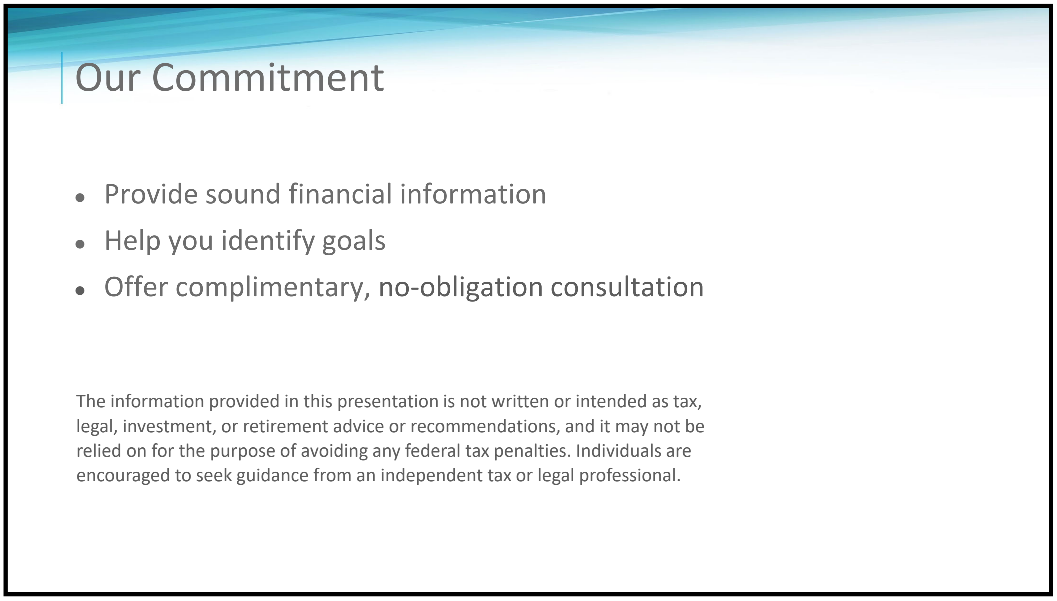
Welcome to our financial management seminar focusing on six steps to financial success. We’re glad that you could join us here today.

Before we get started, I’d like to introduce myself and my company.

[Note to presenter: Give a brief personal background, then talk about your organization and give its location. If appropriate, introduce other members of your organization who are in the room and discuss any housekeeping issues.]



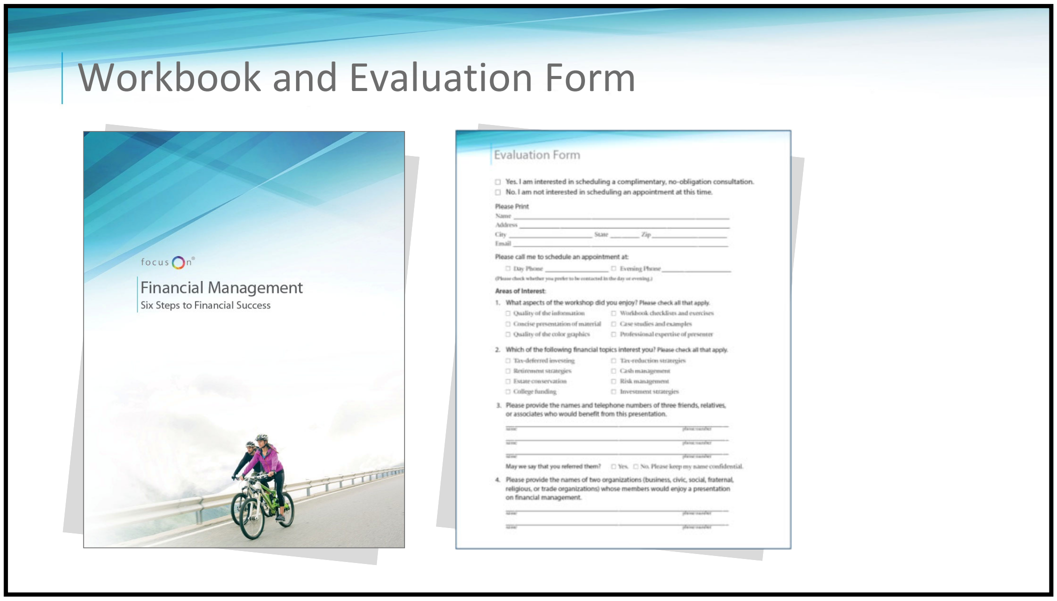
We use seminars like this one to introduce ourselves and to develop strong working relationships with members of the community like you.

Our commitment extends beyond simply offering financial services. We are committed to helping you evaluate your financial situation and giving you tools to help make informed decisions and pursue your financial goals.

We hope that after attending the seminar, you'll want to meet with us in our office. This is a complimentary, no-obligation consultation that we offer to everyone who attends our seminars. During that meeting, we can discuss any questions you have as a result of what we discuss here. If you prefer, we can use that time to examine your specific situation and begin the process of helping you formulate a financial strategy that will suit your needs.

We know that we'll establish a working relationship with you only when *you* are confident that we can be of service. We want you to understand your options and to know how you may benefit from working with us.

The information in this presentation is not written or intended as tax, legal, investment, or retirement advice or recommendations, and it may not be relied on for the purpose of avoiding any federal tax penalties. You are encouraged to seek guidance from an independent tax or legal professional based on your individual circumstances.



Let’s talk about the workbook you received as you entered.

We’ve found that people are more likely to remember something they act on rather than something they only hear about. That’s why we designed this workbook so you can apply what you learn to your situation. In it you’ll find helpful materials that reinforce the seminar’s major points and will be a valuable resource for you.

Feel free to highlight, underline, or make notes in whatever way serves you best.

Inside your workbook, you’ll find an evaluation form just like this one.

[Note to presenter: Pull out an evaluation form for your seminar participants to see.]

At the end of the presentation, please use this form to tell us whether you’re interested in taking advantage of the complimentary, no-obligation consultation.

We’d like to make you two promises concerning this form. First, if you check “Yes, I am interested in scheduling a complimentary, no-obligation consultation,” we’ll call you in the next couple of days and set up an appointment. Second, if you check “No, I am not interested in scheduling an appointment at this time,” we won’t call you directly after the seminar.

In exchange for these two promises to you, please promise that you will fill out this form. Many seminar attendees do come in for a consultation, so we’ve set aside time just to meet with you.

When you do come to our office, feel free to leave your checkbook at home. We are very interested in developing working relationships with you, but that decision is yours.

Are you making smart decisions with your money that will help you accomplish your future goals?

Sound financial management is a process that begins with your first paycheck and continues through each stage of life. Every decision you make about money today forms the foundation for your financial future.

We've developed a six-step plan to help you achieve financial success — six steps that can take you from where you are now to where you want to be. They are designed to help you:

- Protect what you have
- Take control of your cash flow
- Invest wisely
- Manage your taxes
- Save for retirement
- Leave a legacy

Let’s start with the first step: protect what you have.

Many individuals attempt to achieve financial success without protecting what they already have.

That can be a mistake.

A well-designed risk management program can help protect you in the event of a disaster without burdening you with payments for protection you don’t really need.

The following information regarding insurance is for educational purposes only. Please consult the appropriate professional for specific questions.

You may be concerned about having insurance protection for life's challenges, but you may not know exactly how much coverage you need.

In order to be adequately insured, you should consider six key areas of insurance coverage: medical, long-term care, disability income, liability, property and casualty, and life insurance.

Even if you have group insurance through your employer, it may not be sufficient for your family's needs. And if you ever were to leave your job, you would also lose coverage. That's why you may want to consider purchasing individual policies to enhance or supplement your group insurance coverage.

There isn't time available today to go through all six areas in any detail, so we'll focus briefly on some things we all have in common: the need for health insurance and life insurance.

[Note to presenter: Modify this slide if changes have been made to the health insurance marketplace, coverage options, and/or subsidies.]

If you don't have health coverage through an employer and are not eligible for a government plan such as Medicare, you can check out health insurance plans on the Health Insurance Marketplace, also known as the Health Insurance Exchange.

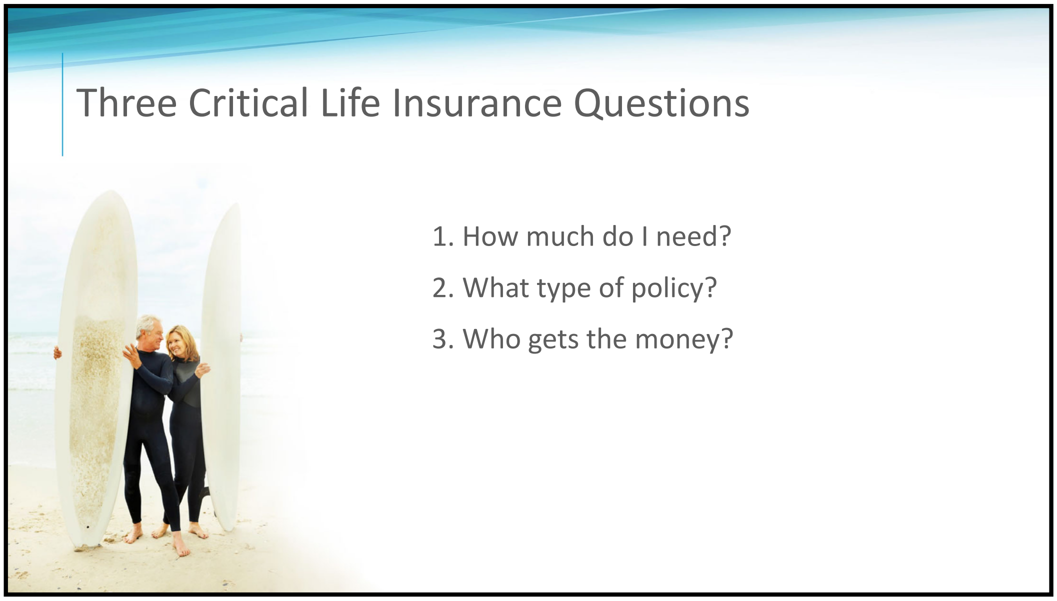
Through this one-stop health insurance outlet, you can:

- Compare private health plans based on coverage options, deductibles, and cost
- Find answers to questions about coverage options and eligibility
- Enroll in the plan that best meets your needs
- Claim a subsidy (if you qualify)

All Marketplace plans are offered by private companies and must cover a set of 10 essential benefits, such as hospitalization, physician visits, prescription drugs, maternity care, and mental health care.

Plans are grouped by tier, based on the percentage of expected health-care costs the plan is designed to pay: bronze (60% of the actuarial value of expenses), silver (70%), gold (80%), and platinum (90%). Premiums vary within each tier, as do the deductibles, copays, and coinsurance rates.

Open Enrollment for 2023 Marketplace plans ran from November 1, 2022, through January 15, 2023. If you didn't enroll by January 15, 2023, you cannot enroll in a Health Insurance Marketplace plan for the rest of 2023 unless you qualify for a Special Enrollment Period (SEP). You can learn about your options on the government's official website, ***HealthCare.gov*****.**



Although most people prefer not to think about dying, death is inevitable, so having adequate life insurance protection can be a major concern for families.

When you consider your life insurance coverage, you need to ask yourself three critical questions.

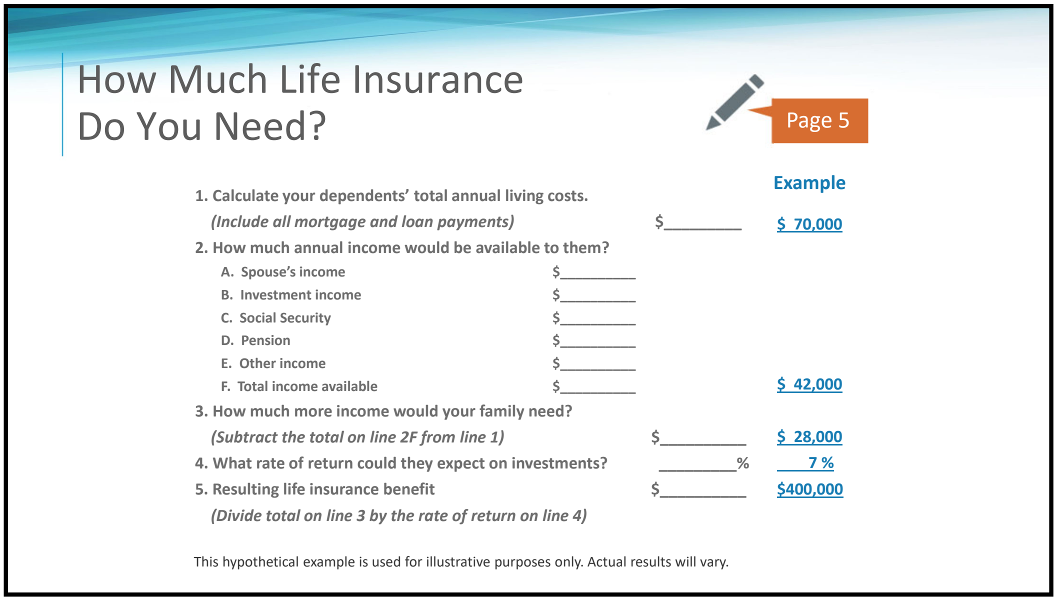
First is “How much life insurance do I need?” It’s not quite as simple as calculating two to five years of your annual salary — or even 10 years. It’s important to do an in-depth analysis of your situation, taking into account your family’s lifestyle, future needs, and other sources of income.

Second is “What type of policy will meet my family’s needs?” Would I be best served by term insurance, or should I buy a permanent life insurance policy?

And third, “Who will get the money upon my death?” Should the benefit pass directly to my heirs, or do I want it to accomplish other goals? Is it important to keep the benefit outside of my taxable estate?

A financial professional can help you address these concerns.

Remember, the cost and availability of life insurance depend on factors such as age, health, and the type and amount of insurance purchased. Before implementing a strategy involving life insurance, it would be prudent to make sure that you are insurable.



How much life insurance do *you* need? To help answer this question, let's turn to page 5 in your workbook.

[Note to presenter: Pause to give participants time to turn to the correct page.]

This worksheet will help you determine how much life insurance your family would need in order to maintain its lifestyle in your absence.

Let's go through a hypothetical example together so you can see how it works.

Imagine a 45-year-old couple with two children. Their annual living expenses — including mortgage payments, other loans, and taxes — are about $70,000. That number goes on line 1.

The surviving spouse would have access to a few alternative income sources, which add up to $42,000 a year. That number goes on line 2F.

By subtracting $42,000 from $70,000, we can see that the surviving spouse will be approximately $28,000 short each year. That number goes on line 3.

To estimate how much capital it would take to provide $28,000 in additional annual income for an indefinite number of years, we first need to estimate the return this family might be able to expect on a hypothetical investment portfolio. For this example, we'll say 7 percent. That number goes on line 4.

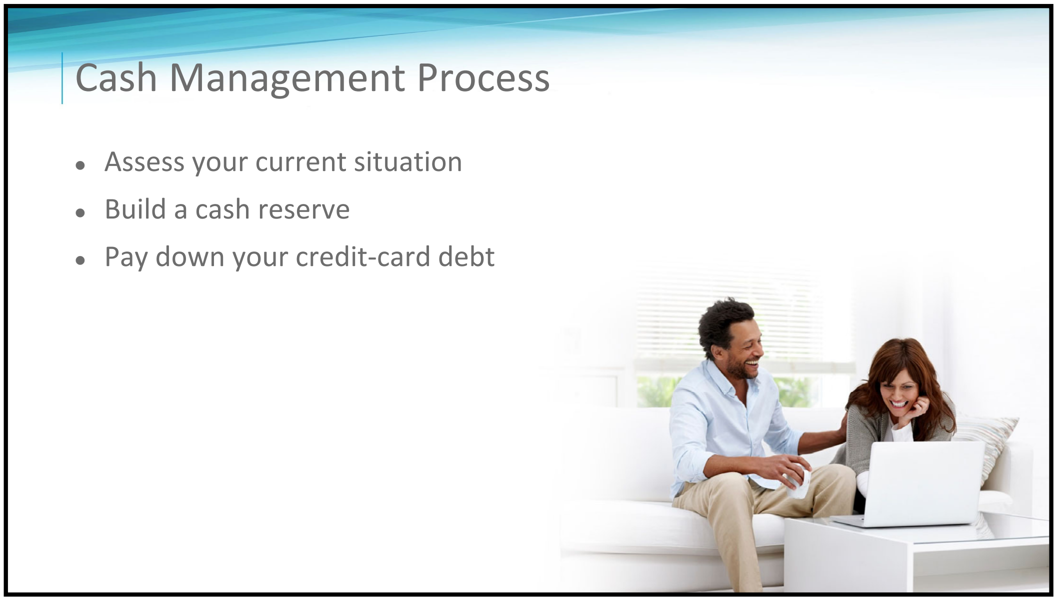
Finally, we need to know the amount of principal, or life insurance, they would need to invest at 7 percent to generate an annual income of $28,000. To do this, we divide $28,000 by 7 percent, which results in $400,000. That's how much life insurance this family would need to maintain its comfortable lifestyle for the long term. Does everyone see how this works?

Of course, if additional funds are needed for specific expenses, such a child's college education, that amount can be added to the figure on line 5.

You can complete this worksheet at home to estimate your own family's needs, or we can work on it together during the complimentary, no-obligation consultation.

Once you have taken steps to help protect what you have, your next task is to take control of your cash flow.

This step involves reviewing your budget, creating a liquidity fund, positioning your available cash, and building your net worth. Often this is easier than you think.



Effective cash management consists of three main steps.

First is to assess and take control of your current situation. You can't very well control spending if you have no idea what you're spending your money on, can you? Once you see where you are wasting capital, you could put it to work more productively.

Second is to build a cash reserve or emergency fund. This is the "rainy day" money that you set aside for life's little and not-so-little emergencies. As a general rule, your cash reserve fund should be large enough to cover living expenses for at least three to six months.

Third is to pay down credit-card debt. Credit cards are a double-edged sword. They can be powerful allies. But using credit cards can also lull you into thinking that you aren't paying all that much when you make low monthly payments over time.

To help you assess your cash flow and current situation, you can use the worksheet at the end of your workbook. Fill it out at home, when you have access to all your financial records and a calculator. Or, if you prefer, we can go through the worksheet during the complimentary consultation.

Your cash reserve fund, by definition, should be liquid and safe. Many people use savings accounts, certificates of deposit, and money market funds.

Savings accounts usually offer high safety but a relatively low rate of return. They don't require a large initial investment, and the funds in them are readily accessible. For many people, their main attraction is convenience and liquidity.

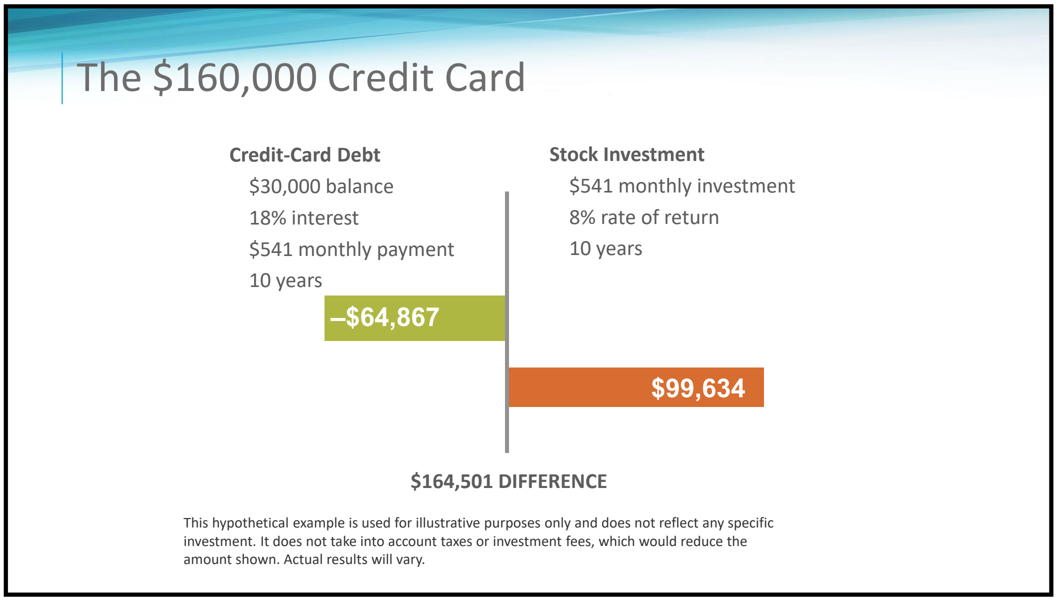
Certificates of deposit are really just short-term loans to a bank, credit union, or savings association. They offer a moderate rate of return and high safety. CDs usually require a larger initial investment than savings accounts, and you must leave your principal for a set term in order to avoid early-withdrawal penalties.

Money market mutual funds invest in a diverse portfolio of short-term financial vehicles. Their main goal is the preservation of principal, accompanied by modest dividends. Money market funds are very liquid and are considered to have low risk.

Money market funds are neither insured nor guaranteed by the Federal Deposit Insurance Corporation (FDIC) or any other government agency. Although money market funds seek to preserve the value of your investment at $1 per share, it is possible to lose money by investing in a money market fund.

Mutual funds are sold by prospectus. Please consider the investment objectives, risks, charges, and expenses carefully before investing. The prospectus, which contains this and other information about the investment company, can be obtained from your financial professional. Be sure to read the prospectus carefully before deciding whether to invest.

Bank savings accounts and CDs are FDIC insured up to $250,000 per depositor, per federally insured institution, and generally provide a fixed rate of return, whereas the value of money market mutual funds can fluctuate.



Most people view credit cards as a huge financial convenience. But they have a “dark” side, too, especially their relatively high rate of interest. According to the Federal Reserve, the average credit card interest rate in 2022 was almost 18 percent.[1]

Although paying off your cards may not sound as appealing as a trip to Hawaii or a new car, it could prove to be the best safe “investment” you can make.

Let me show you what I mean.

In this hypothetical example of a $30,000 credit-card debt with an 18 percent interest rate, if you made $541 monthly payments, it would take 10 years — and cost a total of $64,867 — to pay off the balance and interest.

On the other hand, if those same payments were invested in an account earning a hypothetical 8 percent rate of return, the account would grow to $99,634 in the same 10 years.

The difference between these two results — the investment opportunity lost to credit-card debt — is a surprising $164,501. When you think about it that way, it may make more sense to “invest” in paying off high-interest credit-card debt before you make any other investment.

This hypothetical example is used for illustrative purposes only and does not represent any specific investment or credit card. It assumes an 8 percent annual return on the stock market investment and an 18 percent annual interest rate on the credit cards. It also assumes a 10-year repayment schedule for the credit-card debt with no new charges added. Actual results will vary. Investments with the potential for higher rates of return also carry a greater degree of risk of loss.

Source: 1) Federal Reserve, 2023