



Cher Munoz, CFA, MBA
President, Chief Investment Strategist

Welcome to 2022!



Happy New Year and welcome to 2022! We hope that you and your family had an enjoyable holiday season. We look forward to what this new year has to offer.

Our primary goal for the new year is to continue to help optimize your journey toward your financial goals. A key component to this is to identify items that you may anticipate needing our assistance with. In order to start the new year proactively, included in this communication is a **2022 Checklist** to help you identify items you may want to address with us over the next year.

Many events of the last few years have been unexpected and unprecedented. We enter 2022 with excitement and continued ambition to exceed your expectations and provide you first-class service. We take pride in our ability to understand and effectively respond to your needs and enjoy providing timely information and holistic service to you.

We thank you for giving us the opportunity to help you work toward your financial goals and look forward to a great year!



In 2022, we will continue to offer the following services to our clients.

- Client review meetings.
- Quarterly economic updates.
- Tax reports to keep you updated on proactive tax saving opportunities and changes.
- Regularly scheduled live and online educational workshops on timely topics.
- Consistent and meaningful articles on topics that directly affect you.
- Client appreciation events and a special event for clients who support our “Growth Initiative.”

Our #1
priority is
YOU in 2022!

Looking Ahead to 2022

While there are many aspects to overall financial planning, the following are some specific areas we will continue to watch carefully as we head into the new year.

- **Interest Rates**

Interest rate movements continue to be critical for investors. While the federal funds rate is ending 2021 at a range of 0 – 0.25%, the Federal Reserve has announced they will eliminate their taper in early 2022 and expect to make multiple interest rate hikes through the year.

- **Inflation**

Inflationary concerns are important for investors. Rising inflation rates have escalated many prices for consumers in 2021. The Labor Department reported in December that although consumer prices in 2021 rose at their fastest pace in 39 years, they are expecting 2022's rise to be lower.

- **COVID-19**

Economic recovery is still appearing to run parallel to the course of Covid-19 and its variants. We will continue to stay apprised of the direction of recovery efforts and how they are affecting the economy.

- **Monetary Policy**

2021 saw its share of tax law changes. We are carefully tracking any changes that could affect our client's personal situation and will continue to keep you apprised of those changes if they should happen.

- **Stock Market Valuations**

Valuations are used as key predictors of equity returns. Many stock prices are near historical highs and so are their valuations. While we cannot predict long- and short-term valuations, we can continue to help you identify your risk tolerance and time horizons. We will also guide you to use practical behavior during times of market volatility.

- **Your Personal Situation**

First and foremost, your personal situation is our highest priority. We are here to help you with any financial moves or concerns you have throughout the year. We understand that each individual and household has different goals and needs. We will continue our tradition of keeping you informed of any changes that we think may affect your personal situation.

We enter 2022 with the continued mantra of “proceed with caution”. Having a solid foundation and strategy is critical to the outcome of your financial plans. Revisiting those plans and keeping them current is also a sound practice we feel should be conducted on a consistent basis. Our mission is to provide you with guidance and support on the road to your financial goals. We are staying updated on the issues that may affect your personal situation.











As always, if you have any questions or concerns, call our office and we will be happy to assist you.

Help us identify items that you would like addressed in the coming year!

After reviewing this list, please call our office to discuss any items you have checked off. This will help us advise you in the most effective and proactive manner.

- Do you anticipate changes to your investment goals?
- Has your risk tolerance changed?
- Have your 2022 income or savings needs changed?
- Do you plan on retiring or changing jobs?
- Will there be a change in your marital status?
- Do you plan on moving, refinancing, or selling/transferring a major asset such as a home or business?
- Did you recently receive or anticipate receiving a gift or inheritance?
- Will you have any changes in your income needs +/- (i.e. vacation, assisted living needs, selling home, child/grandchild assistance)?
- Do you expect any additional family members or dependents?
- Do you anticipate any additional dependents such as an elderly parent or other family member? Will they require assisted living?
- Do you have a child/grandchild you will be assisting with their educational cost needs through a 529 plan?
- Do you anticipate any major transfer of wealth?
- Do you plan on gifting to heirs or donating money to charity?
- Do you need to adjust your estate plan?
- Do you maximize your ability to use retirement plans?
- Do you want to explore converting a traditional IRA to a Roth IRA?
- Do you or a dependent family member have a severe illness?
- Do you anticipate any life, financial, or employment (retiring) changes that may require you to adjust your life and health insurance policies?
- Did you contribute to an IRA? If not, would you like to discuss contributing to an IRA before April's tax deadline?
- Is there anything else we should know to help you plan for 2022?

Important Birthdays

-  **50** Allows for catch-up contributions to IRAs and qualified retirement plans
-  **55** If you are retired, allows you to take distributions from your 401(k) without the 10% penalty
-  **59½** Allows you to take distributions from an IRA, annuity, or other retirement plan without penalty
-  **60** Allows for start of widow/widower benefits from Social Security
-  **62** Allows for starting early Social Security benefits
-  **65** Allows for enrollment in Medicare and the government drug plan
-  **66-67** Allows for full retirement benefits from Social Security
-  **70** Start date for enhanced Social Security benefits if you deferred claiming benefits previously
-  **70½** Allowed to make a Qualified Charitable Distribution (QCD) from IRA
-  **72** Mandatory required minimum distribution from retirement accounts must be taken no later than April 1st of the year after the year you turn 72

If you have an important birthday in 2022, please let us know!

One of our goals is to offer our services to other people just like you!

Many of our best relationships have come through introductions from our clients.

We would be honored if you would:

- Add a name to our mailing list
- Invite a guest to a workshop or webinar
- Encourage someone to schedule a complimentary financial checkup

Do you know someone who could benefit from our services?
Please call Cher at (805) 496-6810 and we'd be happy to explore
how we can help them with their financial goals!

"We Cannot Direct the Wind, But We Can Adjust the Sails."

3625 E. Thousand Oaks Blvd., Suite 145, Westlake Village, CA 91362

Phone: (800) 966-3579 (805) 496-6810

Email: info@zephyrim.com

www.zephyrim.com

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