

On the [MONEY]

Registered Investment Advisor

www.VintageFS.com

Summer 2019 Vol. XXXV No. II

From the Grapevine...

We're really excited by a lot of changes at Vintage. We've moved our offices to a new building on Oak Valley Drive with nearly twice the space that we had on Main Street. See the article on page three for our new address and details.

We've added several new staff at Vintage recently and have a couple promotions. See the article in the next column and learn about Amanda Massinople's new role heading up our college education services on page two.

We're also hosting a couple fun events. On Friday evening, June 21st, join us at the Ann Arbor Summer Festival. We'll have a private tent near the music stage along with drinks and appetizers. See more at a2sf.org or contact us. And we're sponsoring the Ann Arbor Art Center's ArtBus trip on June 28th. Join us for the day to check out Detroit's art scene including the DIA and more. Get more information and tickets at annarborartcenter.org.

NEW STAFF AND MORE

Our move to our new larger office space comes just in time as we continue to add new staff. In February, Debbie Vandermade joined us as a new operations assistant. She brought extensive experience from her prior role where she managed contracting, administration, facilities and oversaw IT at a large local firm.

Nina Di Mauro was an intern with us for the past few months as she finished her BS in Mathematics and a minor in Accounting at Eastern Michigan University. She began full time at Vintage in mid-May as an Investment Analyst.

We're also excited to add two new financial planners to the team. Andrea Balser and Michael Stros both graduated from Central Michigan University in May with BS degrees in Personal Financial Planning. Andrea grew up in West Branch and Michael hails from Casco, MI. They'll both plan to take the Certified Financial Planner (CFP) board exam later this year.

Jamieson Hopp, who joined Vintage a year ago, passed the CFP Board exam earlier this year. He'll complete the experience requirement next year to become a Certified Financial Planner. Jamieson earned his BS in Financial Planning from Colorado State.

And John Owens, CFP®, EA, who is working on a Masters in Financial Planning and Taxation, has been named Director of Financial Planning and Tax. He led our tax team to another record year of tax return filings this year.

THE RIGHT COLLEGE DECISION

Choosing the right college is a complicated process with a number of factors that differ from student to student. The financial component, though, often goes overlooked and the result is that Americans collectively owe about \$1.5 trillion in student loan debt. For many young people and their parents, this unplanned burden means that young people can't buy a new home and/or their parents need to delay their retirement. At Vintage, we can help.

Starting Early

One college planning service we offer is assistance in determining how much to save and where. The 529 educational savings plans offer a variety of benefits, including tax-free growth, and are owned by the parent or grandparent, which allows them to determine what the money can and can't be used for. These are usually the best savings option and we can establish and manage them for you.

Choosing a College

As a student nears their senior year of high school, we can provide a College Financial Decision report. It considers the available amount of college funding from savings, loans, and the expected family contribution and helps the student and parents determine which schools on their application list would be good fits financially. We also provide information such as the amount of financial aid that an incoming freshman can expect, the average ACT scores, and average early career salary for different majors.

Apart from the cost of attendance, there are other factors to consider when picking a college such as 6-year graduation rate (which is the typical measure of graduation rates, even though most bachelor's degree programs are

designed to be completed in 4 years), distance from home, and the loan default rate of graduates. We can provide this information in the report for selected schools and show students and parents where to find more information that can help them decide.

FAFSA

Most of our clients won't qualify for financial aid, but we may still recommend completing the Free Application for Federal Student Aid (FAFSA) form and we can assist with that. Even if a student does not qualify for need-based aid, filing a FAFSA will allow access to low-interest federal student loans, which have much more favorable borrowing options than student loans from private lenders. Some colleges will require families to complete the CSS profile to be considered for financial aid, which is another way for colleges to determine how much aid a family is eligible for. It can be found on the College Board's website.

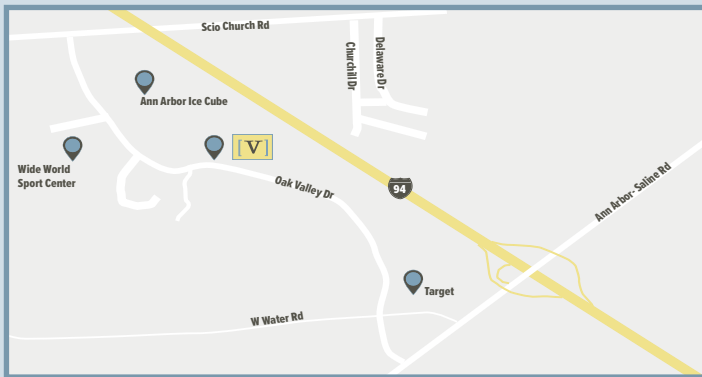
The college application process can be daunting, but we are here to help demystify it. The best time to be thinking about the college application process is the spring of junior year and into the summer. If you would like a College Financial Decision report, this is the optimal time to request one. With a little planning, we can help your student find the college that is the best fit and educate them on the financial ramifications of their choice of college and major.

Education Specialist

We're excited to announce that Amanda Massinople, who joined Vintage last year, will take on a new role handling education services for our clients. Prior to joining Vintage, she worked in college counseling. Feel free to contact her directly for help with education funding and the College Financial Decision report.

NEW OFFICES

In late May, we moved our offices from downtown Ann Arbor to a brand-new building on Oak Valley Drive called Park Place 5. It's located just south of Scio Church Road by the Ann Arbor Ice Cube and behind and north of the Target on Ann Arbor-Saline Road near I-94. The address is 2373 Oak Valley Drive just south of the Ann Arbor library's Pittsfield branch and across the street from Arbor Hospice.



Note that our new mailing address is:

2373 Oak Valley Drive Suite 110

Ann Arbor, MI 48103

Our phone numbers, e-mail and website address will remain the same. Check the contact page of our website for directions.

The new offices offer us nearly double the space we had downtown and easy, free parking for our clients. We even have two spaces near the front entrance reserved for Vintage clients. The new space offers four conference rooms for client meetings and a large meeting room for our growing staff.

Sometime this fall we plan to host an open house to show off the new space. Look for a date and an invitation in the months ahead.

SHOULD I HAVE A TOD?

One important area of financial planning is estate planning, which determines what happens to your assets upon your death. While no one likes to plan for this eventuality, a well-designed plan can save your heirs a lot of time and money. And, if you've ever settled someone's estate, you know how nice it is to have a good estate plan in place.

Most assets, especially financial accounts, can be passed outside of a will which helps avoid probate costs and publicity. Retirement accounts such as IRAs and 401(k)'s allow you to name beneficiaries and trusts are often used to designate beneficiaries as well as provide direction in the case of incapacitation. Setting up an account in joint name can work pretty well for spouses but can create complications if a child is named on the account. A less well-known option is the

TOD registration which stands for Transfer on Death.

A TOD can work especially well for a single person. The account remains in their name, under their control, and subject to their own taxes during their lifetime. At death, the beneficiaries generally just need to supply the account custodian with a death certificate to claim their share of the assets. The TOD allows for multiple beneficiaries and varying percentages of the account value so it's easy to split it among children, grandchildren or charities.

At Vintage, we'll typically recommend that brokerage accounts titled in a single name add the TOD registration. It's easy to establish either at the time the account is opened or later and there is usually no extra fee. If you'd like more information on this or would like to set one up, please contact our office.

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VINTAGE FINANCIAL SERVICES OFFERS

Fee only investment management, financial planning,

and tax preparation.

Minimum portfolio \$500,000

(401(k) balance may count toward minimum).

For a no charge, no obligation initial interview please call our office
at (734) 668-4040 or (800) 666-9237 or e-mail:

Succeed@VintageFS.com

Or visit our website at www.VintageFS.com

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