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RETIREMENT MATTERS

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www.sapers-wallack.com

SAPERS & WALLACK

Meet Our Team

About Sapers & Wallack

Founded in 1932, Sapers & Wallack is a comprehensive insurance, benefits and wealth management services firm. Fortune 500 corporations, non-profits, venture-backed private equity portfolio companies, family-owned businesses, and individuals appreciate the company as much for its ability to deliver innovative, cost-effective solutions as well as its thoughtful, customized management approach. Now stewarded by the third generation of founding families, integrity remains our guiding principle.

Andrew MacDougall

Director of Wealth Management

Andrew is Sapers & Wallack's Director of Wealth Management and has worked in financial services for over 15 years.

Prior to joining Sapers & Wallack he has worked on both the institutional and personal side of investment management. He has prior experience within the Corporate & Investment Bank for JPMorgan as well as being a managing director in charge of wealth management for a local RIA firm in Boston.

Call Andrew: 617-715-0102

Email Andrew: amacdougall@sapers-wallack.com

Joe Campedelli

Wealth Advisor

Joe is Sapers & Wallack's Wealth Advisor. He received a Bachelor of Arts in Economics from Boston College and attended Università Bocconi in Milan, Italy with a focus on international markets. He has a strong background in client management and is continuously looking for opportunities to foster relationships and learn.

Call Joe: 617-715-0156

Email Joe: jcampedelli@sapers-wallack.com

Meet Our Team

Emma Cullen

Client Service Specialist

Emma is our Client Service Specialist in the insurance division. She is a graduate of Gannon University with her bachelor's degree in psychology and criminal justice.

Emma comes to us from a large healthcare network, where she served as a client care coordinator. She has extensive experience navigating different insurance carriers and brings a compassionate approach to client care.

Call Emma: 617-715-0134

Email Emma: ecullen@sapers-wallack.com

Grace Smrek

Client Service Specialist

Grace is a Client Service Specialist supporting both the Life Insurance and Wealth Management divisions. She holds dual degrees in Finance and Economics from Stonehill College and brings analytical precision and practical insight to client care. Grace facilitates onboarding, manages account documentation, and coordinates with custodians to ensure accurate processing. She previously served as a Financial Administrative Assistant at Sapers & Wallack, gaining hands-on experience in financial operations.

Call Grace: 617-715-0123

Email Grace: gsmrek@sapers-wallack.com

Aviva Sapers

President & CEO

Aviva E. Sapers leads Sapers & Wallack in its third generation, as President and CEO. Her passion and outstanding experience, dedication and true caring for her clients and her team has earned the company recognition over the past 30 years.

Aviva has received degrees of Chartered Life Underwriter and Chartered Financial Consultant from The American College, and has her Certification in Long Term Care and is a licensed Insurance Advisor. She has been a member of The Association of Advanced Life Underwriters and NALU since 1992.

Call Aviva: 617-715-0125

Email Aviva: asapers@sapers-wallack.com

Meet Our Team

Jake Cole

Retirement Relationship Consultant

Jake joined Sapers & Wallack as Retirement Relationship Consultant after five years of working in Retirement Plan Services and Investment Management at John Hancock with a focus on 401(k) rollovers. Coming from a large firm, he is excited to bring his knowledge and focus to a more client forward and holistic approach to retirement services.

Call Jake: 617-715-0130
Email Jake: jcole@sapers-wallack.com

Jordan Smith

Retirement Outcomes Consultant

Jordan is the Retirement Outcomes Consultant of Sapers & Wallack. Responsible for delivering the value proposition of the WellCents technology offering, his personable nature and long-standing history in the financial services industry has made him an influential resource for those looking to improve their financial wellbeing. Jordan has spent time in his career working with clients at all levels and uses his experience to effectively communicate complex strategies to varying audiences at any level.

Call Jordan: 617-715-0145
Email Jordan: jsmith@sapers-wallack.com

Pat Casserly

Vice President: Corporate Retirement Plans

Pat is Sapers & Wallack's Vice President of Corporate Retirement Plans and has worked in financial services for over 15 years.
Prior to joining Sapers & Wallack, Patrick worked as a retirement plan advisor responsible for managing long-term relationships with corporate clients, consulting on retirement plan design, investments, fiduciary governance, and product solutions. Prior to becoming an advisor, Patrick held various positions in financial services including investment sales, asset management, and relationship management at a top national provider.
Call Pat: 617-715-0153
Email Pat: pcasserly@sapers-wallack.com

Meet Our Team

Kimberly Bernabeo-Landry

Director – Insurance Underwriting Advocacy

Kimberly Bernabeo-Landry serves as the Director of Life Underwriting Advocacy. Joining Sapers & Wallack in 1999, she is responsible for overseeing and managing the underwriting process. She works directly with underwriters to provide the most favorable medical offers for our clients along with a top-tier level of service.

Call Kimberly: 617-715-0132
Email Kimberly: kbernabeo@sapers-wallack.com

Wealth Planning

Longevity Plan:

Need to know:

- Life expectancy
- Income goal
- Guaranteed income sources
  - Social Security (both spouses)
  - Pension (both spouses)
  - Annuity
- Non-guaranteed income sources
  - Rental income
  - Oil / Gas
  - Private lending
  - Other
- Inflation Expectations

Questions to consider:

- What impact do you anticipate your longevity to have on your wealth? Does this cause any concern?
- How do you expect inflation to erode your purchasing power over time? What is your strategy to help protect your purchasing power?
- How might your health impact your wealth over time? What strategies have you employed to address this?
- One spouse may die too soon, leaving the surviving spouse on their own for many years. Often this means less income from social security and potentially pensions, along with higher taxes for that surviving spouse. What strategies have you put into place to help protect the financial security of the surviving spouse?

Investment Plan:

Need to know:

- Investment goal / purpose of current holdings
- Risk / return expectations
- Fee expectations
- Amount of savings
  - Pre-tax (IRA, 401k, 403b, etc.)
  - After-tax (personal, trust, joint, etc.)
  - Tax-free (Roth)
- Investment Policy Statement (IPS)

Questions to consider:

- How did you get here? Why these specific positions?
- How does your investment strategy support your longevity needs?
- What is your strategy to help protect your savings from potential loss during bear market periods?
- How could negative years impact your savings? How clearly do you understand the degree to which you could potentially lose money in a bad market year?
- When is the last time you had your investments objectively reviewed by an independent advisor? What did you learn?
- What is your volatility strategy? How are you smoothing your portfolio's expected returns?

Tax Plan:

Need to know:

- Who does your tax preparation?
- Amounts in pre-tax accounts (IRA, 401k, 403b)
- Amounts in after-tax accounts
- Amounts in tax-free accounts (Roth IRA)
- Current IRA Exit strategy
  - Roth conversion schedule
  - Life insurance rollout

Questions to consider:

- How much do your total taxable distriubutions from your pre-tax accounts add up to over your lifetime? How much tax might you be able to save on those distributions?
- What strategy are you using to help transition out of highly taxed accounts like IRAs into tax-favored accocunts like Roth IRAs and/or properly structured life insurance policies?
- What strategies have you put into place to help protect your surviving spouse against expected increases in taxation?
- Who reviews your tax return each year to help identify potential ongoing tax savings?
- What direction do you expect tax rates to move in the future? How would this affect your overall tax planning?
- How would future expected changes in estate law or IRA distributions to your children impact your tax strategy?

Risk Management Plan:

Need to know:

- Current insurance
  - LTC (both spouses)
  - Life (both spouses)
    - Auto/Homeowners/Renters/Umbrella
- Purpose of insurance
- Perspective on insurance in general
- Wills / Trusts / Powers of Attorney
- Beneficiary structure

Questions to consider:

- How does your insurance strategy support your overall wealth strategy?
- Is your insurance planning structured on purpose or by accident? Or is it outdated?
- How are you using the unique tax benefits of life insurance to help enhance the financial position of your surviving spouse?
- Are your estate-planning documents up to date?
- What do you want to see happen to your assets when you die? How do you know this will happen?
- Do you have charitable interests? If so, what strategies are you using to leverage those interests to enhance the wealth you leave to both your family and charity?
- What legacy do you wish to leave your family, both financial and non-financial?

A Look at Your First Year As Our New Client

First 30 Days: Opening New Assets	180 Days: Monitor & Review
1. Make sure there is a clear understanding of financial goals 2. Begin implementation of retirement system 3. Complete all paperwork 4. Transfer assets/Initiate rollovers (from 401(k), 403(b), etc.) 5. Close old accounts, open new accounts in-house 6. Review tax strategies - Tax free - Tax deferred 7. Begin executing Trades 8. Retirement system begins to take shape 9. Review current Insurance Products	1. Your retirement system is fully implemented 2. Your estate plan is fully implemented 3. Continued monitoring and reviewing of accounts to evaluate if any adjustments need to be made 4. Invited to Client & Guest workshops in your area

A Look at Your First Year As Our New Client

1 Year: Year-End Review	Ad Hoc Meetings
1. Year-end review of managed assets 2. Year-end review of annuities and/or life Insurance products 3. Conversation with your CPA 4. RMD assistance — look at future options 5. Has anything changed in your estate plan? - Bought/ Sold property - Power of attorney - New accounts 6. Year-End Client Events	1. Job transitions 2. Purchases over $10,000 ex. Car/Home Purchase, Renovations, etc. 3. Group Benefits selections 4. Social Security Options 5. 401(k)/403(b) Re-balance 6. Inheritance

Our Process

Our process is designed to help our clients achieve simplicity and more financial security during the second half of their lives. It is focused around providing you a planning experience in the five key areas of your financial life.

Income Planning: your streams of cash flow can determine your lifestyle. We help you stabilize your cash flow for a more confident retirement. This includes:

- Pension optimization – How do you maximize the value of your pension for yourself and your family? We help you make the choice that is right for you.
- Social Security Optimization – Multiple factors can come into play when deciding on how and when to take your Social Security benefits. We help you make smart decisions to make this asset as valuable as possible.
- Portfolio income – How do you best extract income from your investment portfolio? We can show you how to help generate stable income that will last in a volatile investment environment.

Investment Planning: you have worked your entire life to save enough money for a comfortable retirement. We will help you make smart investment decisions so your money will last. This includes:

- Personalized Portfolio Design – Is a cookie cutter portfolio generated by a computer program best for you? We don't think so. You are unique, and your portfolio should reflect that. We utilize an Open Source Portfolio Design to help you build a portfolio that is customized to your unique life.
- A Focus On Volatility – In our opinion, consistency of returns is the key to a successful retirement. Once you have reached the stage of financial independence, job #1 is to stay there. That means no big losses! Our goal is to help you achieve decent returns with low volatility. This can help keep you protected when markets get crazy.
- Fee Transparency – No industry hides fees like the financial industry, yet, you understand that your advisor should be compensated. We utilize a transparent fee approach that helps you clearly understand who you pay and what you pay them to do. Nothing hidden with us!

Tax Planning: the Government always seems to want to get their finger in your pie. We help you implement tax planning strategies to keep their share to a minimum. This includes:

- IRA Exit Strategies – your retirement plan is likely also your largest tax liability. We plan proactively each year to help you reduce your tax exposure, possibly by thousands of dollars over your lifetime. Less to the IRS means more to you and your family.
- Surviving Spouse Planning – surviving spouses are often hit hard with additional taxation due to the tax code. We help you plan for those higher taxes with an eye towards keeping them to a minimum. The last thing a grieving spouse needs is a higher tax bill.

Our Process

Legacy Planning: It's important to make sure that any remaining assets you've worked so hard for go to your beneficiaries instead of taxes. By working collaboratively with a qualified Estate Planning Attorney, our goal will be to help you:

- Maximize your estate and income tax planning opportunities.
- Protect any assets in trust and help ensure they are distributed to your beneficiaries probate free.
- Protect your IRA and qualified accounts from becoming fully taxable to your beneficiaries upon your death.

Health Care Planning: We'll create a plan designed to help you protect yourself against rising healthcare costs, including:

- Looking at all aspects of Medicare, Parts A, B, and D.
- Analyzing options for a Long-Term Care Plan.

Insurance Planning: Insurance is used to protect against loss of income to a family. It is also used to provide a legacy to the next generation or the community and as a supplemental savings plan. By spending the time upfront to ask the right questions to determine your needs, we are able to advocate for the most competitive underwriting offers from insurance companies. The insurance products we offer include:

- Life Insurance
- Disability Insurance
- Annuities
- Property & Casualty
- Long Term Care

A Fiduciary Approach

Everything we do is focused on **YOUR** best interests. It is **YOUR** money and **YOUR** retirement. We believe that it just shouldn't be that hard to give you advice that is truly best for you, with no conflicts of interest on our end.

Sapers & Wallack Services

Sapers & Wallack offers the following comprehensive services in addition to Wealth Management:

- Retirement Plans
- Executive Benefits
- Group Benefits
- Financial Wellness
- Business Continuity
- Charitable Strategies

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