up" contribution*

## TIP # 2- SAVE EARLY AND SAVE OFTEN!!

The earlier you start saving, the better chance your money has to grow enough to achieve your retirement goals! Once you getting going in your IRA or 401(k) increase your savings rate whenever possible. Here are a few general Retirement Savings Benchmarks to see how your retirement savings rate stacks up:

### General Retirement Savings Benchmarks

Many financial professionals recommend you strive to reach these general retirement savings rate benchmarks\* at various life stages. Please note that these are simply general goals and a starting point for your own personal retirement planning efforts.

- **In your 20s:** strive to save **7–10%** of your annual pay.
- **In your 30s:** strive to save **10–15%** of your annual pay.
- **In your 40s:** strive to save **15–20%** of your annual pay.
- **In your 50s and 60s:** strive to save **20%** (or more) of your annual pay.

\*Keep in mind that there are annual contribution limits to retirement plans imposed by the IRS. In 2020, the annual limit for 401(k) and 403(b) plans is \$19,500. If you are age 50 or older, you can contribute an additional "catch-up" amount of \$6,500. For traditional and Roth IRAs, the 2020 contribution limit is \$6,000 and the age 50+ catch-up contribution is \$1,000.

Email or call me today to request your FREE "The Basics of Retirement Planning" brochure or to schedule an appointment to review your retirement goals!

\*Traditional IRA withdrawals prior to age 59 ½ may result in a 10% IRS penalty in addition to current income tax. ROTH IRA withdrawals of earnings prior to age 59 ½ or prior to the account being opened for 5 years, whichever is later, may result in a 10% IRS penalty tax. Limitations and restrictions may apply.



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# Getting to Know You... Getting to Know All About You

**Hometown:** Deerfield, WI

**Current Hometown:** Marshall, we moved here in 2005. I always joke about how far I made it from home.

**Family:** I have been married to my husband, Brett, for almost 18 years. We have two beautiful daughters, Halle (16) & Kennedy (12), and 2 dogs, Yoda & Chewbacca (Chewy)...yes, my family likes Star Wars...A LOT!

**How long have you been in financial services?** This year I celebrated 21 years in the industry...more than half my life!!



**How long have you worked at Farmers & Merchants Financial Services?** I started with Farmers & Merchants State Bank in 2007, and transitioned to a LPL Financial Advisor with Farmers & Merchants Financial Services in 2009. In 2012 I obtained my CERTIFIED FINANCIAL PROFESSIONAL (CFP®) designation. That was one hard test!!! 2 days, 10 hours, fill in the bubble!

**What do you do?** Financial Planning is my focus. My job is to help clients clean up their financial clutter and gain clarity on where they are today and what they need to do to pursue their financial goals.

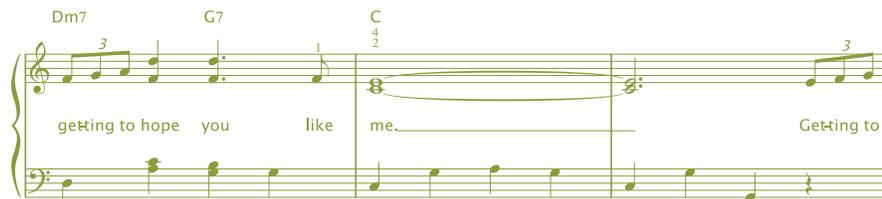
**What is Financial Planning?** It is a holistic approach to financial guidance. I like to think of myself as a general practitioner, offering guidance on everything from budgeting and investing to insurance and retirement planning.



**What's the best thing you've learned in your current position?**  
Financial Planning is Fun!!! Helping people with retirement planning is my FAVE!

**What is your favorite food?** Sushi      **What is one fun fact about you?** I make my own wine!

**Who is your favorite sports team?** I'm a WI Girl! The Badgers, my alma mater. The Brewers, we try to get to a few games each season. The Packers, I've done the Lambeau tour 3 times!



**In the summer, would you rather go to the beach or go camping?** My kids are very active in team sports, usually busy every weekend during the summer. To make it fun we try to camp on those sporting weekends in our pull behind camper. My daughters and I can set that camper up in 10 minutes!

**What's one thing that can instantly make your day better?** Black Coffee

**What's your favorite thing about your current job?** It sounds cheesy but I would say my AWESOME clients! I have worked with some clients for decades...they knew me when I first started in the industry & have since followed me on my journey.



**What is your definition of success?** When clients have that "Aha" moment! When they realize that we are working together to help achieve THEIR goals, no matter how big or small. You can just see the stress of not knowing what to do is lessened once we go through the financial planning process.

**What types of clients do you work with?** I have a wide age range of clients because people need financial guidance in all stages of life. Most of my clients are in the pre-retirement stage. Those clients are looking for guidance along the path to retirement, to gain clarity as to when they may reach that destination, and once there know they will be able to do all the things they want to in retirement. I also have clients who are just starting out and looking for better ways to save for retirement or for their kids' college savings. I have clients who have already retired, and I am now guiding them through the distribution and legacy portion of their financial plan.

**One final tip?** Save early and save often! If your company offers a match on their 401K do your best to max out the match. If your employer doesn't offer a 401K, set up your own Individual Retirement Account (IRA). For those self-employed, there are a number of options available to save for your own retirement with potentially higher contribution limits. Give me a call to discuss!