



# Overview & Services



# Who are we?

## Independent

As an independent RIA our only obligations are to our clients.

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## Fiduciary

We have a legal fiduciary obligation to act in the best interest of our clients.

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## Fee Only

Our fees are fair and transparent, and are the only way we get paid. Our revenue has no connection to what investments we recommend or purchase for clients.

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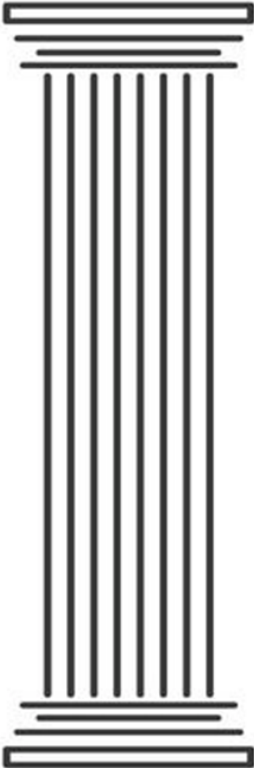
## Professional

Portfolio management requires a solid foundation in Finance, Math, & Statistics. Our credentials and professional designations are among the most prestigious in the industry.

A firm's structure  
"behind the scenes"  
directly impacts the  
value it provides

# The Three Pillars of Wealth Management

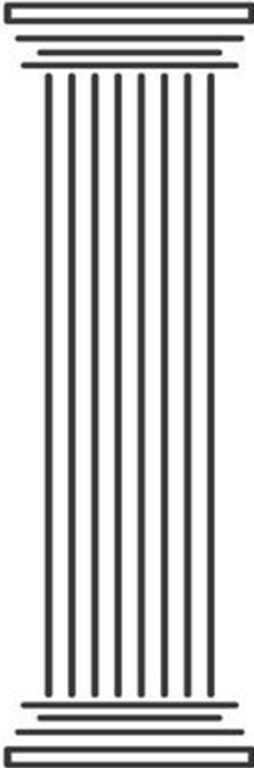
**CASH FLOW MODELING**



**TAX PLANNING**



**PORTFOLIO MANAGEMENT**

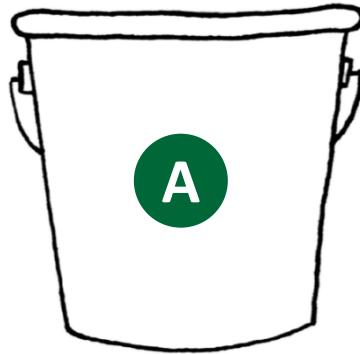


# Cash Flow Modeling

## The Bucket Strategy

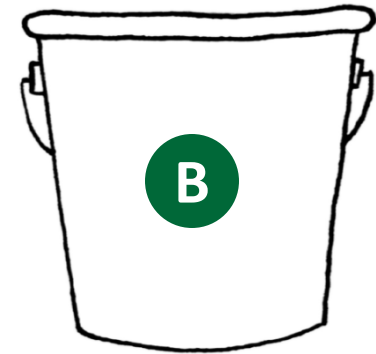
### Conservative Bucket

4 Years of Income/Withdrawals



### Growth Bucket

Remainder of Portfolio Assets



← Replenish After Positive Years

\*Do Nothing During Down Market;  
Replenish After Market Recovers

Annual  
Withdrawals

Checking Account

### Benefits

- Avoids selling low to fund withdrawals
- Majority of portfolio remains invested for long-term growth

# Sample Cash Flow Model

Year	Age	Income (Today's \$\$)	Income (Inflated \$\$)	Social Security	Withdrawals	Savings	Portfolio Value	Return	Inflation
							<b>\$1,000,000</b>		
2022	55					\$20,000	<b>\$1,090,380</b>	7%	2%
2023	56					\$20,000	<b>\$1,250,288</b>	13%	2%
2024	57					\$20,000	<b>\$1,069,582</b>	-16%	2%
2025	58					\$20,000	<b>\$1,400,113</b>	29%	2%
2026	59					\$20,000	<b>\$1,293,723</b>	-9%	2%
2027	60					\$20,000	<b>\$1,242,782</b>	-5%	2%
2028	61					\$20,000	<b>\$1,481,244</b>	17%	2%
2029	62					\$20,000	<b>\$1,822,510</b>	21%	2%
2030	63					\$20,000	<b>\$2,253,389</b>	22%	2%
2031	64					\$20,000	<b>\$2,623,491</b>	15%	2%
2032	65	\$200,000	\$241,409		\$241,409		<b>\$3,077,651</b>	29%	1%
2033	66	\$200,000	\$243,823		\$243,823		<b>\$3,069,036</b>	8%	1%
2034	67	\$200,000	\$246,261	\$42,000	\$204,261		<b>\$2,830,397</b>	-1%	1%
2035	68	\$200,000	\$248,724	\$42,840	\$205,884		<b>\$2,813,479</b>	7%	1%
2036	69	\$200,000	\$251,211	\$43,697	\$207,514		<b>\$3,158,429</b>	21%	1%
2037	70	\$200,000	\$253,723	\$44,571	\$209,152		<b>\$3,373,973</b>	14%	1%
2038	71	\$200,000	\$256,260	\$45,462	\$210,798		<b>\$3,090,422</b>	-2%	1%
2039	72	\$200,000	\$258,823	\$46,371	\$212,451		<b>\$3,312,544</b>	15%	1%
2040	73	\$200,000	\$261,411	\$47,299	\$214,112		<b>\$3,873,040</b>	25%	1%
2041	74	\$200,000	\$264,025	\$48,245	\$215,780		<b>\$2,399,162</b>	-34%	1%
2042	75	\$200,000	\$266,665	\$49,210	\$217,456		<b>\$2,345,334</b>	8%	1%
2043	76	\$200,000	\$266,665	\$50,194	\$216,472		<b>\$2,471,610</b>	16%	0%
2044	77	\$200,000	\$266,665	\$51,198	\$215,468		<b>\$2,411,816</b>	7%	0%
2045	78	\$200,000	\$266,665	\$52,222	\$214,444		<b>\$2,474,241</b>	13%	0%
2046	79	\$200,000	\$266,665	\$53,266	\$213,399		<b>\$1,903,629</b>	-16%	0%
2047	80	\$200,000	\$266,665	\$54,331	\$212,334		<b>\$2,173,314</b>	29%	0%
								<b>8%</b>	

# Proactive Tax Planning

## Analyze & Advise on Tax-Related Issues/Strategies (examples)

### SMALL BUSINESS



- > Tax implications of various corporate structures
- > Manage earnings & income relative to tax “cliffs” such as 199a
- > Sale/Purchase of Business: strategy & valuation
- > Stimulus programs (*CARES Act, PPP, ERTC, NYS PTET, etc*)

### RETIREMENT PLANS



- > 401K, 403B, SIMPLE, SEP, & Profit-Share plan provisions & investments
- > Advise plans in Fiduciary capacity
- > Opportunities for specialized plan types
- > Mega-backdoor Roth

### PERSONAL TAXES



- > Tax efficient investing
- > Roth vs. Pre-Tax – projected long-term tax efficiency
- > Roth Conversions
- > Backdoor Roth
- > QOZ to control & minimize capital gains taxes
- > Charitable giving

### ESTATE PLANNING

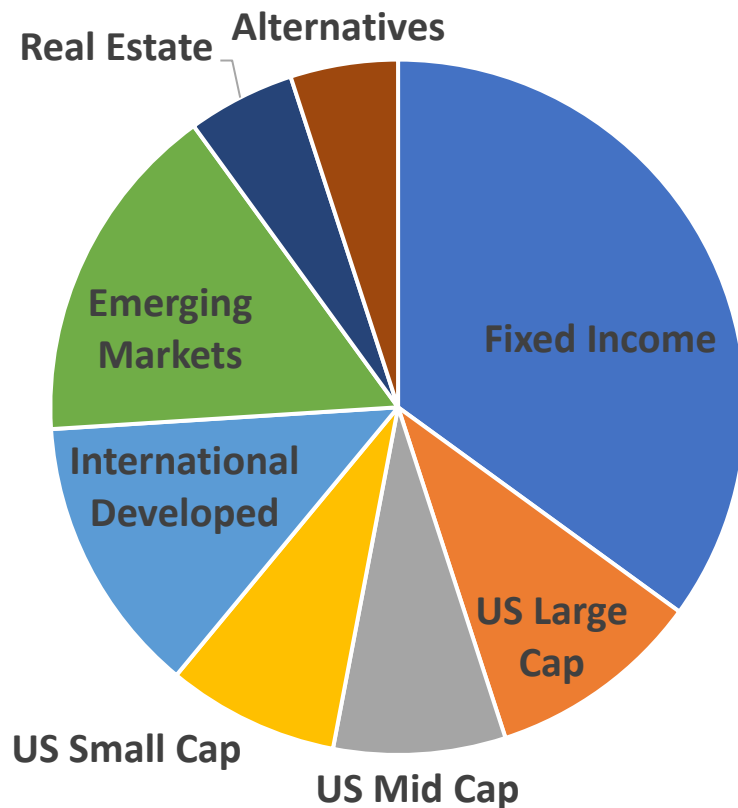


- > Asset Protection (*Medicaid*)
- > Trusts: strategies, uses, & tax implications
- > Step-Up in Basis
- > Gifting
- > Beneficiary arrangements
- > Transitioning ownership & control of family businesses

# Portfolio Management

## The Three Filter Approach

### Asset Allocation



ASSET ALLOCATION



FUND SELECTION



TRADING &  
REBALANCING

# Asset Allocation

## Sample Return Projections

	JP Morgan	Research Affiliates	Morningstar	Vanguard	Capital Economics	Average
<i>Weighting</i>	<i>Low</i>	<i>High</i>	<i>Low</i>	<i>Medium</i>	<i>Medium</i>	
US Bonds	2.6%	3.2%	1.6%	1.9%	2.1%	2.3%
<b>US Large Cap</b>	<b>4.1%</b>	<b>3.3%</b>	<b>2.2%</b>	<b>3.2%</b>	5.6%	<b>3.7%</b>
US Small Cap	4.4%	4.7%		3.2%		4.5%
<b>Emerging Markets</b>	<b>6.9%</b>	<b>9.0%</b>	<b>5.7%</b>	<b>5.2%</b>	<b>10.4%</b>	<b>7.4%</b>
Developed International	6.5%	6.9%	4.7%	6.3%	8.9%	6.7%
US Real Estate	5.8%	4.3%		2.9%	5.1%	4.5%

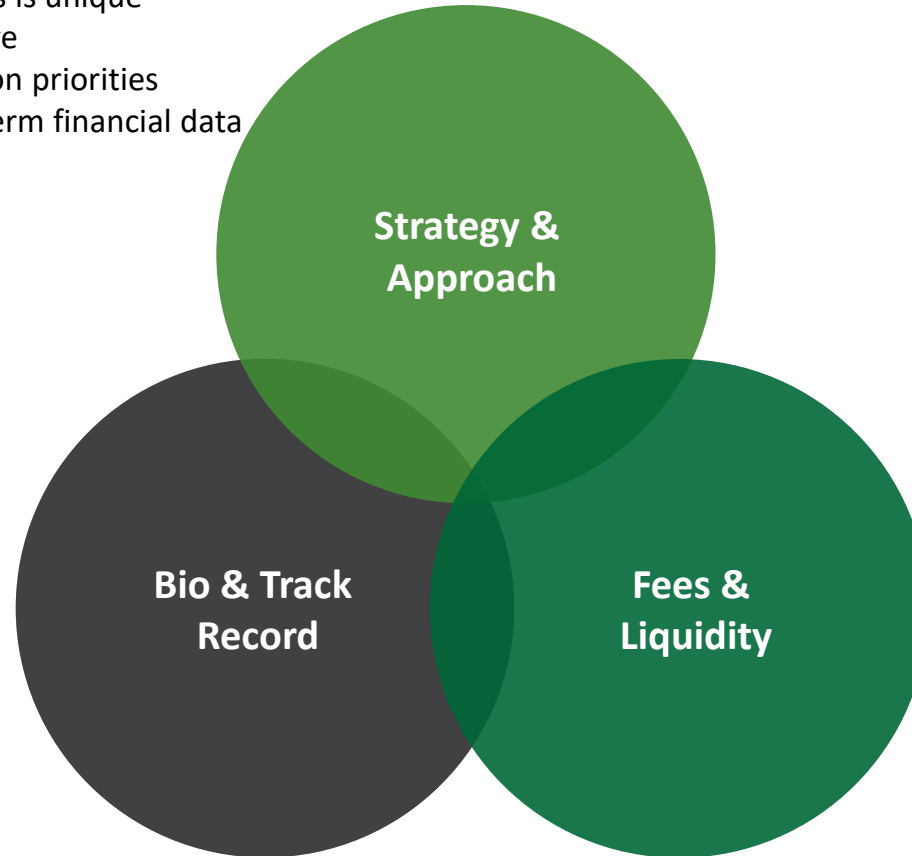
Long-term asset class return projections are ever evolving and typically do not mimic what has occurred over the prior ten years. We build our portfolios on future expectations, not historical performance.



# Fund Selection

## Building a Stable of Solid Managers

- Every asset class is unique
- Active vs. passive
- Security selection priorities
- Short vs. long-term financial data



- Education & credentials
- Tenure & Track record
- Personal ownership of fund
- Scale & location relative to investments

- Trading or transaction fees
- Expense ratio relative to peers
- Expense ratio relative to Alpha
- AUM impact on scale & flexibility
- Trading volume & bid/ask spread

# Trading & Rebalancing

## The Power of Rebalancing

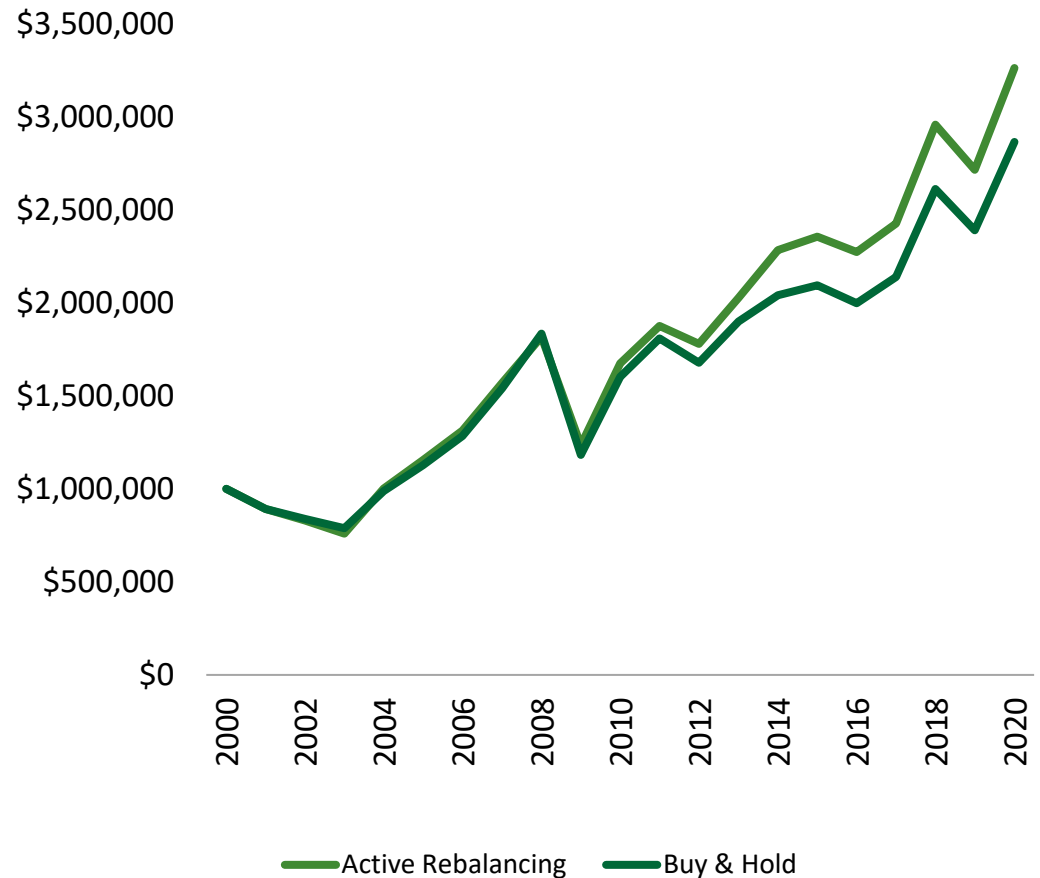
“Rebalancing” a portfolio is the process of selling investments that went up, in order to buy investments that went down. In effect, rebalancing means selling high and buying low.

Statistical analysis shows that this process, done in small increments but often over long periods of time, will boost a portfolio’s long-term returns without adding risk.

**This chart shows the performance of a portfolio diversified amongst 4 major asset classes. The only difference between the portfolios is how they are traded.**

**Simple annual rebalancing resulted in an additional 0.7% annual return, a difference of \$400,000**

Growth of \$1,000,000



# Fee Schedule

## Assets Under Management

\$0 - \$500,000.....	1.0%
\$500,001 - \$1,000,000.....	0.8%
\$1,000,001 - \$2,000,000.....	0.6%
\$2,000,001 and over.....	0.5%

*\* \$250,000 household minimum*

# Disclosures

*Past performance may not be indicative of future results. Therefore, no current or prospective client should assume that the future performance of any specific investment, investment strategy (including the investments and/or investment strategies recommended by the adviser), will be profitable or equal to past performance levels. This material is intended to be educational in nature, and not as a recommendation of any particular strategy, approach, product or concept for any particular advisor or client.*

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