

SOLUTIONS

October ♦ 2014

Dear Clients and Friends

What Keeps You Up at Night?



As certified public accountants, business advisors, and financial services professionals, we're in the business of helping people manage a wide array of financial concerns. Clients often share with us that worrying about money in one form or another keeps them up at night...whether it's paying the IRS, paying for college, or even paying themselves in the form of retirement savings.

What keeps YOU up at night? Following is a list of common problems: if you are worried about any of these items, you're not alone. But don't worry, we can help: these are the conversations we have with our business and personal clients every day.

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Professionally Speaking

WELCOME... P.K. Morgan, who joined our wealth management team in September. As a Financial Services Associate and 401(k) Specialist, P.K. will support plan sponsors and participants; and assist clients with investment transactions, trading, portfolio rebalancing, investment performance reporting, and personal financial planning strategies. P.K. comes to St. Clair CPA Solutions from a national financial services company, where she gained significant experience in client relationships. She looks forward to meeting and helping our clients with their wealth management and retirement plan needs.

Seeking Speakers?

Are you seeking a speaker for an organizational meeting, professional development, or continuing education? The tax and financial professionals at St. Clair CPA Solutions offer expert advice on a wide range of topics for businesses and individuals.

Please contact Ellen Warren at ewarren@stclaircpa.com to discuss your speaker needs.

Presented by

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Join Us for an informal evening with BalletX:

Thursday, October 23 ♦ 5:00-7:00 pm

5:00-6:00 pm :: Open Studio Preview ♦ 6:00-7:00 pm :: Reception

The Performance Garage ♦ 1515 Brandywine St., Philadelphia, PA

Garage parking available at Broad and Spring Garden Streets.



Back by popular demand! Our last Open Studio Preview and Reception with BalletX was so well-attended and well-received that we are pleased to offer it again for our clients and guests.

This complimentary evening provides a rare and entertaining opportunity to see the acclaimed dancers of BalletX in rehearsal with Jorma Elo, resident choreographer of Boston Ballet and one of today's most in-demand dance makers. While the dancers rehearse a world premiere dance created by Elo for the BalletX Fall Series 2014, Artistic and Executive Director Christine Cox explains the artistic process as it unfolds. After the studio rehearsal, enjoy an intimate wine reception and with Elo and the BalletX company dancers.

You and your guests are welcome to attend this exclusive evening, sponsored by St. Clair CPA Solutions. As space is limited, pre-registration is required. Visit the Community page of our website at www.cpasolutions.net to register quickly online, or contact Megan O'Donnell at 215-893-9456 x100 or modonnell@balletx.org for personal assistance (when contacting Megan, please mention St. Clair CPA Solutions). ■



BalletX dancers (l to r): William Cannon, Andrea Yorita, Zachary Kapeluck, Chloe Felesina, Daniel Mayo, Colby Damon, Joshua Machiz.

Photographer: Bill Hebert

What Keeps You Up at Night?, cont.

LIFE EVENTS

- How do we manage our finances after getting married?
- What happens to my 401(k) when I change jobs?
- What are my options if I am laid off?
- I am getting divorced. What happens to my assets?
- How do I help my recent college grad transition into the workforce?
- What do I do when a loved one dies?

RETIREMENT

- Will my money last through retirement?
- Do I need long-term care insurance?
- What are my retirement investment options?
- How do I manage all my retirement plans?
- What should I do with my employer retirement plan?
- Since I am retiring soon, what do I need to do now?
- Should I retire to a different state?

WEALTH PRESERVATION PLANNING

- What should I know about preserving my wealth for my family?
- How do I protect my estate from taxes?
- How do I protect my assets from health care costs as I age?
- Will my family be secure if something happens to me?
- How do I create a legacy for my children?
- Can I provide for my favorite charity when I am gone?
- What will my survivors need to know?

EDUCATION PLANNING

- How much should I save for college?
- When should I start planning?
- Will I qualify for financial aid?
- Where do I start?
- What are my college savings options?

ELDERCARE

- How does Medicare work?
- What should I look for in a nursing home?
- How do I cope with Alzheimer's disease?
- What happens if I have to care for my parents?

FINANCIAL BASICS

- How do I keep my records safe and organized?
- How do I do a better job budgeting?
- How do I reduce my debt?
- How do I teach young children and teens about money?
- How do I help a young adult establish a financial strategy?
- How do I have financial discussions with family?

Are there items on this list that you haven't yet considered? Before they start keeping you up at night, let's start discussing your short and long-term goals. It's likely that we can help you tackle each item on this checklist at the appropriate time, and give you good strategies that make sense for your individual situation.

DREAMING OF RETIREMENT

One of the most common concerns our clients share is worrying about their retirement. Will your retirement savings fund your retirement dreams? Will you outlive your retirement savings? These are some of the questions that keep many people up at night.

In planning for retirement, the primary consideration is determining how you will pay for critical expenses, such as taxes, home expenses (mortgage or rent, utilities), insurance, health care, food, and transportation, for the duration of your life. Beyond these critical needs, most people would like to maintain their lifestyle, which might include their leisure and family activities. Finally, there are the things we like to dream about (when we're not worrying about how to fund them): travel, pursuing special interests, perhaps leaving a legacy for our children.

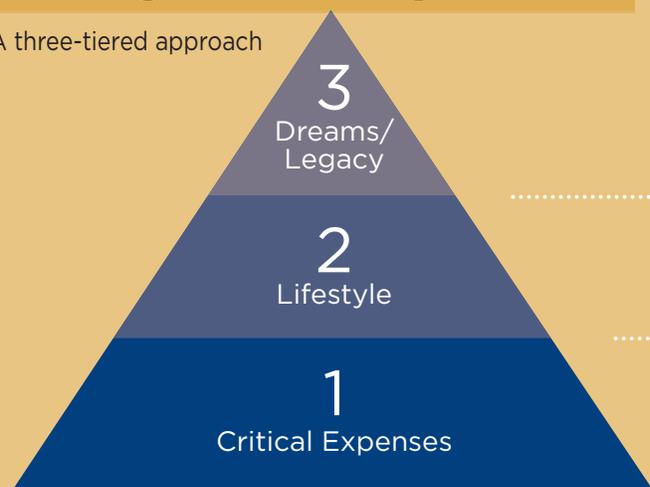
Everyone has priorities and goals, but it can be difficult to rank the importance of a whole range of expenses that will occur in the future. One way to help manage this problem is to break these expenses into tiers:

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What Keeps You Up at Night?, cont.

Ranking retirement priorities

A three-tiered approach



- ◆ World travel
- ◆ New home
- ◆ Following the PGA tour
- ◆ Legacy for family members
- ◆ Legacy for charities, a foundation or a school
- ◆ Play golf
- ◆ Travel to see grandchildren
- ◆ Vacation with grandchildren
- ◆ Go back to school
- ◆ Taxes and insurance
- ◆ Mortgage or rent
- ◆ Health care
- ◆ Food and utilities

Prioritizing your retirement needs will help you understand the importance of proactive planning. After you consider all your types of potential expenses — dreams/legacy, lifestyle and critical expenses — meet with your financial and tax advisors to discuss your projected needs and the best way to structure your retirement strategy to meet them.

Prioritizing your retirement needs helps you visualize the importance of proactive planning. As you consider your potential expenses for daily living, maintaining your lifestyle, and furthering your dreams and legacy, contact us to discuss how to map out a plan for your peace of mind.

In future issues of our SOLUTIONS newsletter, we'll explore some of these topics in more detail—but if you have immediate questions, please contact us for assistance. We will gladly discuss all these and anything else keeping you up at night. We can help put your mind at ease... so you can get a good night's sleep. ■

Tax Tip

While you're thinking about retirement planning, it's a good time of year to remember to fund your retirement plan to the maximum allowable amount. If you have a plan at work, check to see whether your employer will match your contribution.

If you do not have a retirement plan, consider opening an IRA or ROTH IRA to reduce your 2014 tax liability while providing for your retirement savings. If you have questions about retirement planning or which IRA is right for you, please call us for assistance. We can help you determine which savings vehicle will best meet your needs.

Community Events

The Liberty Ball, A Knight for the Kids, Raises Funds to Fight Pediatric Cancer

ATTN: Penn State Alumni! St. Clair CPA Solutions is a proud sponsor of The Philadelphia Chapter of the Penn State Alumni Association 10th Annual Liberty Ball, A Knight for the Kids on Saturday, January 24, 2015. This annual black-tie optional event will be held at the Crystal Tea Room in Philadelphia, Pennsylvania, and supports the efforts of the Penn State Dance Marathon (THON) for its sole beneficiary, The Four Diamonds Fund at the Hershey Medical Center.

In the decade since this event was launched in 2005, the Liberty Ball has raised more than \$100,000 for THON to help conquer pediatric cancer. We applaud the efforts of our Manager, Brian DiMatta, CPA, who tirelessly serves as President of the PSAA Philadelphia Chapter, and our staff accountants, Penn State alumni Dan Roomberg, and Paul Schmid, for supporting the Liberty Ball. To learn more about this event and buy tickets, please visit www.libertyball.org.

St. Clair CPA Solutions Supports Kelly Anne Dolan Memorial Fund



Congratulations to staff accountant Robert B. Bacon, who ran in the Kelly Anne Dolan Memorial Fund 5k Run/1 mile Walk on October 4th. Since 1976, the Kelly Anne Dolan Memorial Fund has helped families caring for children with serious illnesses, disabilities, and injuries by providing financial assistance for needs not covered by insurance, respite

programs, and non-cash items to families in Pennsylvania, New Jersey, and Delaware. The Fund also advocates for families and provides education and information to families nationwide. Learn more about how you can support this important community organization at www.kadmf.org.