LET'S TALK MONEY®

May/June 2026

AI CAN'T REPLACE YOUR FINANCIAL PROFESSIONAL

In today's fast-paced financial landscape, technology is revolutionizing the way we invest. From robo-advisors to algorithms that analyze market trends, artificial intelligence (AI) is definitely making an impact. But as an investor, you might be wondering: Can AI really replace my financial advisor? The short answer is no.

First, let's acknowledge the power of AI in financial markets. It can process huge datasets, identify trends, and execute trades rapidly. These capabilities can improve decision-making and potentially optimize your investment strategy. However, when it comes to managing your personal finances, a human touch is irreplaceable.

Personalized Planning

Investors often encounter unique situations involving complex investments, tax strategies, estate planning, and risk management. While AI can analyze data, it cannot understand your personal values, financial goals, or the emotional factors behind sound decision-making. A skilled financial advisor takes the time to get to know you—your ambitions, concerns, and family dynamics. This understanding enables them to create personalized strategies that AI can only approximate at best.

Navigating Nuance

In finance, nuance is everything. The world is constantly changing, driven by shifting market trends, geopolitical events, and social dynamics. A human advisor can interpret these factors within the broader context of your unique financial situation. AI might provide you

In a recent survey by Bellomy Research, nearly half (46%) of the responding financial advisors said they are already using AI, with another 46% considering it, and just 8% uninterested.

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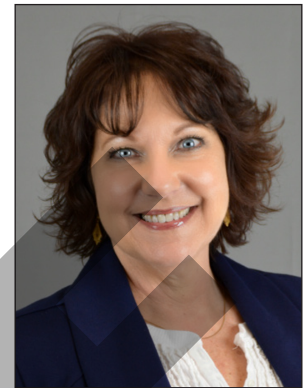

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I am committed to helping my clients achieve their financial goals for themselves, their families and their businesses by providing them with strategies for asset accumulation, preservation and transfer.

High Net Worth Version

LTM Client Marketing
helping financial professionals stay connected

THE BEST AND WORST ASSETS TO LEAVE YOUR HEIRS

Deciding what to leave to your heirs can be one of the most emotionally difficult—and financially important—decisions you'll make. It's crucial to understand which assets can most benefit your heirs and which might create headaches down the road.

Winners

Cash is always a winner. It's liquid, easily divided, and can be used instantly by your heirs. They won't need to worry about selling property or managing investments to access it. Additionally, securities, such as stocks that have increased in value, can be a great choice. They not only provide immediate financial benefit but can also be passed on in ways that allow heirs to benefit from the long-term growth of your investments.

Real estate can also be a valuable asset to pass down. If your property is in a desirable location or holds sentimental value, it can serve as a meaningful legacy. However, it's important to think about the property taxes and maintenance costs your heirs might encounter.

Losers

Assets with significant mortgage debt can be a burden for heirs, who may face immediate financial pressure to sell or pay off the debt. Also, illiquid assets like collectibles or art might not be as beneficial unless your heirs have the knowledge and resources to manage or sell them effectively.

Whatever assets you decide to leave behind, being proactive with your estate planning can prevent your heirs from unnecessary stress and confusion in the future. After all, you want to leave a legacy, not a puzzle.

CONTROL VERSUS PROTECTION

When creating a trust, understanding the distinction between revocable and irrevocable goes beyond mere terminology. It can significantly affect asset protection and your control over those assets.

Revocable Trusts. With a revocable trust, you retain control over the assets during your lifetime. You can modify or even cancel the trust as your circumstances change. That flexibility can be beneficial if you anticipate adjustments in your financial situation or family circumstances. However, since you retain control, the assets in a revocable trust generally aren't protected from creditors or estate taxes. They are still considered part of your estate.

Irrevocable Trusts. When you establish an irrevocable trust, you transfer control to someone else. Although you can't easily modify the trust, this often provides significant advantages. Since you no longer own the assets, they can be protected from creditors and might be excluded from the taxable estate, potentially lowering your estate taxes.

When making your choice, it's crucial to assess your goals. If you value flexibility, a revocable trust might be the best option. If asset protection and tax benefits are more important, an irrevocable trust could be a better fit. Your trusted professional can assist in explaining how each option fits into your overall financial strategy.

PLAN FOR RMDS

Understanding the Required Minimum Distribution (RMD) rules and planning ahead for receiving distributions can help you strategize for the retirement lifestyle you want and minimize your tax burden.

Consider converting a traditional IRA to a Roth IRA. Roth IRAs do not have RMDs, and your money can continue to grow tax free. If you plan to retire earlier, like in your 60s, before you start collecting your pension or Social Security benefits, you might see a dip in income that could lower the tax burden of the conversion.

Plan to withdraw from traditional tax-deferred retirement accounts first. You'll reduce later RMDs. This can be a tax-efficient strategy for those retiring before full retirement age. It may also help you save non-retirement assets for your heirs and them from the more complicated inherited-account RMD rules.

Start making Roth contributions to your employer's retirement savings plan. If you plan to divide your contributions between your traditional and Roth accounts, be aware that the 2026 annual contribution limits apply to your combined contributions to both accounts. Before switching contributions to a Roth account, review your current tax situation with your trusted financial professional. They can help you assess whether the future benefits of no RMDs outweigh the value of current tax benefits.

Account HOLDER'S BIRTH DATE	
January 1, 1951 – December 31, 1959	
After December 31, 1959	
Inherited Accounts	Most the 1(accou If the bene

BEFORE IT'S TIME

Choose to keep working past your RMD age. Some employer-sponsored retirement plans allow you to defer RMDs if you continue working. To qualify, you must not own 5% or more of the sponsoring employer. If your current employer permits, you might consider rolling over any balances in your former employer's plans to defer RMDs on those amounts. While postponing these RMDs and continuing to earn tax-deferred returns, you could still be taking RMDs from other accounts. Be sure to think about how deferring RMDs now could impact future RMDs.

Make qualified charitable distributions (QCD) from your account. A QCD allows individuals aged 70½ or older to directly transfer up to $100,000 from their Individual Retirement Accounts (IRAs) to qualified charities each year. This strategy not only helps pursue your charitable goals but also offers significant tax benefits. Once you reach the required distribution age or older, QCDs can count toward fulfilling RMDs without increasing your taxable income.

**Converting a traditional IRA to a Roth IRA is a taxable event. A Roth IRA offers tax-free withdrawals on taxable contributions. To qualify for the tax-free and penalty-free withdrawal of earnings, a Roth IRA must be in place for at least five tax years, and the distribution must occur after age 59½ or due to death, disability, or a first-time home purchase (up to a $ 10,000 lifetime maximum). Roth IRA distributions may be subject to state taxes.*

WHEN RMDs MUST BEGIN
Age 73
Age 75

**t beneficiaries must take annual RMDs over
) years following the owner's death, with the
nt fully depleted by the end of the tenth year.
owner dies before reaching their RMD age,
ficiaries may have more leeway in receiving
withdrawals within the 10-year period.**

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with statistical analyses, but it can't gauge the subtlety of human behavior or adapt its recommendations based on the nuances of your life. For example, should you liquidate part of your assets to take advantage of a fleeting opportunity, or is it better to stay the course during a market dip? A seasoned financial advisor considers your options in light of your specific goals and risk tolerance.

The Emotional Component

Money isn't just about numbers; it's deeply personal. High-net-worth investors often feel the weight of their wealth, and decisions can provoke strong emotional responses. A trusted financial advisor provides a level of empathy and understanding that AI can't replicate. They can walk you through tough decisions, offering guidance and support when the markets get rocky. When facing financial uncertainties, having someone to talk to about your worries and aspirations can make all the difference.

Proactive Strategy Adjustment

Markets aren't static; they're fluid and can change overnight. A financial advisor not only helps you develop a plan but also adjusts and pivots as needed. They can identify opportunities that align with your evolving goals and adjust your portfolio accordingly. While AI can send alerts based on predefined parameters, it can't instinctively sense when an adjustment is necessary due to market sentiment, potential regulatory changes, or economic shifts.

The Best of Both Worlds

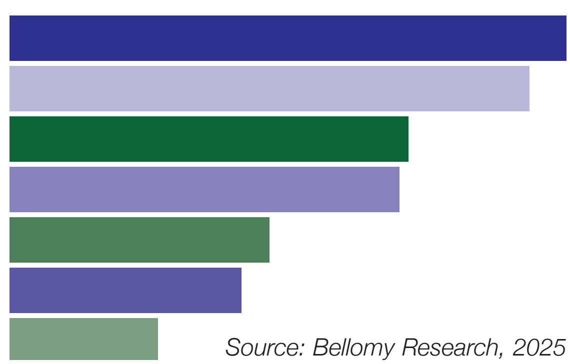
So, can AI enhance your investing experience? Absolutely. But it should complement rather than replace your financial advisor. For investors, combining AI analytics with human expertise creates a powerful partnership. Your financial advisor offers a comprehensive approach to wealth management that embraces both the analytical and emotional aspects of investing.

In a world where technology continues to evolve, remember that your personal financial journey deserves the thoughtful touch only a dedicated advisor can provide. After all, while algorithms can analyze data, they'll never understand the intricacies of your life. Keep that human connection at the forefront of your investment strategy—it's an invaluable asset you won't want to replace.

AI USE AMONG FINANCIAL ADVISORS

AI is a primary tool for saving time on routine tasks and enhancing the quality of research and communication.

Client Communication – 60%
Administrative Tasks – 56%
Market Research – 43%
Investment Analysis – 42%
Portfolio Management – 28%
Lead Generation – 25%
Compliance & Risk – 16%



Source: Bellomy Research, 2025

LIFE INSURANCE THROUGH THE GENERATIONS

People's needs and opportunities change with each generation. Understanding these differences can help you make informed choices that align with your financial goals and family dynamics.*

Gen Z: Financial Literacy and Future Aspirations

As Gen Z steps into adulthood, they're increasingly focused on financial literacy and making savvy investment decisions. Although many may not see life insurance as a current priority, considering it early can help them build long-term wealth and achieve financial security. Their youth gives them a prime opportunity to lock in low rates and leverage products that offer both protection and growth potential, such as indexed universal life insurance, which may align with their investment-savvy mindset.

Millennials: Future Planning for a Bright Tomorrow

Millennials, those aged 29-44, have a different relationship with life insurance. You might still be at the beginning of your financial journey, focusing on student loans, buying a home, or starting a family. Affordable term life insurance policies can provide peace of mind without breaking the bank.

This generation values flexibility and often appreciates the opportunity to add riders—such as critical illness or disability coverage—to their policies. Innovative policy designs that offer both life insurance protection and investment opportunities may appeal to you.

Although 60% of Americans have some form of life insurance coverage, more than 100 million remain underinsured or uninsured.
Source: The Global Statistics, 2025

Generation X: Balancing Responsibilities

Gen Xers, aged approximately 45-60, are in the thick of balancing responsibilities—paying off mortgages, funding their children's education, and preparing for retirement. Life insurance is increasingly about protection during these years. The last thing you want is to leave your family with financial burdens in the event of an untimely passing. Term life insurance may be an economical option to cover significant financial commitments.

Alternatively, you can consider permanent policies not only for security but also as a smart investment tool to build cash value over time. Since this group often balances caring for aging parents and supporting their children, it's important to regularly reassess your coverage needs.

Baby Boomers: Planning for Retirement and Legacy

Baby boomers, most of whom are now in or approaching retirement, typically focus on stability and leaving a legacy. Life insurance can support both goals. Permanent life insurance policies, like whole life or universal life, offer cash value growth along with a death benefit. You might also want to consider policies that can cover estate taxes and other final expenses, helping you pass on more wealth to loved ones. Since financial situations can shift dramatically at retirement, reviewing your current insurance coverage is essential.

Consult your professional to tailor your life insurance strategy to your unique situation.

**Applications for life insurance are subject to underwriting. No insurance coverage exists unless the required premium is paid to put an issued policy in force. Accessing cash values may reduce the death benefit and policy values, trigger tax consequences, surrender fees, and charges, and may require additional premium payments to maintain the contract. Guarantees are based on the claims-paying ability of the issuer.*

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

February 10, 2026

Reference: **FR2026-0122-0358/E** Org Id: 23568

1. LTM HNW May/June 2026
   Rule: FIN 2210
   5 Pages

Our review is based on the understanding that the final version of this communication will prominently disclose the name of the member, pursuant to FINRA Rule 2210(d)(3)(A). If our understanding is inaccurate, please notify the Department immediately as additional comments are necessary.

The communication submitted appears consistent with applicable standards.

Reviewed by,

Jeffrey R. Salisbury
Principal Analyst

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.*