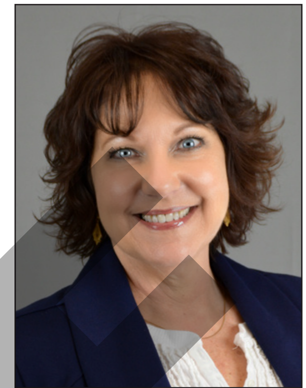
LET'S TALK FINANCIAL WELLNESS®

July/August 2026



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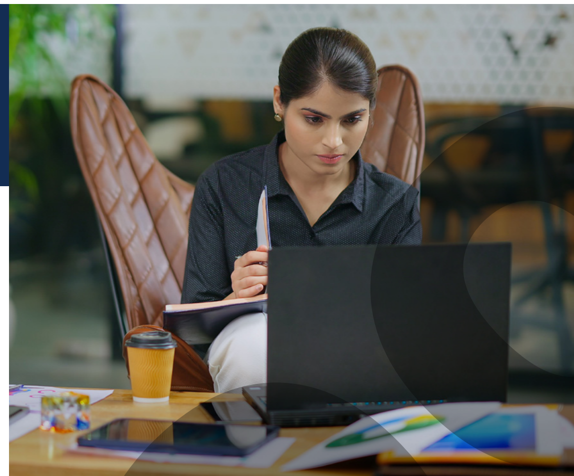
With my training and commitment to my clients, I am confident I can provide a high level of personalized service. As your financial professional, I will work diligently to help you work toward your financial goals with appropriate insurance products, investment and financial planning strategies.

HOW GEN Z INVESTS



Gen Z investors (ages 17-29) adopt a more experimental, socially connected approach to investing compared to their Gen X parents (ages 46-51) and Baby Boomer grandparents (ages 62-80). They often prefer fast-paced investments like cryptocurrency and focus more on expenses and trends than on traditional long-term stability. Technology and social media are main sources of investment information, frequently engaging with platforms such as TikTok and Reddit.

Stock Ownership

The investment environments and goals of each generation influence the stocks they choose. Gen Z's investing experiences are shaped by meme stocks—stocks that gain popularity on social media and quickly surge in price—and by a tough housing market. Their parents likely received more traditional guidance, focusing on dividend-paying and large-cap stocks. According to a 2025 study,* growth stocks are most popular among Gen Z (45% ownership), followed by US stocks (42%). Their parents and grandparents favor the opposite: US stocks (56%) and growth stocks, 45% and 43% respectively.

Gen Z also:

- Finds small-and mid-cap stocks and dividend stocks less attractive than their parent and grandparents.
- Is nearly three times more likely to hold speculative (13%) than Boomers (4%) and 50% more likely than Gen X (9%).
- Is more bullish on value stocks (39%) and REITs (23%) than their parents (9%/15%) and grandparents (4%/9%).

Sixty-four percent of Gen Z considers dividend investing a side hustle, compared to 28% of Gen X and 15% of Boomers. And Gen Z is learning how to do it on YouTube and TikTok, rather than consulting a professional advisor.

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High Net Worth Version

ADVANTAGES OF BUYING HOUSING FOR YOUR COLLEGE STUDENT

When it comes to planning for your college-bound child, buying real estate can offer numerous advantages.

A Stable Living Environment

Rather than dealing with the unpredictability of dorm life or rental apartments, your child will have a secure place to call home during their college years. This stability can foster a more positive academic experience.

Financial Aspects

You won't have to pay rent each semester. Instead, those monthly payments can go toward an asset that can appreciate over time. Eventually, when they graduate, you can decide whether to sell it for a return on investment or keep it as a rental property.

Tax Advantages

Buying real estate can offer tax advantages. Talk with your tax professional. You may qualify for various deductions, including mortgage interest and property taxes, which can lessen your overall tax burden. Reduced income tax may mean more funds for your student's education or future investments.

Valuable Life Lessons

Managing a home—understanding maintenance, budgeting for expenses, and even dealing with renters—can impart skills that your child will carry with them long after college.

ESTATE STRATEGIES IF YOU HAVE NO APPARENT HEIRS

Whether your family is small or you simply lack direct descendants, with a bit of creativity and careful planning, you can ensure your wealth is allocated according to your wishes and has a lasting impact.

Take Care of Yourself First

Since you may not have anyone to rely on for long-term care, make sure you provide for any future medical care you may need.

Give to Charity

Think about causes you're passionate about—be it education, healthcare, or environmental conservation. Establishing a charitable trust or foundation not only allows you to support those causes but can also offer significant tax advantages.

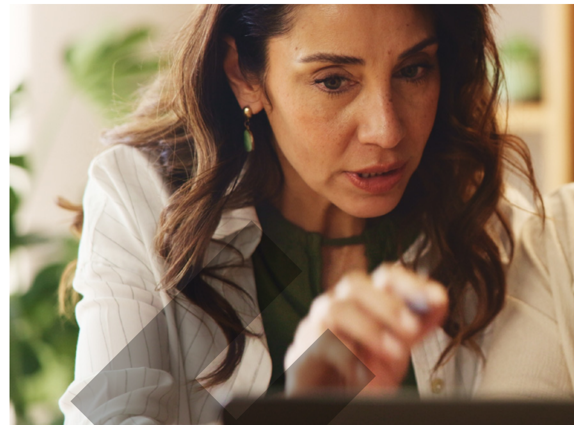
Remember Friends or Key Mentors

You might designate them as beneficiaries of your assets or even include them in your decision-making process. This approach allows you to meaningfully distribute your wealth and express gratitude to those who've contributed to your life.

Plan for Pets

A pet trust can ensure they receive proper care and financial support when you're no longer around.

Lastly, keep in mind that your estate strategy isn't a one-and-done deal. As your life circumstances change, so might your needs. Be sure to touch base regularly with your trusted advisor to review your strategy.



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August is the most popular month for births, and the month most students head off to college. So what better time to think about how to finance your child's higher education? A 529 plan may come to mind first. But other alternatives might better align with your financial strategy and goals.

Roth IRAs

While Roth IRAs are primarily retirement accounts, you can also tap them for education expenses. Roths offer tax-free growth, and you may be able to withdraw your contributions penalty-free.* If used for qualified education expenses, earnings can be accessed tax-free when certain conditions are met.

However, the current $7,500 annual contribution limit for Roth IRAs might not meet your family's educational expense needs. And that limit is phased out at higher modified gross income levels. In addition, Roth withdrawals can affect your child's financial aid eligibility.

Life Insurance

An enticing aspect of life insurance is the tax benefits it may offer. The cash value of whole or universal life insurance policies grows tax-deferred. That value may be accessed through loans or withdrawals, potentially without triggering tax implications.** Note that the insurer will reduce your policy's cash value and death benefit if you don't repay the loan, but that's not necessarily a drawback if the policy is purchased primarily for college savings. If you die, the policy's death benefit ensures that your children's educational expenses will be covered.

But be aware, the performance of the policy's cash value hinges on market conditions and the insurance company's investment decisions. In scenarios where market performance is

OUR CHILD'S EDUCATION

lackluster, the expected cash value growth may not materialize, diminishing the effectiveness of this funding strategy.

Custodial Brokerage Accounts

A custodial brokerage account is essentially an investment account managed by an adult—typically a parent or guardian—on behalf of a minor. Once the minor reaches the age of majority, they gain full control over the account's assets. These accounts are governed by the Uniform Transfers to Minors Act or the Uniform Gifts to Minors Act, depending on your state.

Custodial brokerage accounts offer a broad array of investment options. Also, within limits, these accounts are generally taxed at the child's presumably lower tax rate. However, the account may affect their eligibility for college financial aid.

Before you begin an education savings plan, talk with your trusted professional. They can help you weigh the pros and cons of different strategies, keeping your family's unique needs in mind.

**To qualify for tax and penalty-free withdrawals of earnings, a Roth IRA or Roth 401(k) must be in place for at least five tax years, and the distribution generally must take place after age 59½, except for qualified education expenses.*

***A taxable event may occur if tax-free loans are taken and the policy lapses. Loans and withdrawals from life insurance policies classified as modified endowment contracts may be subject to tax when the loan or withdrawal is taken, and if taken before age 59½, a 10 percent federal tax penalty may apply. Withdrawals and loans reduce the death benefit and cash surrender value.*

HOW GEN Z INVESTS

(continued from page 1)

Investing preferences align with broader generational trends, such as younger investors being more likely to own cryptocurrency and use AI. Survey results also suggest that older investors, with an eye toward retirement, are more likely to invest in defensive sectors and industries, such as energy and utilities and consumer staples to protect their portfolios.

PREFERRED INVESTMENT SECTORS*

Sector/Industry	Gen Z	Gen X	Baby Boomers	All (includes Millennials)
Technology	50%	59%	58%	56%
Financials	36%	34%	34%	36%
Healthcare and biotech	29%	40%	42%	36%
Energy and utilities	30%	39%	50%	36%
Real estate	29%	21%	15%	24%
Consumer (discretionary and staples)	16%	26%	23%	21%
Industrials and materials	20%	23%	24%	21%
Cryptocurrency-related stocks	23%	16%	8%	21%
AI stocks	22%	15%	12%	18%
Communications and media	14%	19%	20%	16%
Marijuana industry	9%	9%	6%	11%
Alcohol stocks	11%	7%	5%	8%
Casino and sports betting stocks	12%	5%	5%	8%
Tobacco stocks	9%	7%	4%	7%

**The Motley Fool's Generational Investing Trends Survey distributed via Pollfish, 2025.*

Not All That Different

Younger investments aren't all that different than their elders. Gen Z most values long-term gains and strong company management, and views tech as highly likely to deliver strong returns. Most of all, they see friends and family as trusted sources of investment advice.

Now, mid-year, may be a good time to talk investing with them, while respecting their views, which may differ from yours. You'll gain insight into their investment philosophies that could help if you're contemplating stock gifts to family as part of your estate and gift strategy. It's also a good time to introduce younger family members to your trusted advisor, who can counsel them on investing in line with their personal style to help them reach their goals.

WHY YOUNGER DONORS STOP GIVING

Charitable giving helps finance causes and needs you believe in, provides personal satisfaction, and offers potential tax advantages. So why has giving among younger individuals stagnated or declined over the past five years?

Money Is a Factor

The high and rising costs of necessities like housing, health care, and food are taking a bigger bite out of younger people's budgets. The three younger generations carry a high student loan debt load. And the youngest faces a dearth of well-paying entry-level jobs. These factors all mean they have less money left over to give away than older generations may have had when they were younger and do now.

A Different Viewpoint

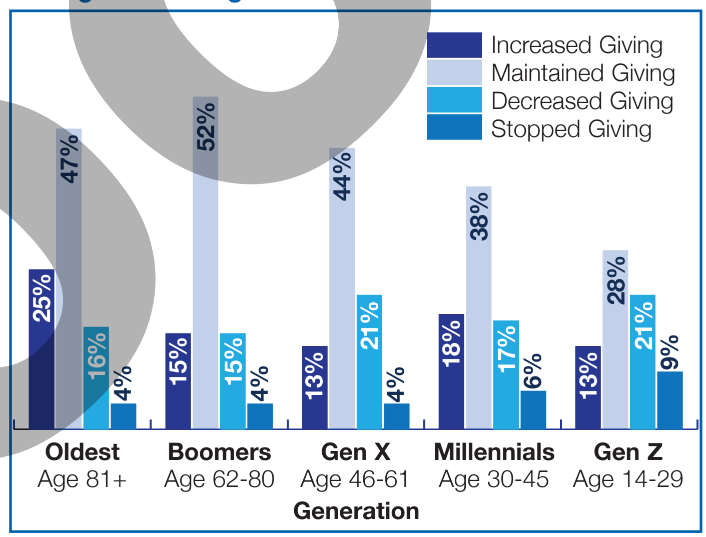
But that doesn't mean Gen Xers, Millennials, and Gen Zers are being less generous than older cohorts when they decrease or even stop monetary donations. Many are activists who want to see what dollars they do donate go further. If they don't see their donations making a difference, those donations may dwindle. Instead of just giving money, they'll give their support by spreading the word on social media, starting a peer-to-peer mutual aid group, volunteering, crowdfunding, or serving on a nonprofit's board of directors.

Lack of communication may cause some younger donors to decrease or halt contributions. While all donors appreciate regular contact from organizations they support, younger donors have a greater desire for frequent email and text communication. Surprisingly, nearly three-quarters of Gen Z donors would welcome physical mailings from the organizations they support.

Staying Engaged with a Donor-Advised Fund (DAF)

For younger high-net-worth individuals, the accessibility and flexibility of donor-advised funds make them an attractive option. A donor-advised fund is a charitable giving vehicle that allows individuals to contribute assets to an account, receive an immediate tax deduction, and then enjoy the flexibility to distribute those funds to selected charities over time. This structure offers a unique blend of control, convenience, and tax benefits, catering to the goals and financial strategies of younger philanthropists. Instead of feeling rushed to distribute large sums of money immediately after contributing, donors can take their time to identify causes that resonate with them, learn about different nonprofits, and thoroughly research organizations.

Changes In Giving



Source: *The Donor Participation Report,* Wise Giving Alliance at Give.org

ADVERTISING REGULATION DEPARTMENT REVIEW LETTER

March 5, 2026

Reference: **FR2026-0217-0222/E**

Org Id: 23568

1. LTM-177 July/August HNW
   Rule: FIN 2210
   5 Pages

Our review is based on the understanding that the final version of this communication will prominently disclose the name of the member, pursuant to FINRA Rule 2210(d)(3)(A). If our understanding is inaccurate, please notify the Department immediately as additional comments are necessary.

The communication submitted appears consistent with applicable standards.

Reviewed by,

Jeffrey R. Salisbury
Principal Analyst

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NOTE: *We assume that your filed communication doesn't omit or misstate any fact, nor does it offer an opinion without reasonable basis. While you may say that the communication was "reviewed by FINRA" or "FINRA reviewed," you may not say that we approved it.*

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