

# Retirement Solutions

Spring/Summer 2017

## Update on the DOL Fiduciary Rule and Upcoming Changes

by Ty Totzke, ChFC®, AIF®, Wealth Advisor-RJFS

With the recent delay in the Department of Labor (DOL) Fiduciary Rule, the current applicability date is now June 2017. As we have highlighted in previous communications, the Fiduciary Rule, is legislation requiring that advisors and financial institutions offering investment advice on retirement accounts adhere to a new, government-defined standard to demonstrate making a client's best interest their priority.

At Sweet Financial Services, the relationships with you, our clients, and putting your interests first have been a focus of ours. That said, we have long been a supporter of a uniform standard of care that requires the same of all advisors. Our client-focused mindset continues to be at the top of our core values in selecting investments that we believe, will give you the best chance of realizing your dreams and meeting your long-term goals.



In accordance with the DOL rule, one change you will be seeing is the handling of a ticket charge. A ticket charge is a fee assessed when a trade is placed in your account. Previously, Sweet Financial Services has paid these charges on your behalf. Due to a new policy based on the DOL rule, Sweet Financial Services is no longer permitted to pay this charge. On trade confirmations starting July 1, 2017, you will see a \$15 debit for a ticket charge when a trade is placed in your account. Subsequently, with many of the investments, you will see an accompanying \$15 credit, with a net cost of \$0 for the transaction. However, for select investments, there may not be the accompanying \$15 credit, but may have a lower annual expense which may actually save you money over time.

Here is an example of two investment vehicles which seek to track the same index. The one which credits the \$15 ticket charge back has an annual expense of 0.12%, while the investment which does not credit the \$15 ticket charge back has an annual expense of 0.04%. Given the 0.08% difference in expense, if an investment of approximately \$20,000 is made, the investment with the \$15 ticket charge not credited back will actually be lower cost after being held for one year. ( $20,000 \times 0.0012 = \$24$  versus  $20,000 \times 0.0004 = \$8$ , which nets a difference of \$16).\*

Rest assured that no action is required from you at this time. We continue to monitor policy updates very closely with hope that any potential amendments to the rule will preserve as much investment flexibility as possible without limiting your choices. Stay tuned for more updates as we navigate this continuously changing environment. As always, feel free to contact us with any questions or comments you have!

*\*This is a hypothetical example for illustrative purposes only and does not represent any actual investments.*

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Sweet Financial Services is an independent firm.

# Client Service

## Client Service News

By Jessica Salic, Concierge Services Associate

Another improvement to our ever changing capabilities - Mobile Check Deposit! Some of you may be familiar with this as several of our local banks have this option. Mobile Check Deposit is now available for our clients thru the Investor Access Mobile App! This new feature allows you to quickly and easily deposit checks into your eligible accounts using your smartphone or tablet. As long as you are enrolled in Investor Access and have the most recent version of the app for your Apple or Android device, you will see a new menu option called "Deposit Checks". From there it's as simple as choosing the destination account, entering the amount of the check, and snapping a picture of the front and back. You can now deposit a check into your account from your home or on the go! Call me if you are interested in learning more.



## Your Life, Their Future.

If something happened to you today, would your family know where to find your "Life & Wishes"? Whether you're preparing for an upcoming trip or slowly gathering your estate documents, it's about leaving your family with all of the information they need and when they need it most in a secure, digital archive for easy access anytime and anywhere.



Through one of Bryan's coaching relationships, he was introduced to the proprietors of "My Life & Wishes" – a website that simplifies a wide range of end-of-life planning considerations, including health care directives, funeral direction and last wish instructions. Additionally, it allows you to securely store wills, insurance papers, banking information, your login information for every website, auto-bill pay, and/or social media connections

you use for your daily organization (that someone will eventually need access to!). You control who can see your plan and when. As your life changes, so does your information! "My Life & Wishes" makes it simple to edit and add to an existing plan at any time. The difference between "My Life and Wishes" and the Wealth Management Vault that Sweet Financial offers is that ML&W has a unique organization system for every aspect of your life that provides easy accessibility when needed. ML&W also allows you to give "viewing permission" to a 3rd party, again, for quick and easy access. You can store future directions for your family to reference when planning your legacy.

We have viewed a demo of this website in person with the "My Life & Wishes" Founders and feel strongly that it is a value-added component for our clients. We've also negotiated a discount of 50% - \$39.95 vs. \$79.00/year. Jacob Hartke and Jessica Salic would be happy to sit down with you to show you this website and all the components of this service. Please contact our office to learn more and to get started on organizing your life online.

*Raymond James is not affiliated with "My Life & Wishes."*

## Words of Wisdom

*"Plenty of people miss their share of happiness, not because they never found it, but because they didn't stop to enjoy it."*

*– William Feather*

# Navigating Your Dreams

## Navigating Your Dreams

By Bryan Sweet, CLU, ChFC, MSFS, CFS  
Founder and CEO - SFS, Wealth Advisor - RJFS

### You Are What You Think

Research shows that 90% of your happiness is determined by your mindset, meaning only 10% is affected by external factors – be that your job, finances or health. It might be hard to believe, but happiness and contentment have as much to do with how you perceive life as anything else. Whether it's aging, an approaching lifestyle change as retirement nears, or a general waning of zest for life, there's a wealth of research and ideas that suggest a more optimistic outlook is within your reach.



### Stay Positive to Feel Healthier and Younger

For your parents, reaching those middle and senior ages may have meant a significant change in lifestyle – stepping back from their career and less physical activity – but current and future generations have different prospects. These days, people know more about what's needed to stay healthy and know that new hobbies, careers or athletic achievements can happen at any age. According to a recent study by researchers from Yale University and University of California, Berkeley, you are actually only as old as you think you are (hear us out). Participants who were exposed to positive ideas and associations with aging – such as words like wise and spry – were found to have a greater improvement in their physical health than participants of a similar study that involved six months of prescribed exercise!

Other research suggests that in many ways, our brains actually improve with age. As we accumulate experiences, our innovation and creativity are boosted as we're able to think bigger and make important mental connections. With more life experience also comes greater maturity and awareness, giving us a keen understanding of what's truly important so we don't waste time sweating the small stuff.

### Stay Positive to Achieve Your Goals

So often we make the mistake of thinking that by first reaching our goals (like getting that promotion or raise), we can then find happiness, but research shows us that the opposite is actually true. When MET Life took a look at its salespeople, they found such great results from those who were happier that they decided to start hiring people who were optimistic over those who showed higher intelligence or more experience. In the first year, the happier salespeople outsold their colleagues by 19%, and by 57% in the second year.

Shawn Achor – an expert on positive psychology and a notable Harvard professor – supports this idea in his TED talk, sharing that your brain is 31% more productive when it's positive, versus negative, neutral or stressed. In his research and consulting work, he's found that these easy habits are proven to shift your mindset toward the positive:

- Think of three things you're thankful for every day
- Journal about positive experiences to relive them
- Exercise (endorphins are always a good idea)
- Meditation helps your brain focus in an overstimulating world
- Random acts of kindness make everyone feel good



**Women Forward**  
SWEET FINANCIAL



## Women Forward Happenings

*By Lynne Burgraff, CFA™, WMS, Wealth Advisor-RJFS, and Amber Knips, CFP®, Wealth Advisor-RJFS*

Thanks so much to our Women Forward members for making 2017 the best year ever!

To continue our mission to empower and educate women, the subject of our April event was something near and dear to all our hearts: taxes! But knowing that talking about taxes can get a bit “taxing” we added a couple of fun twists. First, the title of the event was “Life Hacks and Taxes”. As women we can appreciate the help a good life hack brings so throughout the event (and on the tables) were a number of different ideas. Here’s a good one: eating a cupcake can be a little messy, so just cut it in half, turn the frosting side upside down, and make a cupcake sandwich! Much easier to eat. We also gave our members and their guests a little personality test. Are you a Beaver, Otter, Golden Retriever or Lion? I think many of us received some good insights into our own personality and how we view things. We were very honored to have a distinguished tax panel for our discussion; Oliver Kollofski, CFP® and Director of Wealth Services for SFS, Amber Knips, CFP® and Wealth Advisor for SFS and Sara Pierce, CPA with Pierce Accounting Services. All three presented some very helpful tax tips and strategies to guide us over the coming year.

Women Forward is excited to again have our Margaritas and the Markets summer event on August 8th. Staying with our commitment to bring wonderful outside speakers to Fairmont, we will be having a special guest presenting at this year’s event. This will be members-only so if you currently are not a member of Women Forward we encourage you to join. Just go to [www.sweetfinancial.com](http://www.sweetfinancial.com) website and click on the Women Forward tab. Just fill out the short membership form and you will be assured of getting an invitation to all of our upcoming events.

We have also been trying to spread the Women Forward message throughout our area. Both Amber Knips and Lynne Burgraff attended the Ladies Night Out event in Jackson, MN. They had quite a few women ask about having things closer to Jackson and we hope in the future we will be going “on the road” with our fun and educational events. Let us know if you or anyone you know would be interested in attending one of those events.

*Raymond James is not affiliated with nor does it endorse the opinions or services of Sara Pierce or Pierce Accounting Services.*

## THANK YOU!

Thanks to YOU the word is spreading! Thanks to all of you who graciously refer Sweet Financial Services to friends, family and neighbors! Our business runs on positive comments and referrals and we couldn’t be where we are without you. First and foremost our number one priority is taking care of our existing clients. Due to internal changes we’ve made, we do have additional capacity to be able to take on new relationships. If you have benefited from our services and would like to help others, please feel free to contact us to reach out to your friend, family or neighbor, OR have them give us a call at (507) 235-5587 or toll-free (800) 658-2507!

## Visit Our Website!

Don’t forget to check our website for weekly blog updates, tools, and resources! You can catch updates about Events, Weekly Market Commentary, Personal Development, Retirement Planning, and MORE! Visit [www.sweetfinancial.com](http://www.sweetfinancial.com). If you find something has been helpful to you, pass it on to others who may benefit!

P.S. Like us on Social Media for fun updates, videos and resources!



# Staff Training

## Staff Training Updates

By Brittany Anderson, Director of Operations

Summer is here and we are ready for the fun that comes with summers in our beautiful southern Minnesota! However, as the saying goes we believe in the mantra of “work hard, play hard”, which is why we have some more great training updates for you! Bryan had the opportunity to attend his 4th Genius Network meeting at the beginning of April where he was able to spend time with some of the most successful entrepreneurs from around the globe. This group setting allows him to look at new and effective ways of making Sweet Financial Services better for our clients each and every day. Bryan also had the opportunity to attend his 10X Strategic Coach class in April where he focuses on strategic ways to improve our client experience and continue growing the business. Bryan, Ty, Oliver, Jacob and Lynne headed to the Raymond James National Conference at the end of April where they learned more about the innovative ways our broker-dealer, Raymond James, is advancing their technologies to better serve our clients, along with how they are staying ahead of the potential changes coming down the pipeline with the Department of Labor rulings. It is always amazing to see how Raymond James acts so proactively in their pursuit of aiding us in being proactive for our clients. Bryan and Oliver both attended Ed Slott’s training seminar in May, the foremost IRA expert in the United States. It is at these meetings that Oliver and Bryan are able to strategize creative solutions for our clients and their retirement accounts. Bryan and Ty both attended the Peak Advisor Alliance Excell meeting which is geared towards growth-minded financial advisors to help focus on maintaining best practices for the company and come up with new, creative solutions for our clients.



As you can see the past few months have been a busy learning time! We look forward to further opportunities to grow our team and provide the best possible service and solutions to you as our client.

### **SPECIAL ANNOUNCEMENT!**

***We are excited to share that we have hired an intern for summer 2017! Please help us welcome Connor Thielholdt who will be assisting Oliver and Jacob in our Wealth Services department. Connor is a student at the University of Minnesota, Carlson School of Management. We have been so impressed with his drive and focus as he pursues a career in the financial services field and are happy to be able to offer him this opportunity.***

## **NEW! Retirement Readiness Center**

As you prepare for your ideal retirement, we’ve created a Retirement Readiness Center to help you start dreaming about your retirement. These tools are designed to help you think through what you are retiring to and what you are retiring from, all while helping to gain clarity on what is most important to you in life!

Visit [www.accessretirementreadinesscenter.com](http://www.accessretirementreadinesscenter.com).

# Personal Notes

## Oliver Kollofski –

Emily and I are looking forward to enjoying the summer months with our boys. They are at such fun ages and we strive to cherish the fun times. Jace will be a 6th grader in the fall. He essentially enjoys everything and has a new favorite activity weekly. Currently, it is baseball, golf, and playing trumpet, but come this fall it will be hunting with his uncle and grandfather. His favorite activity, though, is playing hockey, as it is a great group of boys who seem to get along very well and have had some success on the ice. Van will be in kindergarten in the fall. He is the unofficial team manager for Jace's hockey team...he even got to announce the starting lineups for a game, which was quite the highlight for him. He also enjoys playing golf and baseball, as well as helping me on the racecar. Both boys also really enjoy swimming, so I am sure we will make a few trips to the pool. Have a great summer!



## Lynne Burgraff –



I am so glad that the cold weather months are behind us and we can finally look forward to some nice weather. Though the winter was fairly mild (and I spent two weeks of it on the big island of Hawaii), I really didn't appreciate the big dumps of snow we did get. I also celebrated my 20th anniversary with Sweet Financial Services this winter. I don't know where the years went!

My life has been very blessed over the last year. My youngest child, Catherine, graduated from college and is currently working for Embrace Church in Sioux Falls, SD. My sons, Taylor and Philip, are both managers for Barnes and Noble stores up in the Cities. So, I have them all graduated, working and with benefits. My work is done!

I am still very involved with my church, St. John Vianney, and I am gearing up for the 2017 production of Grease with Fairmont Civic Summer Theatre. I have been privileged to teach 5th grade Junior Achievement again this year along with reconnecting as a volunteer at the Fairmont Opera House.

This fall will bring a trip to Portland, Oregon with my kids. I have never really been to the Northwest so I look forward to visiting that part of the country. Travel is very important to me so I am sure there will be more travel adventures in 2018!

### **Don't Underestimate the Little Things**

When we think of what might make us the happiest, our mind might jump to the loftiest ideas: extravagant vacations or a big house. But research from The Journal of Consumer Research suggests that's not necessarily the case.

In the study, participants were asked to recall enjoyable experiences, which included ordinary things that happened more frequently – such as a good meal or visit with family – and extraordinary things, which were rarer and included things like exotic vacations. What they found was that the older the participant, the more joy they experienced from ordinary pleasures, eventually growing to match the joy we get from novel experiences.

Whether you're still saving for retirement or already in it, this is a great reminder that your lifestyle can be a rich one whether you're cruising the Caribbean or living a more modest day-to-day. There are lots of small ways to polish your perceptions or just make more time for simple joys that lead to great contentment.

Regardless of your age or budget, your lifestyle and well-being can be as good as you believe them to be. Whatever your goals are for your career, health or retirement, surrounding yourself with people you care about and filling your time with simple joys can go a long way in giving you the positive boost you need. Here's to living your dreams!

*As featured in WORTHWHILE, a quarterly periodical dedicated to serving the clients of Raymond James advisors and affiliated advisory firms. Sources: Huffington Post, NYTimes.com, Business Insider, Telegraph.com, TED.com, CNN.com, Liveboldandbloom.com*

## News & Notes

### **New Additions to the SFS Family.**

In May, Brittany Anderson and husband David welcomed daughter Stella Noelle, weighing 9 lbs. 7 oz. and 20" long. She joins big sister Jersey at home. And just two weeks later, Amber Knips and husband Jared, welcomed their new bundle of joy, Blakely Ella, weighing 8 lbs. 4 oz. and 21" long. Congratulations and best wishes to the Anderson and Knips families! And stay tuned...another new addition to the SFS family is on the way for Krystal in September!



**Congratulations to the Graduate.** Noah Becker, son of Callee & Chris Becker, graduated with honors from Fairmont High School on June 4th. Noah's future plans include attending Buena Vista University in Storm Lake, IA where he will be playing soccer and studying Criminal Justice & Business.

**Helping Fight Hunger Locally.** Sweet Financial Services Sweet Giving's team participated in the packing of meals for the annual Kids Against Hunger pack this past February at the Fairmont Armory. Our team had a blast working together to pack meals and feed families around the world...and around the corner. The mission of Kids Against Hunger, a humanitarian food-aid organization, is to significantly reduce the number of hungry children in the USA and to feed starving children throughout the world. We were honored to help out such a wonderful organization and to help in reducing hunger across the world!



## How to Reach Us

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**Client Events** – Krystal Hill, [Krystal@sweetfinancial.com](mailto:Krystal@sweetfinancial.com) and Marsha Malo, [Marsha@sweetfinancial.com](mailto:Marsha@sweetfinancial.com)

**Appointment Scheduling with Bryan** – Callee Becker, Personal Assistant to Bryan J. Sweet, [Callee@sweetfinancial.com](mailto:Callee@sweetfinancial.com)

**Appointment Scheduling with Ty, Lynne, & Amber** – Konnie Francis, Director of First Impressions, [Konnie@sweetfinancial.com](mailto:Konnie@sweetfinancial.com)

**Operations/Project Manager** – Brittany Anderson, [Brittany@sweetfinancial.com](mailto:Brittany@sweetfinancial.com)

**Trade Requests** – Lynne Burgraff, Ty Totzke, Amber Knips, or Oliver Kollofski by phone only (orders cannot be taken via email or on voice mail)

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