# **Slow It Down!**

Organizing Finances in a Digital Age of Gambling, Stock Trading, Bitcoin, Financial Shockwaves, and Retirement Planning





Brent Neiser, CFP<sup>®</sup> NACD Directorship Certified<sup>®</sup>

Host and CEO - What's Next with Money

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# Handling and Organizing for Financial Shockwaves



## WHAT ARE FINANCIAL SHOCK WAVES?

• HEALTH / DISABILITY

• RELATIONSHIPS

- JOB/INCOME (UNEMPLOYMENT)
- INCOME DISRUPTIONS

• ACCIDENTS

 NATURAL OR PERSON-MADE DISASTERS

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PEW CHARITABLE TRUSTS 2015 SURVEY OF AMERICAN FINANCE:

#### FINANCIAL SHOCKS IN THE LAST 12 MONTHS

- MAJOR HOME REPAIRS 24%
- MAJOR CAR REPAIRS **30**%
- DIVORCE, SEPARATION, WIDOWING 4%
- HOSPITAL TRIP 24%
- PAY CUT 24%
- ANY OF THE ABOVE 60%

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## SURVIVING FINANCIAL SHOCK WAVES LOOK AT IT IN 3 WAYS: - (HUMAN, SOCIAL, FINANCIAL)

#### **HUMAN**

Death, Disability, Sickness-Disease, Addiction, Pandemic ...stops income or ups expenses

#### SOCIAL

Divorce, Separation, Widowing, Taking in Family members, Reputation Loss (online or Personto-Person)

#### **FINANCIAL**

Theft, Fraud, Job Loss, Overspending, Under saving, Gambling, Inadequate Insurance, Investment Losses



## **HOW TO MITIGATE**

**EMPLOYER BENEFITS & INSURANCE** 

- DISABILITY INCOME INSURANCE
- GROUP LIFE INSURANCE
- HEALTH INSURANCE
- SICK LEAVE
- VACATION
- FAMILY LEAVE
- LAYOFF OR REDUCTION IN HOURS

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## SOCIALINSURANCE

**INCLUDES:** 

- WORKERS COMP
- UNEMPLOYMENT INSURANCE
- MEDICAID
- SSI
- CHIP
- SOCIAL SECURITY
- MEDICARE

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NEFE INCOME SHOCKS & LIFE EVENTS WHY RETIREMENT SAVINGS FALLSHORT

96% OF AMERICANS EXPERIENCE FOUR OR MORE INCOME SHOCKS BY THE TIME THEY REACH 70.



#### NEFE INCOME SHOCKS & LIFE EVENTS WHY RETIREMENT SAVINGS FALL SHORT

61% PERCENT OF WORKERS AGES 25-70 EXPERIENCED AT LEAST ONE EPISODE IN WHICH THEY LOST THEIR EARNINGS FOR AN ENTIRE YEAR.



#### OPTIONS FOR SURVIVING FINANCIAL SHOCK WAVES

## **BEFORE:**

- TAX CONSEQUENCES
- POTENTIAL PENALTIES
- ID OTHER SOURCES OF CASH
- LIST POTENTIAL SPENDING CUTS

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#### **DURING:**

- USE YOUR SAVINGS
- ID BESTACTION IN LINE WITH FINANCIAL GOALS
- RESEARCH LOCAL RESOURCES PLAN FOR HEALTH
   INSURANCE
- IMPLEMENT CUTS AND SPENDING REALIGNMENT
- ASK FOR ASSISTANCE, REACHOUT TO CREDITORS



#### RECOVERY

- PLAN TO GET BACK ON TRACK WITH SAVINGS
- ID CATCH UP SAVING ELIGIBILITY
- PAY DOWN DEBT
- REACTIVE AUTOMATIC DEPOSITS/CONTRIBUTIONS
   IF SUSPENDED

#### What's NEXT Wind's NEXT Wind's NEXT Wind's NEXT Wind's NEXT Wind's NEXT Wind's NEXT How do you let others know about your vital financial records & documents if you die or become severely disabled?

# MONEY MAPS





### Vital Documents & Financial Records List

- Warranty info of major or unique purchases
- Home property deed & home improvements list
- Credit card photo copies / info
- Latest set of tax returns (prior 3 years)
- Banking / safe deposit info / line of credit / mortgage
- Document file for each child (SSA, birth, adoption, vaccine, education)
- Main documents

(discharge certificate, marriage license, divorce, immigration, birth certificates, passports, Social Security Cards, Global Entry cards)



Conduct a Household Inventory Document room by room, inside and out. Including cars, boats, and outbuildings.



## Vital Documents & Financial Records List

- Auto & Homeowners Insurance
- Umbrella Liability Insurance
- Life & Disability Insurance
- Employee Benefits (2 files)
- Wills & Trusts (originals)
- Powers of Attorney (originals)
- Other Estate Documents
- Rental Properties
- Key Excel Spreadsheets (Net worth, Asset allocation, Small Business Info)
- Money Map
- Safe Deposit Key
- The Vital Documents and Financial Records LIST

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#### Vital Documents & Financial Records List of Location Information:

- A. Keys house, safe deposit, car, & mailbox
- B. Family contact info, key neighbors
- C. Where is a list of digital assets (passwords)
- D. Taxes & back up files
- E. Home improvement file
- F. Medical records, claims, HSA, FSA
- G. Autos
- H. Investment records

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#### Vital Documents & Financial Records List of Location Information:

I. Estate planning info

J. Small business or rental real estate

K. Checks/statements banking/credit union/brokerage

L. Financial advisors, attorney, rental manager, small business advisors, tax pro, insurance pro

M. Unpaid bills, credit card statements

N. Employee benefits info, contact info

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## **RUFADAA Covers**:

Computers/Tablets/Smartphones Items uploaded, on websites, photos, docs, records Email accounts Social media, Electronic communications Crypto currencies Online purchases & sales accounts (Amazon, eBay) PayPal, Music subscriptions LinkedIn YouTube

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### **RUFADAA Covers:**

iCloud, OneDrive Back up services Airline mile accounts (transferable after death) Credit card points or cashback \$\$\$\$ Contact lists, Text and emails Other media subscriptions Voice recordings Calendars

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# SPECIAL BONUS: Tech Checklist Before You Die: By Joanna Stern - The Wall Street Journal | Dec. 19-20, 2020



### Joanna Stern's List to keep on top of our digital lives:

- Take Inventory of your Digital Assets
  Add a digital Executor to your will
  Add digital heirs to your accounts
  Plan to pass on Your Password
- Record Your Stories

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# What To Do Disclosure of the existence of such accounts



# What You Can Do

A. Adjust your estate planning documents (Wills, Powers of Attorney, Trust documents)



# What To Do Introduces the idea of final greetings to family & legacy advice.



**Download Your FREE6 Page Guide at:** WhatsNextWithMoney.com/Free



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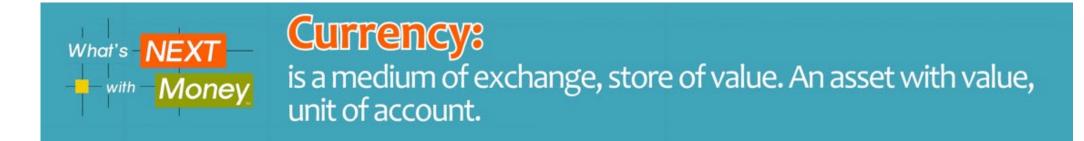
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Showcasing the Challenging Aspects of Frequent Stock Trading and Related Issues with Crypto/Bitcoin





# What's NEXT Bitcoin Rewards: - with Money - It is a new asset class with a low correlation to other assets



# **Bitcoin:** is the first decentralized peer-to-peer payment network that is powered by its users with no central authority or middlemen. - Investopedia



## What's NEXT Bitcoin Rewards: - with Money - It is taxable by the IRS, which creates legitimacy

## What's - NEXT with Money

#### **Bitcoin Rewards:**

- Taxed at Short Term Capital Gains Rate - If held for less than a year (Ordinary Income Rate)







#### Bitcoin Risks: Rules Not Enforced - Know Your Customer Rule Fiduciary Best Interest Standard





## Crypto Retirement:

Not a Good Idea: High Cost / Fees & High Volatility Not Generally Offered in Workplace











#### **Bitcoin Takeaways** Stable Coins - Cryptocurrency pegged to the value of other FIAT Currencies.



#### Bitcoin Takeaways Many possible uses for Cryptocurrency

#### **Payments**

- Intellectual property (Blockchain Technology fraud recourse, but not all use this)
- Capital Formation (is it a security?)
- Safety (from currency collapse?)
- Anonymity from central governments (but they have interest in fraud and theft protection)



#### **Question of the Day:**

How are you handling the frustration of holding on to a position when you bought high?



**Question To Ask Yourself** Would I buy that stock again?



## Buy & Sell Considerations 1. Do NOT buy on a margin. (leverage compounds the hurt)





#### **3 Reasons to Sell**

from Philip Fischer's classic book Common Stocks, Uncommon Wisdom

- If your original concept for the stock (company) purchase was wrong.

- The company is no longer considered a top performer

- You have a better place to invest or use your money

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#### **Reasons to Sell**

- Management changes
- Governance issues
- Whistle blowers
- Illegal acts, ethics issues
- Environmental problems
- Inability to execute, build, distribute, source materials, manage supply chain
- Hacking issues
- Negligence (handling risk)
- Taking on undo risk and too much debt

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**Bonus Key Point:** Buy right to avoid selling early



#### Our Unique Points of View & Situational Awareness You have a unique perspective as a consumer



What's NEXT What is your advice/experience with investing in something you know or in your own region/backyard?



#### How Do You Invest In What You Know? Through individual stocks (securities/equities) or sector-focused ETFs or mutual funds or indexes.

#### What's -NEXT with Money S&P 500 ORDER OF THE 11 SECTORS BASED ON SIZE:

- Information Technology
- Health Care
- Financials
- Consumer Discretionary
- Communication Services
- Industrials
- Consumer Staples
- Energy
- Utilities
- Real Estate
- Materials

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Don't look for the needle in the Haystack...When you can buy the Haystack (John Bogle -- Vanguard)



## Real Estate:

- SFH rentals
- Hotels
- Data centers
- Student housing
- Medical facilities
- Apartments
- Condos
- Resort properties
- Vacation properties
- Office buildings
- Warehouses
- Self-storage
- Home builders
- Building suppliers

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**10 Investing Principles to Think About** 3. You have a unique point of view and perspective.



**10 Investing Principles to Think About** 4. You are not rushed or pressured to take un-thinking fast or panicked action.



**10** Investing Principles to Think About

5. If you liked the store, product, or service, chances are you'll love the stock or sector.



# 10 Investing Principles to Think About 6. Your dollar votes count, look at your credit, debit, and checking account statements ...see where you spend.



## **10 Investing Principles to Think About** 7. Liking a product or service alone may not be an indicator of a good stock.



**10 Investing Principles to Think About** 8. You need to see if the company is healthy and in good shape.



**10 Investing Principles to Think About** 9. Core and Explore



**10 Investing Principles to Think About** 10. Can you explain a stock or investment purchase to your own child?



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# Retirement Planning – Building Momentum from 8 Points of View

- Work
- Social Security
- Home & mortgage
- Insurance
- Savings and Investments
- Retirement Plans
- Debt
- Fraud

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Based on National Endowment for Financial Education (NEFE) and a NEFE Think Tank (Retirement Income Decumulation) What's Next With Money Retirement-Focused Videos

- Retirement Wealth Gaps
- To Work or Not Work after Retirement
- Recognizing the Warning Lights on your Retirement Dashboard
- When to start Social Security



## 1. WORK

Work until full retirement age.

- Prolonging any health care coverage
- More time to build your retirement assets
- Increasing your ability to reduce debt
- More time to plan and practice for retirement
- Time to strengthen, test, and research your part time or small business work ideas.
- Consider phased retirement at full retirement age as part-time work

### **2.** SOCIAL SECURITY

- Try to at least go to your Full Retirement Age
- Age 62 to 67 Early Ret. (25-30% less)
- Age 67 FRA or Full Ret. Age
- Age 70 claiming SS Ret. Benefits nearly 70%+ higher
- Nearly 8% a year increase by delaying
- Consider phased retirement at full retirement age as part-time work

### **3.** HOME & MORTGAGE

• Fraud: Protect home equity from mortgage schemes by making decisions based on research. Carefully investigate charges, fees, and other options.

• **Debt:** If possible plan to pay off your mortgage and otherwise reduce housing costs before retiring.

## **4. INSURANCE**

- Work: Use your employer-provided health care coverage as long as possible.
- **Debt:** To avoid debt, have a plan to save for out-of-pocket medical expenses and premiums.

### **5.** SAVINGS & INVESTMENTS

- It is important to invest in diversified assets, even as you enter retirement.
- Consider how much risk you can tolerate in making your investments.
- Consider investing part of your retirement savings in an annuity that gives you a steady "paychecks" for your entire retirement.
- Set aside at least a year's worth of living expenses in cash to avoid having to sell investments at low values.

## **6**. RETIREMENT PLANS

- Work: Working longer allows you to continue contributing to and growing your retirement plan.
- Social Security: Use your pension (if you have one) as a bridge to Social Security.

## 7. DEBT

- To maintain a predictable cash flow in your retirement years, pay off your consumer debt, and credit card(s), and don't borrow new money before you retire.
- Consider the 10 years before retirement as your "debt-reduction" decade.
- Maintain an emergency fund.

# 8. FRAUD

- Retirement Plans: Get good, objective advice from a qualified financial planner about how to best invest your assets to fit your personal situation.
- Home & Mortgage: Protect your home equity from mortgage schemes by making decisions based on research. Thoroughly investigate charges, fees, and other options.



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# Understanding the Personal Finance Dynamics of Gambling

**GAMBLING PROBLEM** Over 2 million adults may have a severe gambling problem

- (NCPG) National Council on Problem Gaming

# **GAMBLING PROBLEM** 6-9 million adults may have a moderate gambling problem

- (NCPG) National Council on Problem Gaming

# **GAMBLING PROBLEM** 6-9% of young people experience problems related to gambling

- National Center for Responsible Gaming

# **GAMBLING ADDICTION** Includes all gambling behavior patterns that compromise, disrupt, or damage personal, family, or vocational pursuits.

# **PROBLEM GAMBLING** Symptoms Include:

- Increasing preoccupation with gambling
- A need to bet more money more frequently
- Restlessness or irritability when attempting to stop
- "Chasing" losses
- Loss of control manifested by continuation of the gambling behavior in spite of mounting, serious, negative consequences.

In extreme cases, problem gambling can result in financial ruin, legal problems, loss of career and family, or even suicide.

FINANCIAL WARNING SIGNS THAT GAMBLING MAY BE A PROBLEM We will look at financial signs, emotional aspects, and where to get specialized help, FINANCIAL WARNING SIGNS THAT GAMBLING MAY BE A PROBLEM Actions that you can take with taxes, credit, income, investments, employment, and property

### INDICATORS OF MONEY PROBLEMS

### Changes in:

- Debt
- Credit
- Assets
- Tax Positions

CREATE A FINANCIAL INVENTORY OR MONEY MAP

Show all joint accounts & identify/list all individual accounts

Also, know about all apps, accounts, mailing addresses, tax returns/forms filed

### Apps, Accounts, Mailing Addresses, Tax Returns/Forms Filed

- Have a secure password inventory
- Monitor for changes in account financial positions, transfers, address changes, new smart phone, burner phone, tablets or laptops
- Monitor credit reports and credit scores
- Determine and possibly implement a credit freeze status with the credit bureaus
- Monitor for liens on home and other property
- Monitor tax/IRS correspondence

**SITUATIONAL AWARENESS** BE ON TOP OF WHAT IS CHANGING

- Be aware of debt collection attempts
- Be aware of new CFPB rules
- Create a home inventory including cars, boats, trailers, collections, jewelry, plus outbuildings and storage units
- Look for unusual/unaccounted for travel, cell phones, computers, internet accounts

#### EMOTIONAL IMPACTS & FINANCIAL ISSUES OF GAMBLING

- Nervousness about financial discussions, Is there evasiveness when talking about money, bills, debts, assets, taxes, investment accounts?
- Family members are on pins and needles when money is discussed or researched
- Loss of trust in handling money
- Delayed awareness on the part of the family of money actions taken by the person with a gambling problem.
- Some show up as late payments, debt collection, tax problems
- Monitor mail and online accounts
- Sign up for transaction text alerts

#### EMOTIONAL IMPACTS & FINANCIAL ISSUES OF GAMBLING

- Consequences of raiding child's college savings, taking out student loans, ID theft
- A positive aspect of this will be that the family as a unit will become more on top of their finances for security, preservation, goal setting, and monitoring purposes

# A POSITIVE ASPECT OF SITUATIONAL AWARENESS

The family will become more on top of their finances for security, preservation, goal setting, and monitoring purposes

# **NEXT WE WILL LOOK AT:** Watch for special cases of financial fraud and fudging to get income to feed the gambling disorder

WATCH FOR SPECIAL CASES OF FINANCIAL FRAUD & FUDGING TO GET INCOME TO FEED THE GAMBLING DISORDER

- Under reporting income, overstating deductions and credits to lower tax liability and get a bigger refund
- Lower estimated tax payments quarterly, or radically lowering withholding at work to increase paycheck
- Filing tax returns early without spouses' signature or forged signature
- Use of a RAL Refund Anticipation Loan

WATCH FOR SPECIAL CASES OF FINANCIAL FRAUD & FUDGING TO GET INCOME TO FEED THE GAMBLING DISORDER

- Filing bankruptcy to evade debts
- Insurance fraud claims for accidents, theft, or other losses to get insurance money
- Suing within a family or business relationships to pressure a settlement for cash or assets that can be sold

LOOK OUT FOR GAMBLING MOTIVATED FUNNY BUSINESS WITH DEBT, CREDIT, BORROWING, AND LIABILITIES:

- Taking out a Second Mortgage, Late Payments, Refinancing
- HELOC (Home Equity Line of Credit)
- Reverse Mortgage
- Student Loans
- Parental Student PLUS Loans
- Business Lines of Credit
- Refund Anticipation Loan (RAL)
- Pawning Goods
- Title Loans for Cars, RVs, Boats, etc.

LOOK OUT FOR GAMBLING MOTIVATED FUNNY BUSINESS WITH DEBT, CREDIT, BORROWING, AND LIABILITIES:

- Payday Lending
- Rental Center Activity
- Credit Cards
- Borrowing from a 401k, 403b, 457 at an Employer
- Trading Stocks, Options, Crypto, and Securities on Margin
- Pledged Asset Loans on Taxable Securities from Brokerage Firms

LOOK OUT FOR OTHER WAYS OF GETTING FUNDS TO FEED PROBLEM GAMBLING

- Day Trading
- Pledges of Collateral
- Borrowing Features
- Cashing Out
- Sold
- Gifted
- Title Changes
- Home Title/Mortgage Issues
- Car Title Loans
- Selling Home Furnishings, Tools, Recreational Equipment

LOOK OUT FOR OTHER WAYS OF GETTING FUNDS TO FEED PROBLEM GAMBLING

- Rental Property
- Small Businesses
- Checking Account
- Collectables
- Peer-to-Peer Payment Systems
- Savings Accounts
- Health Savings Accounts
- 529 Educational Accounts
- UGMA Accounts for Children
- Brokerage Accounts

LOOK OUT FOR OTHER WAYS OF GETTING FUNDS TO FEED PROBLEM GAMBLING

- High Risk & High Frequency Day Trading
- Trading on Margin
- Options Trading
- Shorting Stocks
- Stalking Meme Stocks
- Crypto Wallets
- Crypto Exchanges
- Retirement Accounts
- Individual Retirement Accounts
- Tax Refunds

LOOK OUT FOR OTHER WAYS OF GETTING FUNDS TO FEED PROBLEM GAMBLING

- Rewards points used or cashed in for merchandise to be sold
- Stored value, prepaid cards, or gift cards
- Inordinate store returns for gift cards or cash
- Taking/claiming Social Security early

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DEVERGREEN council on problem gambling

Help and Hope

Training

Awareness

Responsible Gaming

Connect

About ECPG Q Search

### **You Are Not Alone**

If gambling is creating problems for you and your family, there is Help and Hope.

#### **Get Help Now**

×

Call or text the 24-hour Helpline to get started.

#### 1-800-547-6133

Or, chat with a specialist by clicking below



**Help Starts Here** 

24 HOUR CONFIDENTIAL NATIONAL HOTLINE: Call: 1-800-522-4700 Chat: ncpgambling.org/chat Text: 1-800-522-4700

### **OTHER RESOURCES**

GA - Gamblers Anonymous - 20 Questions

Gam-ANON - For Family Support

**Employee Assistance Programs (EAPs)** 

Dropping Credit Offers: 888-50P-TOUT or 888-567-8688 Credit Freezes from 3 Credit Bureaus Credit Counseling - nfcc.org Casinos - Self-Exclusion Lists



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Building Wealth through Homeownership PRO TIP 1 of 5 LOOK AT THE CURRENT AND POTENTIAL MARKET Too much supply, too little, a declining market, interest rates, frothy market, too many eager buyers

## **RENTING VS OWNING**

## Check with a local/regional apartment association for area surveys

# ADDITIONAL HOUSING PRESSURE

1 in 5 single family homes are being bought by corporate homebuyer companies Building Wealth through Homeownership PRO TIP 2 of 5 LOOK AT THE BUILT ENVIRONMENT The land and weather. What happens throughout the year? A 100-year flood, earthquakes, tornadoes, hail, hurricanes, heat, drought, wildfire Building Wealth through Homeownership PRO TIP 3 of 5 LOOK AT THE LOCATION The neighborhood and the house Look at the neighborhood, and the issues of location that impact access to jobs, schools, safety, nearby family, transportation Building Wealth through Homeownership PRO TIP 4 of 5 MAKE SURE YOU SHOULD AND CAN AFFORD IT Loan - Term, interest rate, price, insurance, taxes, utilities, HOA fees, possible future assessments, repairs, preliminary plan for phased improvements/repairs **Building Wealth through Homeownership PRO TIP 5 of 5** CONSIDER THE WEALTH BUILDING POSSIBILITIES YIMBYism ... (yes in my back yard) Opening up new wealth and ownership possibilities