LET'S TALK MONEY®
November/December 2025

Moves to Make Before Year's End

Before you close the book on 2025, give yourself a head start on 2026. A year-end review of your portfolio and insurance policies can help ensure your investments are in line with your goals and your risks are properly covered for the new year.

Rebalance Investments

You chose your investments based on your risk tolerance and time frame. But market ups and downs can change your asset allocation and risk exposure. Rebalancing your portfolio at the end of the year can return your asset mix to your desired allocation.

Review Your Plan Contributions

Make sure you're contributing as much as possible to your company's retirement plan, or at least enough to take full advantage of any employer matching funds. Then review how your funds are invested. Swap funds if necessary to align with your goals.

Consider Losses

Selling individual stocks that have lost value since you acquired them allows you to offset taxable capital gains on stocks you've sold at a profit and up to $3,000 ($1,500 married, filing separately) of ordinary income in the year of the sale. Any additional losses can be carried over for deduction in future years. Keep in mind that the wash-sale rule prevents you from deducting losses if you purchase the same or similar securities within 30 days of the sale.

Be Charitable

Consider making next year's charitable contributions before year's end to get a charitable deduction on this year's tax return. Gifts charged to a credit card by December 31

will qualify for the deduction, and you won't be billed until January.

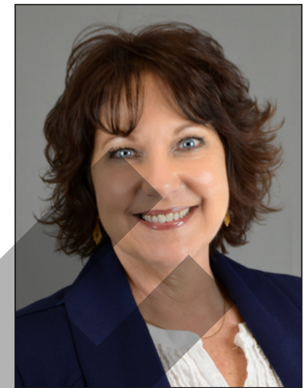
Bunch Expenses

Moving elective medical and dental procedures to this year may allow you to exceed the adjusted gross income (AGI) threshold for deduction on your 2025 tax return. To be deductible, medical expenses must exceed 7.5% of your adjusted gross income.

Take Your RMD

If you were born between 1951 and 1959 you must begin taking required Minimum Distributions (RMD) from your qualified retirement accounts at age 73. If you were born in 1960 or later, you do not have to start taking RMDs until you reach age 75. Failure to take an RMD by December 31 could subject you to a penalty of 50% of the amount you should have withdrawn, but didn't.

Make an appointment with your financial professional to discuss and implement strategies.



Karen Petrucco
Account Manager

LTM Client Marketing
1060 Broadway #1161
Albany, NY 12204

Tel: 800-243-5334
Fax: 800-720-0780
sales@ltmclientmarketing.com
www.ltmclientmarketing.com

I am committed to helping my clients achieve their financial goals for themselves, their families and their businesses by providing them with strategies for asset accumulation, preservation and transfer.

Standard Version

Surprise — It's Taxable!

It's almost that time of year when you and the IRS must settle what you owe — or what the government owes you. Before you prepare your tax return, consider whether you'll need to include any of the taxable items listed below.

- Social Security benefits
- Unemployment benefits
- Portion of a scholarship that covers expenses other than tuition, fees, and books (e.g., room and board, travel, etc.)
- Canceled debt from credit cards, car loans and mortgages (Student loan debt is exempt.)
- Honors with cash prizes
- Certain alimony payments

- Gambling winnings (lotteries, horse racing, casinos, sports betting, etc.) Some losses are deductible.
- Gifts from an employer that reward an employee for services or help promote the company
- Found property
- Bartered property or services in lieu of cash

Consult your team of advisors to determine which items you should include when preparing your income tax return.

Smart Budgeting Tips After the Holidays

The holiday season often leads to overspending, leaving many feeling financially strained afterward. To get your finances back on track, start by reviewing your expenses and creating a realistic budget. List all sources of income and categorize your expenses, including essentials, debt payments, and discretionary spending.

Identify areas where you can cut back, such as dining out, entertainment, or non-essential shopping. Setting specific savings goals—like building an emergency fund or paying down debt—can motivate disciplined spending. Automate your savings by setting up automatic transfers to your savings account soon after payday.

Track your spending regularly to stay accountable and adjust your budget as needed. Consider using budgeting apps to monitor your progress effortlessly. Avoid impulse purchases by making shopping lists and sticking to them. Review and revise your budget monthly to reflect changing expenses and financial goals.

By implementing these tips, you can regain control over your finances, reduce stress, and set a solid foundation for a financially secure year ahead.

Preparing Financially for Winter

Severe winter weather can create havoc both personally and financially, so it makes sense to prepare for the season by looking at ways to keep ice, snow and extreme cold at bay and save some money in the process.

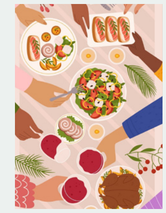
Serious Stuff
A fluffy snowstorm may fill children with joy, but severe snow, ice and cold are not laughing matters. They can increase vehicle accidents and cause property damage, hypothermia, heart attacks and carbon monoxide poisoning. They can create power outages that last for weeks.
The following tips and the federal government website www.ready. gov/ winter-weather can help you prepare and survive severe winter weather.

Prepare
Ice storms, high winter winds and heavy, wet snow can cut off your power, so it makes sense to consider your options to deal with them. Caulk leaky windows and weather-strip your exterior doors to keep the cold out and heat in. If power outages are common, consider buying a gas generator, but make sure to keep it outside your home to vent.

Make sure your storm drains are clear of debris so water can flow off your roof properly during a warm-up, and clear your walkways to prevent serious slips and falls, as well as potential financial liability. Check that you have the right amount of property and liability insurance, and consider disability income insurance.

Survive
Make sure smoke and carbon monoxide detectors are working, and clear your heating system's outdoor vents to let the poisonous gas escape. If you live in a heavy snow area, keep a roof shovel to prevent collapses. Create an emergency survival kit in case you become stranded in your vehicle.

Successful Grocery Budgeting



Holiday grocery shopping can destroy your food budget in the blink of an eye. Save at the supermarket with these timely tips.

- Plan your menus so you're buying only the items you'll need for holiday meals and gatherings.
- Take inventory of the ingredients you already have on your pantry shelf.
- Check store flyers to see if any items you need are on sale. Use coupons.
- Create a shopping list and strictly follow it. No matter how tempting, buying extra items that are on display can put you over budget in no time.
- Shop at multiple stores to get the lowest prices.
- Score free food. Stores often have promotions around the holidays offering a free item when you spend a certain amount within a specified time frame.
- Think outside the supermarket. Drugstore chains sometimes have great deals on staples, such as baking supplies, mixes, and beverages.

Ways to Curb Holiday Spending

Although the winter holidays aren't here yet, now is a great time to prepare financially for them. For many people, this means starting with a plan, creating a budget and sticking to it. Here are a few ways you might accomplish this.

Be Accountable
Set a holiday budget. Create a list of items you intend to buy with expected prices, and match the total cost to your budget. Hold yourself accountable. If it's not on the list, don't buy it. Try this exercise weekly to keep your spending goals front and center.

Be Thrifty
You can find coupons for just about anything online, in print and through apps. Many stores also offer cash and discount rewards, but beware of the many that won't honor multiple promotions. Also, don't buy a sale item if it wasn't on your original list, no matter how low prices go. No discount is more than the 100% you save by not buying an item.

Be Card-Smart
One of the easiest ways to not overspend during the holidays is to leave your credit cards at home. It's hard to exceed your budget when you only have cash. If you do use a card, use those with the best cash-back offers for additional savings, and pay your cards off in full each month.

Be Money-Smart
If the thought is what counts, consider baking cookies and gifting them in a nice tin during the holidays. Have to give multiple gifts at work? Re-gift unused gifts you received in the past (but remember who gave you what the year before).

Empty Nest Investing

If your kids are grown and have grabbed control of their financial lives, now is a good time to refocus on your financial prospects and strategies for achieving your goals. Pay attention to the areas that can most affect your retirement readiness:

Communications

Reassessing your retirement strategy begins with communication. Talk with a loved one about retirement expectations, from travel and housing to your expected standard of living and retirement dates. It's possible your shared goals have changed over the years.

Estimate how much you'll need, and work with a financial professional to learn how to increase your retirement contributions, reduce debt and create an asset mix that meets your risk tolerance and timeframe. Use the extra money an empty nest may bring to help increase your retirement savings.

Strategy

Increasing qualified retirement contributions should be one of your goals once you get to this point. Start with qualified plans you may already contribute to, such as a 401(k) plan or traditional IRA.

These two vehicles, along with SIMPLE and Simplified Employee Pension (SEP) plans if you own a business, offer tax-deductible contributions, although the traditional IRA has income limits to qualify. You pay ordinary income tax on eventual distributions from these vehicles, but qualified distributions from a Roth 401(k) and Roth IRA are generally tax-free. *

If you have a Health Savings Account, increase your contributions there, too. Healthcare costs are typically a top expense in retirement, which a triple tax-free HSA can help alleviate. An HSA features tax-deductible contributions, tax-deferred potential growth and tax-free qualified withdrawals. Your financial

Vigilance

Life doesn't always happen according to plan, so it's important to keep an eye out on how changes might affect your goals and retirement. Change means you may need to adjust your contributions, retirement age or retirement expectations over time. One advantage of age? Beginning at age 50 you can contribute an extra $7,500 to a 401(k) and an extra $1,000 to an IRA beginning at age 50. New in 2025, earners ages 60 to 63 can contribution an additional $11,250.

As you near retirement, pay close attention to your portfolio mix to ensure it has the combination of safety and growth you'll need. Change will happen, and staying flexible can help you to adapt.

**Withdrawals/distributions from your IRA/401(K) accounts will be included in as part of your taxable income and may be subject to a 10% additional tax if you're under age 59 ½.*

We Value Your Input...

Your feedback is very important to us. If you have any questions about the subjects covered here, or suggestions for future issues, please don't hesitate to call. You'll find our number on the front of this newsletter. It's always a pleasure to hear from you.

FINRA

ADVERTISING REGULATION DEPARTMENT REVIEW LETTER

June 27, 2025

Reference: **FR2025-0617-0139/E**

Org Id: 23568

1. LTM-173 Nov Dec 25 Standard
   Rule: FIN 2210
   5 Pages

Our review is based on your representation that the final version of this communication will prominently disclose the name of the member, pursuant to FINRA Rule 2210(d)(3)(A).

The communication submitted appears consistent with applicable standards.

Reviewed by,

Jeffrey R. Salisbury
Principal Analyst

Reminder: The fee charged for Regular filings submitted to the Advertising Regulation Department on January 1, 2025 and after, will increase from $125 to $300 (for the first 10 pages/minutes). The fee of $10 per additional page/minute has not changed. The filing fee for expedited filings will remain at $600 (for the first 10 pages/minutes) and $50 per additional page/minute. Please see https://www.finra.org/media-center/blog/funding-finras-mission-111224 for more information.

Please send any communications related to filing reviews to this Department through the Advertising Regulation Electronic Filing (AREF) system or by facsimile or hard copy mail service. We request that you do not send documents or other communications via email.

NOTE: *We assume that your filed communication doesn't omit or misstate any fact, nor does it offer an opinion without reasonable basis. While you may say that the communication was "reviewed by FINRA" or "FINRA reviewed," you may not say that we approved it.*

Advertising Regulation
9509 Key West Avenue
Rockville, MD
20850

t 240 386 4500
f 240 386 4568