



Welcome to Idaho: A Great Place to Retire

Boise Has All The Right Ingredients

P1



Planning For the Next Stage:

A Thriving Retirement is About a Lot More Than Money

P2



The New Tax Law:

What's Changing and What Does It Mean For You?

P3

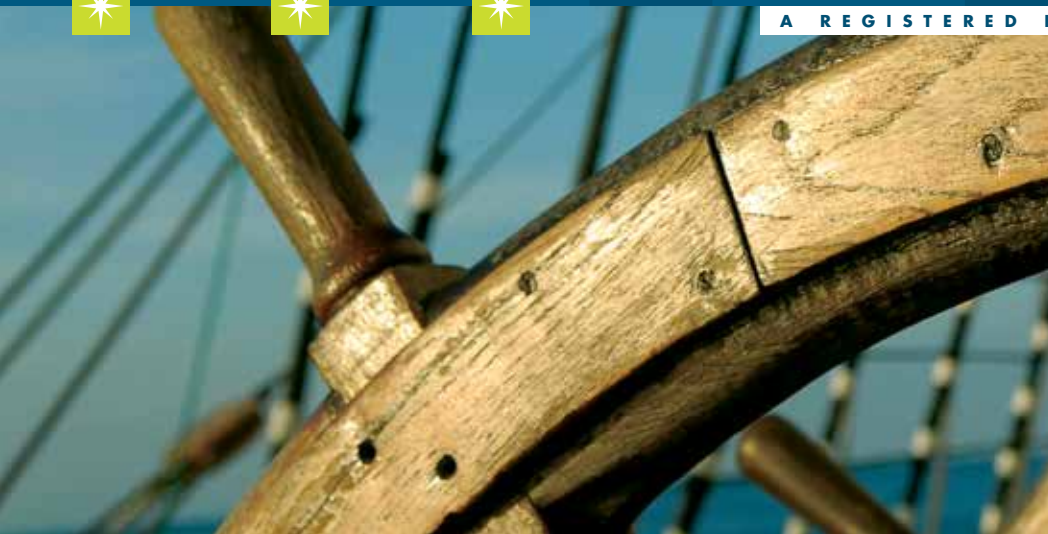


Insights on wealth, personal finance and more



VOYAGER

A REGISTERED INVESTMENT ADVISORY FIRM



FROM THE DESK OF...



BEN BOETTCHER



For centuries, the North Star — the bright star stationed close to the north celestial pole — has played an important role in both mythology and navigation. It's clarity and steadfastness in the night sky has guided explorers home, even on the longest of journeys.

Today, the concept of a "North Star" has become a symbol for a higher purpose — a vision for one's life or business that goes beyond our typical day-to-day existence.

When it comes to investing, your North Star can lift your gaze from the banal aim of getting more money and help you focus on a higher purpose that adds richness to your life. For some, this is time with family. For others, it's travel or working on behalf of their faith community or any number of things.

There's a bit of a paradox here: by focusing less on simply "more money" and more on the purpose of your life and how money can serve it, most find they actually end up doing better financially. More importantly, they also end up better off by most every other measure.

At Helmstar, "North Star thinking" is baked into our process and approach. Even our name hints at how we see our own North Star: aligning life plans with financial plans. We even developed a process, embodied by the Helmstar Discovery Board, for helping people uncover and prioritize what's most important to them.

After all, perhaps the unique thing about North Stars is how we all see ours just a little bit differently.



Forbes. Money Magazine. Yahoo! Finance. CNN Money.

Every time you look up, Boise and the Treasure Valley are on another list as a great place to retire.

But why?

Put simply: the Boise area has all the ingredients to make a healthy, engaging and prolonged retirement.

FOUR-SEASON CLIMATE

We may not be Boca Raton, but Boise features four seasons of moderate length. And if the winter gets long, there's always a...

WELL-CONNECT AIRPORT

BOI connects to major hubs throughout the West and beyond.

ACTIVE COMMUNITY

From farmer's markets to the Foothills and grassy parks to the Greenbelt, Boise makes it easy to stay active. **(Cont. on page 4)**

FROM THE DESK OF...

features rotating columns from Helmstar partners Tom Steelman, and Ben Boettcher, ChFc, CFP.®

A Thriving Retirement is About a Lot More Than Money



By Jacob Williams, Ph.D.

Much — probably most — of the discussion about retirement planning centers around the most obvious ingredient: money. But research is increasingly showing that having your finances in order is just one piece of a much more complex puzzle.

One area we don't discuss enough is the need to mentally prepare for what many report to be the most dramatic transition of their life.

This subject gives us so much to cover, it's not possible to cover it in a single article. We can, however, start with three simple things we can do to mentally prepare for a successful retirement:

- Have realistic (and clear) expectations for the type of lifestyle you will live in retirement.
- Determine what and who is most important in your retirement — values, goals, people, etc.
- Create a plan that prioritizes your time and resources to accomplish point #2.

The research backs these points up.

#1 EXPECTATIONS

Research I conducted in graduate school reveals that expectations about retirement affect the overall satisfaction achieved in it.

The same is true in retirement. If you expect to enjoy a *Lifestyles of the Rich and Famous* standard of living but don't have the resources to do so, the tension between those two points may dramatically reduce your satisfaction.

#2 DETERMINING WHAT AND WHO IS IMPORTANT

There's so much research around the importance of purpose, it's almost become common knowledge. Even so, many of us do not spend any time thinking about it and defining it. We may spend dozens of hours taking care of other aspects of our long-term well-being — paying bills, exercising, communicating with our family and so on — but not spend one minute thinking about the purpose behind it all.



TIP: Create a plan that prioritizes your time and resources to accomplish point #2.

"By failing to prepare, you are preparing to fail."
— Benjamin Franklin

We know having a purpose in life significantly affects retirement satisfaction (Asebedo & Martin, 2014), but what is a bit surprising is how taking the time to define your purpose affects your satisfaction. In other words, don't just think about what and who is most important, put it in writing. This leads to...

#3 CREATE A PLAN THAT REFLECTS YOUR PRIORITIES

A plan should be a living document that reflects the answers you came to about who and what are most important and yet has enough

THE NEW TAX LAW

WHAT'S CHANGING and what does it mean to you?

The new tax law has garnered a lot of attention lately. As well it should. It is one of the most significant pieces of tax legislation in recent decades.

Even with so much media coverage about the law, many people are still unclear on how it is going to impact their own personal bottom line. The best way to learn the details about the potential impacts is to discuss your unique situation with experts — your Helmstar team or your CPA, of course, are both good places to start.

TIMING

Most, but not all, of the tax changes took effect January 1, 2018. This means most — but again, not all — won't impact your 2017 taxes, which most of us will be filing in April.

IT TAKES A TEAM

This tax law is big enough — and complicated enough — that many people will benefit by enlisting the help of experts. Let's talk. Helmstar is happy to work with your CPA and other tax advisors, or introduce you to pros that can help.



CHANGES OF NOTE



REDUCED CORPORATE TAXES:

The corporate tax rate will fall from 35 percent to 21 percent.

ALTERNATIVE MINIMUM TAX:

Eliminated for corporations and will apply to few personal filers.

LOCAL TAX WRITE-OFFS:

Under previous rules, filers could deduct all state and local taxes paid from their federal taxes. Now that amount is limited to \$10,000 and certain types of taxes.

"PASS-THROUGH" INCOME:

If your client is receiving a portion of their income through "distributions" taxed at personal rates (applies often in S-Corps or LLCs), they can now deduct the first 20 percent of that income tax-free. There are some limits and some unknowns about this rule change. Be sure to have your client check with a tax advisor if this situation applies.

STANDARD DEDUCTION:

Will increase from \$6,350 to \$12,000 for individuals and from \$12,700 to \$24,000 for married couples filing jointly.

TAX RATES:

The top marginal tax rate will see a reduction from 39.6 percent to 37 percent.

MORTGAGE DEDUCTION:

New mortgages will only be allowed to deduct the interest on debt up to \$750,000. If you already have a mortgage, you can still deduct all of the interest.

ESTATE TAXES:

The estate tax exemption doubles, now making it \$11.2 million for singles and \$22.4 million for couples.

detail to help manage your expectations. In other words, your plan (and perhaps even more importantly, the planning process) is the outcome of the other "simple" steps above.

This isn't a new idea. Many books about achievement — Napoleon Hill's *Think and Grow Rich* is one example — discuss at length the importance of taking the time to mentally visualize what we want, have a plan to achieve it, then grind away until we achieve it. A plan is central to that.

Once you have a plan, you can translate it into baby steps and, over time, turn those baby steps into habits. Our habits, in many

ways, dictate the quality of our life and, ultimately, the quality of our retirement. That's why, as important as dollars and cents are to retirement planning, a focus on money alone won't typically be enough to provide the retirement you've worked so hard to create.



TIP: Many successful retirements are built on strong personal habits during your working years. Start making small improvements now, giving yourself time to turn your goals into supporting habits. Be patient. Change takes time.

SELLING A BUSINESS: The Basics.

Selling a business is no small decision — it's hundreds of small decisions (and plenty of big ones, too). Here's a checklist of the basics you'll want to prepare as you start considering it:

PREPARE YOUR MIND

- ❑ Why do you want to sell?
- ❑ Is selling really the best option?
- ❑ What is your target price?
- ❑ What terms are you willing to accept?
- ❑ Think about what you'll do next
- ❑ Consider how this sale will affect your life and financial plans
- ❑ Review/adapt/create a life and financial plan
- ❑ Discuss with key advisors (bank, financial planner, CPA, etc.)

PREPARE THE BUSINESS

- ❑ Get a business valuation
- ❑ Get your books in order
- ❑ Don't lose focus on the business — keep it healthy

PREPARE THE PAPERWORK

- ❑ Gather your formation documents
- ❑ Collect lease, maintenance, sales and other agreements
- ❑ List all employees (with employment contract details)
- ❑ Assemble insurance policies
- ❑ Get copies of tax returns from the past several years
- ❑ Pull key financial reports, including P&L and balance sheet
- ❑ Generate a schedule of assets (including intellectual property)
- ❑ Create a list of key customers

Obviously, there's a lot more to selling a business than a simple checklist. At Helmstar, we've guided dozens of clients through the decision-making process and the selling process. If you're considering a sale, let's talk early in the process to give you the best chance for success on every level.



"Welcome to Idaho: A Great Place to Retire" cont. from page 1

COST OF LIVING

Few places match the Treasure Valley's relative low-cost, yet still high quality living standards.

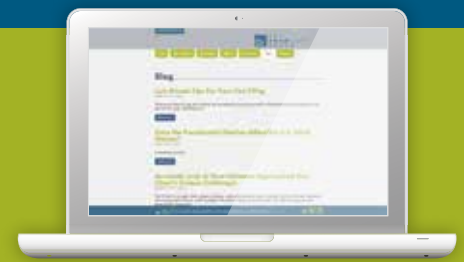
ECONOMIC VITALITY

Researchers for these lists consider a vibrant economy critical to a vibrant retirement. After all, many retirees work at least part-time.

LOW-ISH TAXES

Low state income taxes can be a tangible benefit for retirees. Idaho's rates are reasonable, especially considering the quality of life.

Everyone's definition of "the perfect place" for retirement is a little different. But experts and residents agree: Boise makes the grade.



Read more...

Visit helmstargroup.com/blog to read past newsletter articles, additional personal finance tips, & more.

DID YOU KNOW?

The Dow Jones Industrial Average tracks 30 major stocks.

But it wasn't always this way. Originally, the index only tracked a dozen stocks — General Electric is the only original Dow stock still on the index.



Follow us on Facebook

Yes — we're on Facebook! Find us at www.facebook.com/HelmstarGroup where we share additional personal finance and investing tips.



THE
HELMSTAR
GROUP®

PASS ALONG!

Have a friend or family member who you think could benefit from receiving our Voyager newsletter? Let us know.

Go to helmstargroup.com/contact or call **208.429.0800** and we'll make sure they receive it.

T 208.429.0800 | F 208.429.0801
250 S. 5th St. Suite 600 | Boise, ID 83702

© 2018 The Helmstar Group.
Material in this newsletter is for informational purposes only. It is not to be construed as tax, legal or investment advice. Information has been gathered from sources believed to be reliable, but individual situations can vary. Please consult with an investment, legal, accounting or tax professional about your unique situation.