

WELCOME TO 2022

Happy New Year and welcome to 2022! We hope that you and your family had an enjoyable holiday season. We look forward to what this new year has to offer.

Our primary goal for the new year is to continue to help optimize your journey toward your financial goals. A key component to this is to identify items that you may anticipate needing our assistance with. In order to start the new year proactively, included in this communication is a 2022 Checklist to help you identify items you may want to address with us over the next year.

Many events of the last few years have been unexpected and unprecedented. We enter 2022 with excitement and continued ambition to exceed your expectations and provide you first-class service. We take pride in our ability to understand and effectively respond to your needs and enjoy providing timely information and holistic service to you.



In This Issue

- Welcome to 2022
- Service Offerings
- Looking Ahead to 2022
- 2022 Checklist
- Important Birthdays
- Client Advocate Program
- Our Ideal Client

Focus Financial Red Rock Group

563 Bielenberg Drive
Suite 245
Woodbury, MN 55125

(651) 379-4803

IN 2022, WE WILL CONTINUE TO OFFER THE FOLLOWING:

- Client review meetings
- Quarterly economic updates
- Tax reports to keep you updated on proactive tax savings opportunities and changes
- Regularly scheduled educational seminars on timely topics
- Meaningful articles on financial, tax and estate planning topics
- A Client Advocate Program that thanks clients who support our growth initiative

LOOKING AHEAD TO 2022

We enter 2022 with the continued mantra of “proceed with caution”. Having a solid foundation and strategy is critical to the outcome of your financial plans. Revisiting those plans and keeping them current is also a sound practice we feel should be conducted on a consistent basis. Our mission is to provide you with guidance and support on the road to your financial goals. We are staying updated on the issues that may affect your personal situation.

SPECIFIC AREAS TO WATCH IN 2022

Interest Rates

Interest rate movements continue to be critical for investors. While the federal funds rate is ending 2021 at a range of 0 – 0.25%, the Federal Reserve has announced they will eliminate their taper in early 2022 and expect to make multiple interest rate hikes through the year.

Inflation

Inflationary concerns are important for investors. Rising inflation rates have escalated many prices for consumers in 2021. The Labor Department reported in December that although consumer prices in 2021 rose at their fastest pace in 39 years, they are expecting 2022’s rise to be lower.

COVID-19

Economic recovery is still appearing to run parallel to the course of Covid-19 and its variants. We will continue to stay apprised of the direction of recovery efforts and how they are affecting the economy.

Fiscal Policy

2021 saw its share of tax law changes. We are carefully tracking any changes that could affect our client’s personal situation and will continue to keep them apprised of those changes if and should they happen.

Stock Market Valuations

Valuations are used as key predictors of equity returns. Many stock prices are near historical highs and so are their valuations. While we cannot predict long- and short-term valuations, we can continue to help you identify your risk tolerance and time horizons. We will also guide you to use practical behavior during times of market volatility.

Your Personal Situation

First and foremost, your personal situation is our highest priority. We are here to help you with any financial moves or concerns you have throughout the year. We understand that each individual and household has different goals and needs. We will continue our tradition of keeping you informed of any changes that we think may affect your personal situation.

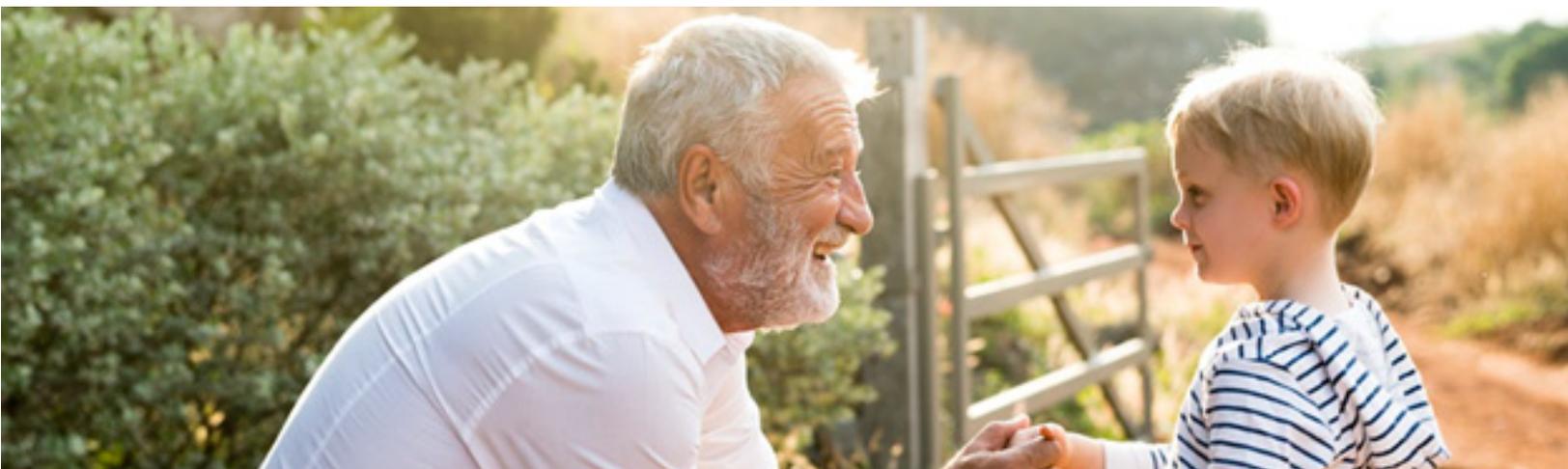


2022 CHECKLIST

Here is a checklist of events and information that can help us advise you in 2022. Please help us identify which items you would like us to address with you this year. You can either call us to discuss or bring this to your next review meeting.

CHECK ITEMS TO DISCUSS AT YOUR NEXT REVIEW MEETING

- Do you anticipate changes to your investment goals?
- Has your risk tolerance changed?
- Have your 2022 income or savings needs changed?
- Do you plan on retiring or changing jobs?
- Will there be a change in your marital status?
- Do you plan on moving, refinancing, or selling/transferring a major asset such as a home or business?
- Did you recently receive or anticipate receiving a gift or inheritance?
- Will you have any changes in your income needs +/- (i.e. vacation, assisted living needs, selling home, child/grandchild assistance)?
- Do you expect any additional family members or dependents?
- Do you anticipate any additional dependents such as an elderly parent or other family member? Will they require assisted living?
- Do you have a child/grandchild you will be assisting with their educational cost needs through a 529 plan?
- Do you anticipate any major transfer of wealth?
- Do you plan on gifting to heirs or donating money to charity?
- Do you need to adjust your estate plan?
- Do you maximize your ability to use retirement plans?
- Do you want to explore converting a traditional IRA to a Roth IRA?
- Do you or a dependent family member have a severe illness?
- Do you anticipate any life, financial, or employment (retiring) changes that may require you to adjust your life and health insurance policies?





IMPORTANT BIRTHDAYS

50 Allows for catch-up contributions to IRAs and qualified retirement plans

55 If you are retired, allows you to take distributions from your 401(k) without the 10% penalty

59½ Allows you to take distributions from an IRA, annuity, or other retirement plan without penalty

60 Allows for start of widow/ widower benefits from Social Security

62 Allows for starting early Social Security benefits

65 Allows for enrollment in Medicare and the government drug plan

66-67 Allows for full retirement benefits from Social Security

70 Start date for enhanced Social Security benefits if you deferred claiming benefits previously

70½ Allowed to make a Qualified Charitable Distribution (QCD) from IRA

72 Mandatory Required Minimum Distribution (RMD) from retirement accounts must be taken no later than April 1st of the year after the year you turn 72

If you have an important birthday in 2022, please let us know!

JOIN OUR CLIENT ADVOCATE PROGRAM IN 2022

To qualify for our Client Advocate Program, simply introduce us to a friend, colleague, or family member who fits our ideal client profile in one of the following ways:

- Have a guest attend one of the events we host throughout the year (virtual or in person)
- Refer a friend to conduct a meeting for a complimentary financial check up
- Provide us with 3 names to add to our mailing list

Whether or not your referral winds up doing business with us, you will qualify for our Client Advocate Program.

We host an annual event exclusively for those who qualify. This event is a way for us to say "thank you" to our qualifiers, as well as to encourage others to join this special group.

OUR IDEAL CLIENT

- Retired or close to retirement
- Potential to invest over \$500,000 with our firm
- Financially conservative and value financial planning advice
- Genuinely nice people who need and want our help

RED ROCK GROUP

David W. Beissler, CFP®
Sr. Financial Advisor
651-379-4804
dbeissler@focusfinancial.com

Rose Hammes-Nestor
Financial Advisor
651-379-4806
rosehn@focusfinancial.com

Tim Drozdov
Advisor Support Specialist
651-242-5418
tdrozdov@focusfinancial.com

David W. Matthews, CFP®
Sr. Financial Advisor
651-379-4805
dmatthews@focusfinancial.com

Debbie Alexon
Client Service Manager
651-242-5417
dalexon@focusfinancial.com

Jackson Arland
Advisor Support Specialist
651-242-5419
jarland@focusfinancial.com

VISIT US ONLINE AT
WWW.REDROCKGROUP-FOCUSFINANCIAL.COM

This information is not intended to be a substitute for specific individualized tax, legal or investment planning advice. We suggest that you discuss your specific tax issues with a qualified tax advisor.

Securities offered through Royal Alliance Associates, Inc. (RAA), member FINRA/SIPC. Investment advisory services offered through Focus Financial. RAA is separately owned and other entities and/or marketing names, products or services referenced here are independent of RAA.