



## What does my Year-End To-Do List look like?

We've covered some ground in that last few [On Pointe's](#).

From Santa Claus Rally, to Small Caps Flexing, Portfolio Reviews and much more where we offer insights into end of year market dynamics or what to look for in your investment portfolio....

I thought it might be productive to give you a glimpse into our world as wealth managers for what we are doing for clients behind the scenes as we close out this "wonderful" 2020.

Apart from the daily grind of research, portfolio tracking, retirement planning, and client calls, year-end activities are an additional layer of wealth management that is quite important.

Keep in mind every financial advisor is different and may prioritize activities differently but I'll offer what the team at Alpha Pointe Capital are focusing on most years.

**RMD's**-This is odd to write but for once in my entire career we DON'T have RMD's to strategize with our clients. If you're younger than 70 ½ years of age you may not be familiar with Required Minimum Distributions which I'll write about next year.

Traditionally with our practice RMD's would be something we start working on around October/November and final look in December.

**Tax Loss Harvesting**-This often can be another important activity for those clients that invest money outside of their qualified accounts (IRA's, 401k, etc.).

I've written about this in greater detail in a previous [On Pointe](#) but it is an important activity for us.

**Year-End Taxes**-Again, we are not tax advisors and you should always consult with your tax advisor for year-end tax issues but we get asked often about taxes or ways to invest to potentially lower future tax bills.

This topic is quite large and I'll have to dedicate a full On Pointe on the topic but we get involved in a lot of discussions with clients, accountants, and attorneys regarding taxes.

These conversations can be much more meaningful before year-end than waiting for April 15<sup>th</sup> .....

**Retirement Plan Evaluation**-This is an activity that tends to get more focus at the beginning of the year but we tend to look at our client's portfolios in conjunction with their retirement plans so this does get our attention perhaps before it hits our client's radars.

What do we look for when evaluating a plan?

It's simple with today's planning software so we check to see if we are on track. This ties in with the how our client's portfolios are performing which is why this is on our radar. A more in depth analysis gets conducted in the first quarter of the year but can really be done per clients need.

**Portfolio Evaluation**-This is a constant process throughout the year, especially for us as active investment advisors. While evaluations occur consistently throughout the year, when we get to December the analysis shifts to more of a review of our investments.

The big challenge is when we look from Review to Preview, we forecast into the New Year to see where our clients should be invested.

There is a lot to unpack but I'll keep it high level for this email.

The review is simply what worked and what didn't work or didn't work as well. There is no such thing as a "perfect" investment portfolio but it is the striving to do better that helps keep investing productive.

Again, our team has conversations throughout the year regarding investments so by year-end we mostly know the strengths and weaknesses of our actions. So when assessing year-end performance we have a pretty good idea for what could be improved.

When strategizing for the New Year we typically gather feedback from the team and the indicators we analyze.

We typically don't care for predictions and the 2021 year end market targets, relying more on short, intermediate, and longer term indicators to guide us. These are the same indicators that have guided me since 1998 and they have been refined and tweaked most every year since.

While I gave you the big bullet points there is plenty more that happens behind the scenes.

The year-end gives us all cause to celebrate, perhaps more so this year!

Enjoy the Holidays and looking forward to the New Year!

Jim

**Need some year end Investment Advice? [Let's chat!](#)**

***The best way to determine a good fit is to start with talking. No statements or lengthy presentations just start with a chat and we'll see where it goes. Remember, we want to know you before we accept your business.... [Reserve your Time Slot!](#)***

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