

NELSONCORP NEWS

NelsonCorp
Wealth Management

FALL 2019

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NelsonCorp
Wealth Management

FINANCIAL FOCUS

**EVERY WEDNESDAY
AT 9:00 A.M.**

KROS
FM 106.9
AM 1340
Clinton, IA

Andy Fergurson, MBA, EA

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The Power of the Roth 401(k)

The status quo, the traditional way of thinking, is to save as much as you can in a tax-deferred account. But, now there's a whole smorgasbord of options among retirement accounts, many of which people aren't even aware exist.

Times have changed. People are living a lot longer, and relying on retirement accounts, along with Social Security, as the centerpiece of their retirement plan. We no longer have generous pensions and retiree health insurance packages from employers, with 401(k)s on the side. Instead, most of the money we use to support ourselves in retirement comes from defined contribution plans. So, we've got to be much smarter in how we leverage all the options available to us.

Think of it as a funnel. If you are putting your money predominantly into tax-deferred plans because you're not aware of or don't know how to use other options, you are taking away your flexibility at age 70 ½. You load up your assets in a 401(k) and an IRA, and you're going to be hit with income taxes and "stealth taxes" like Medicare IRMAA surcharges and higher Social Security tax rates. You've lost your flexibility because you're loaded up in one type of account. You have given up your tax diversification. Because you have no flexibility, you end up paying more taxes.

I would say a good number of individuals come to me with ROTH accounts, but they've been funded in a half-hearted, disorganized way. They might have \$5,000 thrown in a ROTH account, but are still dumping all of their money into a traditional 401(k) plan at work. They're not being thoughtful about conversion strategies if they're getting a little bit older, or there's a year where income is a bit lower. For many it's not considered a core part of their retirement planning; it's an afterthought or some little side thing that they throw a few bucks into.

This decision ultimately comes down to paying taxes now vs. paying taxes later. However, given the favorable tax environment we are currently in, the uncertainty of taxes in the future, and the flexibility it may create down the road, contributing to a ROTH needs to be considered. Are your retirement assets tax diversified? If you don't know, YOU SHOULD! Give us a call, and let's see if you're paying more in taxes than you should.

"Only the strong will survive, only the innovative and flexible will thrive."

These were the words of Eric Schwartz, Cambridge Investment Research Executive Chairman, at Cambridge's IGNITE National Conference last month.

In order to be the very best, we knew it was not going to happen over night, and it most definitely wasn't going to be accomplished alone. There were many times where we had to look in the mirror and make tough decisions, using the old adage, "steel sharpens steel." We were required to put our trust in individuals, and likewise earn the trust of others. These long term, loyal relationships remain the backbone of who we are and will continue to be.

With the financial landscape changing drastically over the past 35 plus years and being fairly certain there will be ongoing changes over the next 35 years, the ability to adapt is crucial. Our ultimate vision of comprehensive financial services has been at the forefront of any growth we have underwent. As such, we have made a conscious effort to try and stay ahead of the trends in the service we provide to each and every individual we serve.

Over the past few years we have bought two CPA firms and formed NelsonCorp Tax Solutions. We've added outside offices from Honolulu, HI to north of Chicago, IL that utilize our services and expertise. We've expanded our opportunities in educating individuals, through our weekly radio show on KROS, monthly print publications, "4 Your Money" weekly segment on CBS Local 4 and FOX 18 news, and our client workshops and fun events.

Our TEAM has also grown over the past six years, as we added nine young, eager individuals who we are confident will take NelsonCorp into the next generation. They have hit the ground running by increasing their industry knowledge and continue to work towards additional certifications to be able to serve your individual needs.

As we continue to grow our services, we remain forever grateful for the trust you have placed in us, and most importantly, the relationships that have been formed. Again, THANK YOU!

David Nelson

CFP®, CLU®, ChFC®

President & CEO

NelsonCorp Wealth Management



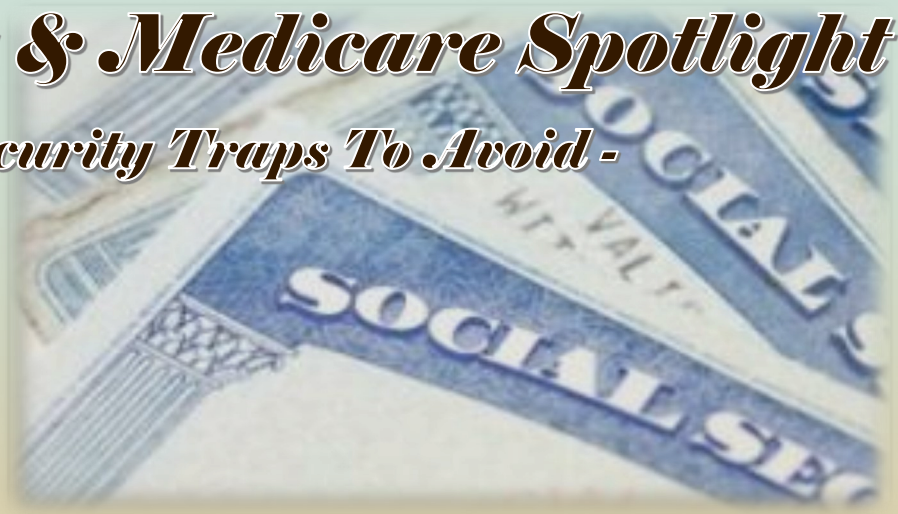
Social Security & Medicare Spotlight

- 6 Social Security Traps To Avoid -

Nate Kreinbrink

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Today, nearly 70 million people receive some form of assistance from Social Security. For the majority, it plays a vital role in supplementing savings accumulated over a lifetime. Recognizing that Social Security complements other sources of income, we can take proactive measures that maximize benefits while avoiding the pitfalls that poor choices can create. With that in mind, let's review potential financial Social Security potholes that can cost *you* money.

1. **Collecting benefits too soon.** You may begin receiving your retirement benefit at age 62...at a reduced rate. If you were born in 1960 or later, full retirement age is 67. At age 62, your monthly benefit amount is reduced by about 30% of what you would receive if you waited until you are 67. The reduction for starting benefits at 63 is about 25%; 64 is about 20%; 65 is about 13.3%; and 66 is about 6.7%.
2. **You collect prior to your full retirement age while still working.** If you are under FRA for the entire year, Social Security deducts \$1 from your benefit payments for every \$2 you earn above the annual limit. For 2019, that limit is \$17,640. In the year you reach FRA, Social Security deducts \$1 in benefits for every \$3 you earn above a higher limit. The 2019 income limit is \$46,920. Only earnings before the month you reach your FRA are counted. In

many cases, collecting Social Security while working and under FRA is not recommended.

3. **You are unaware that your Social Security may be taxed.** IRA and 401k contributions may be deducted from income. However, Social Security taxes paid by the employee are not deductible. But that doesn't necessarily translate into tax-free Social Security income. If you file a federal tax return as an "individual" and your combined income (adjusted gross income + nontaxable interest + $\frac{1}{2}$ of your SS benefit = combined income) runs between \$25,000 and \$34,000, you may have to pay income tax on up to 50% of your benefits. Earn more than \$34,000, and up to 85% of your benefits may be taxable. If you file a joint return, the threshold rises to \$32,000 and \$44,000.
4. **You decide to defer the spousal benefit.** The most your spouse may receive is 50% of the monthly benefit of the primary account that you are entitled to at full retirement age. If your spouse waits past his or her FRA, he or she is leaving money on the table.
5. **Remarriage and your benefit. It's complicated.** You may already be aware that spouses are eligible for benefits tied to their former marriage. Eligibility for *Spousal Benefits* are determined by these criteria:

- You were married for at least 10 straight years.
- You are at least 62 years old.
- Your ex-spouse is eligible for retirement benefits.
- You are currently unmarried.

However, if you remarry, you lose the rights to your former spouse's benefits unless your new marriage ends, whether by death or divorce.

6. **How many years have you worked?** Your monthly benefit is based on your highest 35 years of earnings. What if you haven't worked 35 years? Social Security averages in \$0 for those years, which reduces your benefit. If you have at least 35 years but some are low earning years, they will be averaged in, creating lower benefit versus continued employment at higher wages. Are you still working in your 50s or 60s? Great! Those afterschool jobs in high school or years when your income may have been low are removed from the benefit calculation if you've exceeded 35 years of income.

For many, Social Security feels as if you're entering a complicated financial maze. If you have questions or want to see how to maximize your benefit(s), give me a call.

On A Personal Note...

David Nelson — Summer went by quick, per usual. Sally and I have been enjoying time with our 8(!) grandchildren. Life is good! The family has a lot of summer birthdays, so we decided to get a big celebration together during summer. Weekends like that are ones we all cherish.

Sally is back at school and it is off to a great start. The kids are wonderful, as always. We did get a little stay up in the upper peninsula of Michigan. The weather and sights were gorgeous.

I kept busy in the offseason with basketball. The girls played about 30 games. I think this hard work will pay off for us.

The family sends our warm wishes for the upcoming fall season.



Amy Cavanaugh — We enjoyed our summer although it was over too quickly as usual. We had two exciting events this summer. Bud's daughter Sydney, and her husband John, had a baby girl named Sage on June 23rd and she is adorable and changing every day. Bud's son



Brady married his long-time girlfriend, Madison Jepson, on August 24th in a beautiful outdoor wedding. We were lucky and had perfect weather for the day. And this fall I will be cheering for my nephew Jake Pannell and Fulton Steamer football team.

Brad Fritz — Seems like the seasons just flow together, I don't feel like we have the distinct spring, summer, fall and winter's that we had when I was a kid. We've managed to stay pretty busy this last several months with a variety of things to do. The most significant was a trip to Germany with Carol to explore our roots. It was a fantastic trip, beautiful sights and only a little bit of language barrier to overcome. The really cool part was that Carol planned the entire itinerary for us and it really turned out better than we could have hoped for.



No big travel plans anytime soon, just getting the yard and gardens ready for winter and then hunker down for what may be a long cold one, according to the woolly caterpillar. Look forward to seeing all of you somewhere down the road.

Gene Krueger — Hello everyone and thank you for taking the time to read our newsletter, where we hope you not only catch up on our family's latest endeavors but also learn something in the authored articles that make up the balance of the publication.



It has been a fast summer but one of the hi-lights for Susan and I was the week-long visit by our 2 grandsons, George and Charlie (aka "Bear"). The trip to Niabi Zoo, pictured here on the Carousel, was

enjoyed by everyone.

Our granddaughter Lydia was able to spend overnight visits as well and of course, as she head's into the 7th grade, that was wonderful for us too.

I hope this finds you all healthy and enjoying the last days of summer. We thank you all for your continued use of our services but most importantly we thank you for your friendships.

Ken Nelson — One down and one to go! Wedding number one is in the books, and wedding number two is just around the corner. Our oldest son's wedding took place in the middle of August and it was a fantastic experience that we will never forget. We had a wonderful time dining at a restaurant in the "Little Italy" section of Chicago for the rehearsal dinner, and the wedding took place at the incredible Holy Name Cathedral in downtown Chicago. Not much downtime for us, as the next wedding takes place in the Quad Cities in mid-October and we cannot wait to welcome into the family another wonderful young lady as our second daughter-in-law. We are truly blessed. Hope all is well with everyone, and stay tuned for commentary and pictures from wedding number two!



On A Personal Note...

Val Hill — Elle has just started her Junior year at the University of Iowa. She's really enjoying her classes and is getting involved with volunteering at the Iowa City Ronald McDonald House and a local homeless shelter. Alan was in a few fishing tournaments and played a lot of golf this summer, and is now looking forward to hunting season- so are Nemo and Hogan.



The Hawkeye football season is underway, and we are enjoying tailgating before home games with family and friends.

Here's a picture with my favorite Hawkeye!

James Nelson — Hello, I hope everyone had a nice summer. Erica and I were busy with the addition of our third daughter, Amelia. She is almost two months old now and doing well. Sophia and Violet have loved becoming big sisters and have been a huge help to us. They have also been busy with their own activities. They are involved with soccer and gymnastics this fall. I hope all is well and I look forward to seeing you at an upcoming event.



John Nelson — With summer coming to an end, fall (my favorite season) is upon us. Outside of work Mercedes, Will, and I have loved our time outdoors. We have been enjoying walks after dinner, Saturday morning farmers' market, and of course Notre Dame and Iowa football.



Pictured is 8-month-old Will smiling at

Mercedes off camera.

I hope you enjoy what is left of summer, and I look forward to seeing many of you in our offices soon!

Nate Kreinbrink — It's hard to believe Fall is already upon us. Although I do like this time of the year, I'm definitely not looking forward to what follows it!

The schedule remains quite full at our household, and the spring and summer months were no different. The boys enjoyed successful golf, baseball and soccer seasons as they transitioned from one sport to the other. Although it does seem hectic at times, we enjoy watching them compete in what they love.

One month of school is already in the books, as Ashley (12th yr. teaching), Alijah (Junior.), Emerson (5th), and Braxtyn (kindergarten) are all settled into their routines. Enjoy the colors of fall, and look forward to seeing you all at our upcoming events.



Jake Woodcock — Summer is winding down and my family is looking forward to autumn, which seems to be the favorite season for all of us. Our two oldest children, Gabriel and Zara, started school a few weeks ago, entering fourth grade and kindergarten. While they are at school, Samantha has stayed busy with Daria as well as our foster daughter, who we took in on Mother's Day, at just two days old. She's now four months old and is doing wonderfully. She's a very sweet baby and our children love having a baby around. We have spent a lot of time on the small farm we started on our property. We are growing tomatoes, peppers, and onions and hope to expand it for the next few years. We hope you have a wonderful autumn!



On A Personal Note...

Jamie Hugunin — Just like that summer is on its' way out and the crisp fall air is moving in. As always, I am sad to see summer go, but excited for the fall festivities.

Brian and I have had a wonderful year and I've saved the best for the end of this note. We went to Maui in March and it is such a special place. We spent time at several beaches, snorkeled the Molokini Crater, took a helicopter tour over the West Maui Mountains and the island of Molokai - home to the tallest sea cliffs in the world, enjoyed a plantation tour, took a day trip to Lanai, and spent a rainy day on an ATV. We were in Maui during peak whale season, so we learned so much and saw so many of the gigantic, beautiful creatures.

During the summer we enjoyed swimming and taking walks with Zeus. I hope everyone has a great Autumn and winter doesn't come too quickly.



On the contrary, our family is very excited for this winter because Brian and I are expecting our first child in January! We are overjoyed and are not finding out the gender until baby arrives. Pictured is Zeus making our announcement on July 4th.

Michelle Eversoll — As much as I love fall, I have



to say I'm a little sad to see summer come to an end! My husband and I enjoyed the warm sunny weekends cruising in our Jeep. We have a great group of friends, old and new, that love to go on Jeep outings, and we always have a crazy good time! We have found some of the best

hidden gems in Iowa, Illinois and Wisconsin. I'm already looking forward to new adventures next summer! Best wishes to all for a warm and wonderful autumn!

Travis Morehead — I hope everyone had a great summer. As sad as I am to see it go, I am looking forward to fall. Most of my summer was spent enjoying some type of outdoor activity. I joined an Ultimate Frisbee league and I am glad to say we took home first place! I also am glad to say that I took my Series 65 licensing exam in July and passed. It was a lot of study time, but thankfully it paid off.

My family has spent many days huddling around my new nephew, Rowan. He is the first grandchild for my parents, and he is quite treasured. Here is Rowan with me watching some TV.



Brittany Johnson — Hi everyone! My name is Brittany and I am one of the newer team members here at NelsonCorp. I have a background in banking and a bachelor's degree in business and am looking forward to continuing my career here. I am married with 2 kids and 2 fur babies.

This has been a crazy and fun filled summer for my family, and I am very relieved to have the normalcy of fall coming back. Our summer was filled with softball, zoo trips, swimming, family coming into town, and spending a lot of time outside. It's nice to wind down and have the kids back into a routine. Madelyn just started 2nd grade and Wesley started Kindergarten this year and they were both very excited to get back into school and being with their friends. I hope you all had a great summer and I look forward to meeting you all!



On A Personal Note...

Bob Lee — Summer has quickly passed to Fall, a beautiful new season filled with outdoor activities. Looking back a few months we enjoyed the two NelsonCorp sponsored baseball outings. The Clinton Lumberkings game at Riverview Stadium was additionally special with the ribbon cutting for newly named NelsonCorp Field.

The second outing, a few weeks later, was the baseball game at Modern Woodmen Park (still John O'Donnell Stadium to me) to watch the River Bandits after a ballpark dinner and plenty of fellowship.

Of note, the Clinton stadium was a Works Progress Administration project and opened in 1937. Davenport's riverfront stadium was built by the Davenport Levee Commission in 1931.

These events are special opportunities for the NelsonCorp family to meet and interact with each other. Joyce and I appreciate being involved, renewing friendships, and starting new ones.



Steve Grimes — I have really enjoyed my first 6 months working with Nelson Corp! In addition to the Clinton Lumber Kings dedication of Nelson Field back in June, I also attended the social event Nelson Corp held at the QC River Bandits game in July. They were both fantastic events and I got the opportunity to meet a number of great people. In addition I attended the dedication of the Miracle Field at Prairie Heights Park

in Davenport on September 5th. This new all inclusive field will be a great facility for people with disabilities from around the Quad Cities and beyond. Nelson Corp was a major contributor to the project and hosted a golf tournament last year for it. Since retiring from the City of Bettendorf a year ago, I have found many things to keep me busy, including hanging out with my four grandkids!



Randy Richards — Randy and Dolores Richards made a Labor Day Weekend of it in the Denver area visiting Dolores' sister and brother and their families. On Sunday, while Dolores and her sister went shopping, Randy hired a guide and spent the day wade-fishing for trout on the iconic South Platte River near



Decker Colorado. That section of the South Platte gets heavy fishing pressure and so the fish are very particular about the presentation. Randy did manage to catch four. They also tried out one of the hot new trends - hard brewed cider at The Acreage by STEM Cider in Lafayette. They sampled a wide selection of Ciders and the minimalist menu in a family atmosphere atop a high hill giving and excellent view of the evening sunset.

Rich Phelan — Have I ever told you of my theory on why time seems to go faster every year? Well, think about it. As we get older each single year is a smaller percentage of our total lifetime! Make sense? It does to me.

Well this year has really sped by. With the heavy rains daily and an unprecedented 90-day flood, it doesn't seem we had a summer.

This year was the 40th anniversary of our family visit to The Lake of the Ozarks in central Missouri. We have missed very few years in between. Our grandchildren now demand that we go each year just as their parents did when they were kids.

And it was also our 40th anniversary of visit to our favorite restaurant at the Lake, Bentley's Restaurant and Pub. Same great food and drink, same management and great memories. We even took our new family picture there.



On A Personal Note...

Mike Van Zuiden — Hello everyone! I'm Mike Van Zuiden and I am excited to be the newest member of the Nelson Corp Tax Solutions team. I am a native of Fulton, Illinois, where I still reside, and serve as a 4th Ward Alderman on the Fulton City Council. I am married to my high school sweetheart, Christy, who is a math teacher at River Bend Middle School. We have been married for 24 years and have been blessed with two awesome kids, Taylor and Trae. Taylor is 20 and is in her junior year at the University of Iowa. Trae is 17 and a senior at Fulton High School. I am a member of River Church in Clinton. I look forward to meeting many of you in the coming days and weeks!



Andy Fergusson — Fall is the most wonderful time of the year. Our kids are spread all over town this year. 1 at CHS, 2 at CMS, 3 in elementary, and the last one in preschool. I love the fall not just for back to school but also cooler days, football and playoff baseball. Not mention, it is the last of the "off" season. Our opportunity to wrap up loose ends, complete training, do some tax planning and get ready for the coming tax season. It is also when tax preparation is more fun. I love helping people plan for the coming year and then watching decisions made in November produce benefits in March. It is a great time to do some planning. I can't wait to see everyone in the Spring!



Becky Frederick — Why is it summer goes by so fast?!?! We always try and cram so much in during our summers. This year we wear not able to have very much river time, so for vacation we decided to go to Lake of the Ozarks. We rented a boat, the boys rented jet skis, rode go carts, played miniature golf, and my favorite....relaxed by the pool! Hopefully you can see by my picture, the view was beautiful!! Now school has started again and we are back to busy time. Brody is in 7th grade this year, and we are enjoying watching him play football again. Hope you all have a great fall.....GO HAWKEYES!!!



The 2019 HAVlife™ Golf Outing, presented by NelsonCorp Wealth Management





WELCOME TO NELSONCORP FIELD

-Longtime Clinton Fixtures Announce Partnership-

The Clinton LumberKings and NelsonCorp Wealth Management reached an agreement for a three-year naming rights agreement for the current ballpark. The 82-year old home of the LumberKings will now be called NelsonCorp Field as part of a greater partnership. NelsonCorp Field will become the third naming rights deal since the current home of the LumberKings opened in 1937.

"The history of professional baseball in Clinton has been a fixture connecting many generations. By supporting this gem, we hope to keep baseball a vital part of our community for many years to come," said NelsonCorp President and CEO David Nelson.

NelsonCorp's Annual Night At the Ballpark was held in conjunction a Community Appreciation Night, where 3,000 free tickets were distributed throughout local businesses to officially kick off the new name. It was a great night, and we look forward to seeing you down at the ballpark for upcoming games.





Every Friday, our advisors and staff can wear jeans and pay \$5. At the end of each month, the money collected is donated to a different charity chosen by an advisor or member of the staff. In addition to the money paid by the employees, the office also provides a matching donation. Since starting the promotion in 2013, we have donated nearly \$36,000 to local charitable organizations.



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-  Submitting a name to our mail/email list
-  Bring a guest to an upcoming
workshop or event
-  Recommend a friend schedule a
complimentary initial meeting

**Help Us
Grow In
2019**

The greatest compliment you can give is to refer family and friends!

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