

# LET'S TALK MONEY<sup>®</sup>

## Article Summary

July/August 2020

## Important Date

If you wish to order copies of the  
**Let's Talk Money<sup>®</sup>** newsletter, make  
changes to your existing newsletter,  
please inform LTM Client Marketing by:

**May 15, 2020**  
for new subscriptions

**May 20, 2020**  
for existing subscriptions

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## Standard Financial Topics

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### Getting Real

A publicly traded Real Estate Investment Trust (REIT\*) could be a smart addition to your investing strategy.

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### With Time on Your Side

If you're a Millennial consider how, even with other financial obligations, you can find the money needed for long-term financial goals.

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## Legacy/Insurance Planning

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### Term or Whole Life?

How do you choose between term life and whole life, two types of life insurance that are as different as night and day, except for their biggest selling point: their death benefits.

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### What's an Annuity Exchange?

When you surrender an annuity or cash value life insurance policy, you may face taxes and penalties unless you exchange it in a tax-approved way.

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## Small Business Needs

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### Open Enrollment Strategy for a Changing Workforce

As businesses plan for open enrollment its important to consider that Baby Boomers are giving way to Millennials and Gen Z staff who have different ideas about what they want in benefits.

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### Combining Personal and Business Travel

If you run your own company and travel for business, you may be tempted to combine work with pleasure. That's okay, as long as you don't trip up on tax rules.

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## Retirement Planning

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### How Long Will You Work?

Life has a way of altering the best-laid plans, so it's important to establish a "what-if" strategy that addresses a shorter work life and longer retirement than you may plan.

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### Tools to Help You Build Your Retirement Accounts

Company-sponsored 401(k) plans may feature matching contributions, automatic enrollment, rebalancing and contribution escalators, to name a few. Even if your plan doesn't offer these options, you can still model your retirement investing behavior after them.

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## Inside Articles

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### How To Develop Healthy Spending Habits

You can develop and maintain healthy spending habits even through life's financial challenges and into retirement.

### Pay for College and Save Taxes, Too

If you meet income and other requirements, a variety of grants and tax breaks can help you reduce higher education costs.

### Back-to-School Shopping Tips

Tips to help parents of students keep expenses down during the annual ritual of back-to-school shopping.

### Back to School Spending Stats

In 2019, a survey by the National Retail Federation and Prosper Insights & Analytics found that families expected to spend an average \$696.70 on school supplies for each student.