



Andrew and Jackie

Top Concerns

LONG-TERM RETIREMENT PLANNING/CASH FLOW

Where should we draw from to replace the income we lost?

CPA

Should we consider switching CPA's?

PORTFOLIO

Should we restructure our portfolio?

Should we consider switching financial advisors?

What should we do with our revocable living trust?

HOME

Is it better to stay in current home or buy a new home at this stage in the game?

*Main
Street
Advisors, LLC*

Jackie, age 51, is a Registered Nurse who now works from home for an insurance company as a Case Manager reviewing referrals. Jackie also has a home-based Etsy business selling hand-made bags. She is married to Andrew, age 54, who due to a recent job loss, brings in limited income. Jackie recently inherited \$300,000 from her deceased father, which triggered her to reassess the management of their money. They have a relationship with a financial advisor connected to their CPA. However, Jackie and Andrew don't like the lack of communication or some of the recommendations made by this firm. They are wondering if they should restructure their accounts and overall portfolio, whether they should engage with other advisors, and whether they should stay in their current home or consider moving to a new one.

How MSA Helped

After reviewing Andrew and Jackie's concerns, goals and portfolio, MSA built custom spreadsheets, generated multiple scenarios utilizing industry leading financial planning software, Money Guide Pro and designed a portfolio that aligned with their goals/needs. The following recommendations were provided:

- ◆ Fire current advisor and engage with MSA where we will restructure portfolio to be more conservative, and match the client's goals, risk tolerance and time horizon (previous advisor had them invested too aggressively with 85% in stocks).
- ◆ Consider changing CPA's since the current CPA is linked to the advisor and seems to back up the investment advice of the financial advisor too much.
- ◆ Pay off the mortgage on current home, renovate paying attention to the kitchen and landscaping, while ensuring not to overinvest ahead of neighboring homes.
- ◆ To offset the recent loss of income, draw monthly off of bank savings.
- ◆ Update the estate plan to reflect current wishes.

This client scenario is real, as are the strategies employed. However, the client's identity has been protected.