

SEPT
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2024



In the Know



Financial

NEWS YOU CAN USE

Medicare Mishaps: 5 Pitfalls to Avoid

Navigating Medicare enrollment can be challenging, but avoiding common mistakes can save time and money.

PITFALL #1: MISSING THE INITIAL ENROLLMENT PERIOD

The initial enrollment period for Medicare starts three months before your 65th birthday and ends three months after. Missing this window can result in higher premiums and penalties. To avoid this, mark it on your calendar, visit the Medicare website or consult a financial professional for timely enrollment.

PITFALL #2: NOT UNDERSTANDING COVERAGE OPTIONS

Medicare covers specific services through different parts. Understanding your options and choosing the coverage that fits your needs and budget is essential. For personalized advice, consult a financial professional to make an informed decision about your coverage.

PITFALL #3: NOT CONSIDERING HEALTH CARE NEEDS

When choosing a Medicare plan, consider

your current and future health care needs. Do you have chronic conditions or need specific treatments? Review your medical history and consult your doctor to help determine the coverage that is right for you.

PITFALL #4: NOT REASSESSING COVERAGE ANNUALLY

Choosing a Medicare plan isn't a one-time decision. Review your coverage annually during the open enrollment period (October 15 – December 7) to make necessary changes based on your evolving health care needs.

PITFALL #5: FALLING VICTIM TO SCAMS

Scammers often target seniors with fraudulent Medicare schemes. Ignore anyone claiming to be from Medicare asking for personal information over the phone or email. Medicare will never ask you for personal information or offer services in exchange for money.

Avoiding these pitfalls can help you navigate Medicare more effectively and help ensure you have the right coverage for your needs.



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- MILESTONE BIRTHDAYS -

September

Greg A
 Charles A
 Bertha M
 Lisa D
 Shynell H
 Lydia H
 Sally T
 Missy H
 Mary W
 Roberto S
 Steven H
 Michael L
 Gary A
 Sylvia M
 May S
 Don C
 Olga S
 Jay F
 Dennis P
 Cassandra S
 John W
 Michael H
 Aaron C
 Juan D
 Jon E
 Peggy W

October

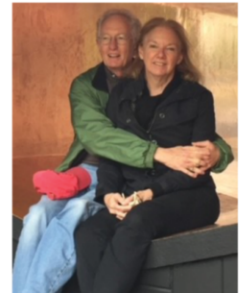
Tonya F
 Charles B
 Bill C
 Maureen H
 Alicia P
 Valerie S
 Shelia D
 Kimberly H
 Maybelline C
 Jermaine I
 Twiane L
 Lillie W
 George W
 Beth W
 Ben L
 Carl V
 David W



*Happy Anniversary
 & Congratulations*
ON ACHIEVING THESE MILESTONES



Ginger & Kurt Kieckbusch:
 Celebrating 30yrs of marriage on
 July 16th.



Marilyn Jones & Brad Morris:
 Celebrating 50yrs of marriage on
 September 28th.



Kathy & David Ruesch: Celebrating
 50yrs of marriage on October 5th.

Not Pictured

Margaret & Loy Easter: Celebrating 75yrs of marriage on
 September 3rd.

Special Thanks
 to our **LKJ Ambassadors**

- | | |
|------------------|------------------|
| Cathy Castellani | Rita Baldwin |
| Dana Rizzo | Dee Pipes |
| Karen Sherrill | Andrew Robia |
| Karen Lauer | Ethel Saucier |
| Lorie Roff | Michelle Zingaro |
| Natalie Martinez | Crystal Mills |
| Chloe Goldman | Bonnie McDonough |
| Sandy Schoen | Deana Fuhr |

Lori Cox



*Our team strives to provide excellent service and quality products to all of our valued customers.
 Sending new clients our way is the best possible compliment. We look forward to our continued friendship.*

Snooze Science: Lesser-Known Tricks for Better Sleep

In our fast-paced world, finding ways to relax is more important than ever. While techniques like deep breathing and meditation are widely known, there are many other effective methods that can help you unwind and achieve a restful night's sleep.

AUTONOMOUS SENSORY MERIDIAN RESPONSE (ASMR)

ASMR involves specific sounds or visual triggers, such as whispering, tapping or gentle hand movements, which create a tingling sensation that typically starts at the scalp and moves down the spine. This sensation is often described as deeply relaxing and pleasurable.

ACUPRESSURE

Acupressure uses physical pressure to stimulate specific points on the body. Applying gentle pressure to specific points, such as the "Inner Gate" point on the inside of the wrist, can relieve



tension and promote relaxation. Its simplicity and effectiveness make it a valuable tool for those seeking natural remedies for insomnia.

FLOATING THERAPY (FLOATATION TANKS)

Floating therapy involves floating in a sensory deprivation tank filled with Epsom salt water. The tank reduces external stimuli, allowing for deep relaxation and introspection. The buoyancy created by the Epsom salt makes floating effortless, relieving physical tension. Floatation therapy can lead to profound relaxation, reduced stress hormones and relief from chronic pain.

By exploring these lesser-known relaxation techniques, you can discover new ways to foster a sense of calm and improve your sleep quality. Sweet dreams!



HOW TO ...

Holiday Headaches? 4 Ways to Rein in Your Spending

The holiday season is a time of joy, celebration and, often, significant spending. To help ensure that your festivities don't lead to financial stress, here are four steps to help you enjoy the holidays without breaking the bank.

1. Set a Spending Limit: Set a budget for all holiday-related expenses: gifts, decorations, travel, food, etc. Use previous years' spending as a guide but cut back where possible.

2. Create a Detailed List: Make a list of all potential expenses and assign a dollar amount to each item. Prioritize essential items and cut less important ones.

3. Track Spending: Document every purchase. Spreadsheets or apps like Mint, YNAB and PocketGuard can help you track expenses and provide alerts when you're nearing your budget limits.

4. Shop Smart: Look for deals, use coupons and take advantage of sales. Start early to help spread out expenses and avoid the last-minute rush that often leads to overspending.

Following these steps can help you manage your budget, ensuring "ho-ho-ho" holidays and not humbugs!



DOLLARS & SENSE

Home Sweet Paid-Off Home: Is Tapping Your Retirement Worth It?

Retirement is a time to enjoy the fruits of your labor, but it can also come with challenges. One question that often arises is whether it's wise to use retirement account funds to pay off a home loan. It's worth considering the benefits and pitfalls of using retirement funds to eliminate a mortgage.

FINANCIAL LANDSCAPE IN RETIREMENT

Retirement income usually includes Social Security, pensions and retirement accounts. Managing debt, particularly mortgage debt, is essential to help ensure a stable cash flow. The decision to use retirement savings to pay off a mortgage involves balancing immediate financial relief with long-term financial confidence.

BENEFITS OF PAYING OFF YOUR MORTGAGE EARLY:

- 1. Increased Disposable Income:** Eliminating monthly mortgage payments can provide greater financial flexibility.
- 2. Interest Savings:** Paying off a mortgage early can save significant interest if your mortgage rate is higher than your investment returns.

DRAWBACKS TO CONSIDER:

- 1. Tax Implications:** Withdrawals from retirement accounts are taxable and may incur penalties if you're younger than 59½.
- 2. Lost Investment Growth:** Money withdrawn from retirement accounts won't benefit from growth and compounding interest.

EXCEPTIONS/NUANCES:

- **Market Conditions:** Low mortgage rates and high investment returns might make it better to keep your mortgage and let investments grow.
- **Personal Health and Life Expectancy:** A robust retirement fund might be more beneficial if you anticipate high medical costs or have concerns about longevity.

ACTIONABLE STEPS:

Step 1: Assess Your Financial Situation

Review your mortgage details, retirement account balances and other investments.

Step 2: Consult With Financial Advisors

Financial planners or tax professionals can help you evaluate the potential tax implications and opportunity costs.

Step 3: Explore Alternative Strategies

Consider options like refinancing your mortgage, downsizing to a smaller home or using non-retirement assets to pay off the loan.

Step 4: Create a Plan

Develop a personalized financial plan with realistic goals and timelines for debt reduction or payoff, ensuring you maintain sufficient retirement savings for future needs.

Using retirement funds to pay off a home loan is a significant decision that requires careful consideration. By planning wisely, you can feel more confident you've made the best decision for your situation.

Age With Edge: Wearable Health Care

Every year, health care advancements dramatically transform the way we age. These developments promise to significantly improve the quality of life for millions of older adults around the globe. One frontier where significant progress is being made is in wearable technology.

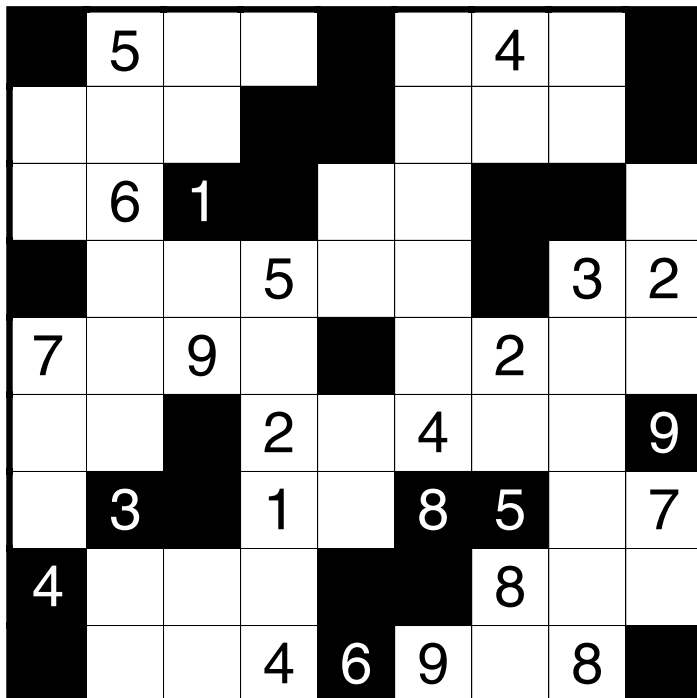
Devices such as smartwatches and fitness trackers are now equipped with advanced sensors that monitor a wide range of health metrics, from heart rate and sleep patterns to oxygen saturation and activity levels. These devices provide valuable insights into our daily habits, enabling users to make informed decisions about their health and lifestyle.

Moreover, wearable ECG monitors can detect irregular heart rhythms, such as atrial fibrillation (AFib), allowing for early intervention and management. AFib is a leading cause of stroke, and early detection can significantly reduce the risk of severe complications. These real-time health monitoring capabilities are invaluable for preventing complications and promoting proactive health care.

In addition, some wearable devices now offer blood pressure monitoring, which can help in managing hypertension, a prevalent condition that can lead to serious health issues if left unchecked. With the integration of AI and machine learning, these devices are becoming even more intuitive, providing personalized health recommendations based on the data they collect.



The future of wearable health technology is promising, with ongoing research and development aimed at enhancing their accuracy and expanding their capabilities. As these technologies continue to evolve, they hold the potential to transform preventive health care, making it more accessible and effective for people of all ages.



© 0 Syndicated Puzzles

BRAIN GAMES

Str8ts

Game Rules

Rows and columns are divided into compartments of white squares. Use single numbers to complete a straight for each compartment. A straight is a set of numbers with no gaps and in any order. No single number can repeat in any row or column. Clues in black cells remove that number as an option in that row and column, and are not part of any straight



TAILGATING TRIUMPHS

This playbook will help you become a parking lot pro

As football season kicks off, there's no better way to celebrate your team than to tackle a tailgate party! With the right planning, creativity, food and fun, you can host a tailgate that everyone in the parking lot will declare a winner.

GAME PLAN THE PERFECT EATS

Food is the heart of any great tailgate. Start with essential dishes like barbecue ribs, sliders, brats and hot dogs. Complement these with tasty sides such as coleslaw, potato salad, baked beans and finger foods like chips and dip, chicken wings and nachos.

TOAST A VARIETY OF DRINKS

Stock up on must-have beverages like beer, pop and water. For those looking to add a bit of "spirit," simple cocktails and mocktails such as margaritas and Bloody Marys can elevate your drink game.

CREATE A FOOTBALL FRENZY

Set the scene with team colors, banners and flags to show your support. Comfortable seating is a must, so bring chairs, blankets and portable tables. Keep the energy high with music playlists or live sports radio.

SHOW THAT YOU'VE GOT GAME(S)

Keep your guests entertained with classic tailgate games like cornhole, ladder toss and beer pong. Boost team spirit with activities like face painting and trivia challenges. Friendly competitions, such as a chili cook-off or rib-eating contest, can add an extra layer of fun.

CONSIDER LOGISTICS AND ESSENTIALS

Make a checklist of essentials including utensils, napkins, trash bags and equipment. Safety should never be overlooked; a first aid kit, sunscreen and proper food storage are crucial to ensure everyone has a great time.

With these tips and food suggestions, your tailgate will score big on fun and flavor. Gather your friends, don your team's colors and enjoy the camaraderie and excitement.

CENTER STAGE

BELOW:

Don't keep LKJ a secret: Your Google reviews means the world and get to know us better! Point your camera to the QR code, open Google profile, go to reviews tab, click on stars, write your review, click Post.




RIGHT:
LKJ hosted an educational client dinner event in May, on the importance of planning for long term healthcare needs and insurance. Thanks to our speaker, Christy Brown, for making this event so informative.



ABOVE:

LKJ held a private screening of Twisters in August for over 100 of our clients and friends. We hope to see you at this event next year!



cut here 



RECIPE SANGRIA MOCKTAIL

Ready to get in the fall mood?
This delicious non-alcoholic sangria will be a hit at your next party!

INGREDIENTS

- Fresh Lemon Slices
- Fresh Orange Slices
- Cranberries
- 2 Cups Cranberry Juice
- 2 Cups Grape Juice
- ½ cup Lemon Juice
- 4 cups sparkling water or lemon lime soda

HOW TO MAKE IT:

1. In a large pitcher, add the lemon slices, lime slices, orange slices, and cranberries.
2. Add cranberry juice, grape juice, orange juice and lemon juice. Stir well.
3. Refrigerate until ready to use.
4. Just before serving, add the sparkling mineral water. Mix well. For a sweeter drink, you can sub the sparkling mineral water for a lemon lime soda (if desired).

BRAIN GAMES

ANSWER KEY:

	5	6	7		3	4	2	
6	4	5			2	3	1	
5	6	1		8	7			4
	9	8	5	7	6		3	2
7	8	9	6		5	2	4	3
8	7		2	3	4	1	5	9
9	3		1	2	8	5	6	7
4	1	2	3			8	7	6
	2	3	4	6	9	7	8	

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Meet the Team



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Client Service*



MICHELLE COOPER
*Client Services -
Onboarding*



SARI ENRIQUEZ
Marketing & Events



KRISTINA KIENG
Client Care



ASHLEY GOTTLIEB
*Financial Paraplanner
FPQP®*



UPCOMING DATES

SEPTEMBER

- 02 Labor Day: LKJ Office Closed
- 05 LKJ Staff Birthday: Lindsey James-West
- 12 LKJ Staff Birthday: Ashley Gottlieb
- 17 & 24 Retirement Planning Today Workshop (two days)
- 19 & 26 Retirement Planning Today Workshop (two days)

OCTOBER

- 10 LKJ Taxes & Retirement Workshop @ HCC
- 14 Columbus Day
- 15 LKJ Taxes & Retirement Workshop @ HCC
- 16 Boss's Day
- 31 Halloween