

# The “Sweet Life” Digest

Winter 2018

Bryan has a passion for helping his clients, team and colleagues to think big – helping people realize their biggest potential. It is because of this passion that Bryan decided last year to partner with Randy Carver, another of the highly regarded Raymond James advisors, to create a platform where they can act as advisors to other advisors.

On Thursday, January 18th, some of the most elite advisors from across the country gathered in Miami, Florida for 2 ½ days at the Elite Wealth Advisor Symposium hosted by Randy Carver of Carver Financial Services out of Mentor, Ohio, and Bryan J. Sweet of Sweet Financial Services located in Fairmont, Minnesota.

With 70 years of experience between the two of them, Bryan and Randy are in the top 1% of Raymond James Independent advisors\* and have a great deal of expertise in wealth planning for their clients. Throughout their time in the industry they both felt that they had not attended a conference that focused its sole attention on building your business. There were many conferences out there with bits and pieces of what they were looking for, but being in the financial services industry many were more product focused versus focused on what it takes to build a successful practice.

It is because of this potential gap in content that Bryan and Randy decided to partner and create the Elite Wealth Advisor Symposium. Speakers flew in from around the U.S. to give presentations based on systems, culture, technology, teams and marketing – all geared towards making the attendee’s businesses even better.



While Bryan is a native to our area and his business is situated in the small town of Fairmont, Minnesota, he does not let population control his reach! With clients in 31 states and 3 countries, Bryan is able to help many people align their finances with their most important dreams, so they can allow their money to work for them.

Bryan has been fortunate to build a successful practice over the years so he has now turned to help others do what he has done, while hopefully sharing some shortcuts to have more gain than pain along the way.

Bryan has said time and time again that the key to building a successful business, regardless of what industry you are in, is to be in the business of helping people. If you help others get what they want out of life with the purest of intentions, the opportunities that will be put in front of you are endless.

The Elite Wealth Advisor Symposium was such a success that Bryan and Randy are already working on the next opportunity to bring together like-minded wealth planners from across the US to continue the momentum and excitement from an event focused on growing the practices of elite advisors.

\*Based on production in the RJFS ICD Division

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# Saving for Retirement and the Tax Cuts & Jobs Act

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

It's the most sweeping tax reform enacted in decades, so it is important to recognize how the Tax Cuts and Jobs Act affect you're individual situation and adjust accordingly. Here are a few ideas on how to take advantage of the tax law changes as it pertains to your situation:



For those saving for retirement, it could be wise to increase savings in the coming years to guard against rising health care costs and to take advantage of temporarily lowered tax brackets. The rates in 2017 were 10%, 15%, 25%, 28%, 33% 35% and 39.6%.

## *Rates for 2018 (singles)*

- 10% (\$0 to \$9,525)
- 12% (\$9,526 to \$38,700)
- 22% (\$38,701 to \$82,500)
- 24% (\$82,501 to \$157,500)
- 32% (\$157,501 to \$200,000)
- 35% (\$200,001 to \$500,000)
- 37% (over \$500,000)

## *Rates for 2018 (married couples who file jointly)*

- 10% (\$0 to \$19,050)
- 12% (\$19,051 to \$77,400)
- 22% (\$77,401 to \$165,000)
- 24% (\$165,001 to \$315,000)
- 32% (\$315,001 to \$400,000)
- 35% (\$400,001 to \$600,000)
- 37% (over \$600,000)

The tax reform law largely leaves retirement savings vehicles untouched. The tweaks to retirement savings rules include a provision to provide a longer payback period for 401(k) loans after employment ends and a change to the Roth conversion rules.

IRAs and most 401(k)s are available in two versions: Traditional and Roth. Traditional accounts provide an immediate tax deduction on eligible contributions. Withdrawals made in retirement are then subject to income tax. Contributions to Roth accounts are not deductible, but withdrawals after age 59 1/2 are typically tax-free. For 2018, the contribution limit for IRA's is \$5,500 (\$6,500 for those age 50 or older) per person. The 401k contribution limit is \$18,500 (\$24,500 for those age 50 or older) per person.

When Roth accounts were created in 1997, the government provided a way for people to move money from a traditional retirement account to the newer Roth option. Those who have traditional accounts can convert money to a Roth account by paying income tax on the converted amount. If the market didn't do well or if a person's income pushed them into a higher than expected tax bracket, they could always undo – or recharacterize – the conversion. However, under the Tax Cuts & Jobs Act, recharacterizations will no longer be allowed. That means those looking to convert their retirement savings may want to change the timing of when they move their money.

The best way to save for retirement in the wake of tax reform is to maximize savings in accounts with guaranteed tax advantages, such as 401(k)s and IRAs. What's more, the Tax Cuts & Jobs Act lowers tax brackets for the next five years, meaning it might make sense for more taxpayers to shift their savings to Roth accounts in the near future.

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**Riddle of the Day:** First you throw away the outside, then you cook the inside. Next you eat the outside and throw away the inside. What am I? (See page 7 for answer)

# Navigating Your Dreams

## An Indomitable Attitude in 4 Steps

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

A few years ago, Bobby McFerrin's song, *Don't Worry, Be Happy* became a worldwide hit.

As the song says, "*Don't Worry, Be Happy*". Not bad advice, but how can you pull that off...when things at work are challenging or your relationships have more tension than you would like. You see, it's easy to have an indomitable attitude if everything is going super well in your life. But that's not when you need it. You need an indomitable attitude for plain old everyday life as well as all of it's more challenging times.



Here are some things you can do to get that kind of attitude:

### 1. Honestly Assess Your Attitude.

Ask yourself how you are programmed. Positively or negatively? Research tells us that 85% of people are programmed negatively.

The way you check that out is to look at your first reaction to any bit of news you get. If, for example, you get an e-mail from your boss that says, "See me immediately," what is your first reaction? Is your first reaction, "Great, the raise is coming early this year?" Or is your first reaction, "What did I do wrong this time?" 85% expect the negative and therefore are programmed negatively.

Many people, see the negative in everything. And that's dangerous. As James Allen warned us years ago, "Bad thoughts and actions can never produce good results."

### 2. Feed Your Mind Positive Inputs.

When it comes to feeding the mind, most people disregard this basic piece of wisdom. They unconsciously let negative garbage into their minds and they consciously do little or nothing to FEED their mind the proper thoughts it needs.

How sad! Because, what enters your mind will eventually occupy, shape, and control it. And in the end, whatever enters your mind over and over again will express itself in what you do and who you become.

Your mind will absorb and reflect whatever it's exposed to. The events you attend, the materials you read or don't read, the conversations you hold, the thoughts you entertain, are all shaping your mind and attitude and eventually your character and destiny.

I challenge you to FEED your mind good, positive, uplifting, encouraging, motivational material every day. Put the right stuff in so you get the right stuff out. It changed my life and will change yours. This is one of the main purposes for us writing our latest book, *Imagine-Act-Inspire*, which provides you with a dose of inspiration for 365-days! Starting your day with this journal is definitely feeding your mind with positivity!

### 3. Block Out Negative Self-Talk.

After all, you do not CATCH a depressed spirit or a demoralized outlook. It's the result of the thoughts you let into your mind.

So you must consciously, aggressively stop the negatives from getting into your mind.

In particular, you've got to block out the following self-defeating beliefs:

- I am not good enough, smart enough, attractive enough, etc.



# Women Forward

SWEET FINANCIAL



## Women Forward Happenings

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

### *“On the road again, goin’ places that I’ve never been”*

Women Forward hit the road again and headed to Jackson and Round Lake for two events in January. We saw lots of new faces, and made many more friendships. One of the events was at the Round Lake Winery in Round Lake, MN – where we were able to sample four of their most popular wines. The events were tailored around doing something for yourself to kick off the new year. Amber Knips, Wealth Advisor, spoke about Taking Control of Your Finances. Her talk revolved on the little things that you can do now, to help set you up to live your dream retirement. We often find that women are less involved with investing and finances, and this event was focused on breaking that trend and getting involved now. Having an understanding of the investment strategy you have put in place, will help you to be better equipped to handle life’s uncertainties. Brittany Anderson, Director of Operations, Office Manager, RJFS, gave an inspiring talk on “Owning Your Why”. We all have heard of toxic dumps, toxic chemicals and toxic waste. They are all deadly to humans and can cause death. But what about TOXIC PEOPLE? What effect do they have on our lives and of those we care about most? That’s exactly what Brittany talked about at our most recent event - the how and why you need to rid your life of toxic people, so you can embrace your purpose and live a life free from the negatives!

We are excited for the next Women Forward event in April, where we have a guest speaker coming in to talk about philanthropic giving. As women, we tend to be the biggest givers and often have a “Why” behind our giving. Join us to uncover ways women of all ranges of wealth can give back. Together we can create one powerful philanthropic force!

Most of our events are member only, so if you would like to start receiving invites and information please let us know and we will help you become a member, which is no cost to you. Behind every successful woman is a tribe of other successful women who have her back. If you have any friends or family that you think would value from being a Women Forward member let us know, and we would be happy to send them information on how to become a member.

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## Sweet Financial is Expanding!

We are pleased to announce the opening of our new office in the newly renovated Exit Plaza on Main Street in Jackson, Minnesota. Amber Knips, Wealth Advisor, CFP®, will be working Thursday’s out of the Jackson office as well as by appointment to offer a convenient second meeting location for you. With technology advances we have clients in 31 states and are able to hold web conference appointments with out of town clients. With these same advances you will be able to call the office and still reach Amber as usual, regardless of where she is working that day.

But don’t worry! She will still be based primarily out of the Fairmont office. Amber specializes in the comprehensive wealth planning process and has extensive experience and training on guiding women through transitions such as widowhood, divorce, retirement and much more. Next time you are in Jackson, feel free to stop by to check out the new space and say “hello”!



# Staff Training Updates

By *Brittany Anderson, Director of Operations,  
Office Manager-RJFS*

While winter brings hibernation for some, we here at Sweet Financial definitely haven't slowed down when it comes to our training and education! With a new year comes new initiatives for each of our team members! We are excited to continue sharpening our skills so we can focus on not only growing in our roles but also in what we do for clients. Bryan kicked off the new year with Strategic Coach where he works closely with other entrepreneurs from around the world to gain insights to better serve clients and better train our team. The following week Bryan, Brittany, Ty and Callee headed to Miami as we co-hosted the Elite Wealth Advisor Symposium which consisted of an audience of some of the top advisors from the across the US. We put together a line-up of amazing speakers who shared their insights with our group on not only how to build their practice, but on how to live more balanced, fulfilled lives. It was an incredible experience that we were honored to have the opportunity to put together. While that was a lot to coordinate, we of course wouldn't stop our training there! Bryan attended the Genius Network meeting the first part of February where he was able to interact with some of the brightest minds in business to continue to deliver cutting edge service to our clientele! Brittany had a chance to attend her Strategic Coach class in Chicago which focuses on enhancing leadership skills, better supporting the team and bringing fresh, new ideas to enhance all that we do for our clients. As you can see it's been a busy few months and we have no intention of slowing down with our training and development!



## Sweet Pets

This is Cash, our German Shepard. He is definitely a sweet pet! Cash loves everyone! Despite his intimidating looks and 110 pounds he is a huge lover of all humans. (Other dogs not so much.) People in our neighborhood take walks to our cul-de-sac just to have an excuse to come and see him. He was born on June 1st, 2008 so this year he will be 10 years old and is in excellent health for such an old man. From 8 weeks old until he was 3 years old he was a country dog living on 14 acres with Konnie Francis-Seifried and her son Jackson in Sumner, Iowa. In 2011, he moved from the country to the big city of Fairmont. He transitioned to city life very well and enjoys the extra attention from his new family members: Steve, Morgan and Max Seifried.



Most winter days you will find him lying in the snow in the front yard protecting his domain making sure his family is safe. He walks the perimeter of the yard like a security guard and in the summer makes sure the deer that live in the ravine out back don't eat his Mom's flowers. He is very quiet and whines like a baby when someone is coming in the yard to see him. His deep scary bark is reserved for other dogs coming too close or the deer out back. He loves to go for car rides and long walks in Cedar Creek Park. His best trick is he will hold a treat on the end of his nose and will leave it there, even if you walk away, until you tell him to "get it". So cute! We love him and are so grateful to have such a wonderful tail-wagging welcome each and every time we get home.

# Personal Notes

## Jessica Salic –

The Salic Household is always busy. Spencer is in 7th grade at GHEC. Junior High has been a transition but we are working thru it! It means a little harder school work, a higher level of sports play and trying to remember to keep his mom in “the loop” on things. Spencer enjoys Football, Basketball & Baseball. He joined Student Council, plays the trombone and is an active 4H member. Lysie is in 3rd grade at GHEC. She is a great student and surprises us every day with the most hilarious things. Lysie loves her weekly dance lessons, music, arts & crafts and is also an active 4H member. Mike and I keep busy chasing after these two, that’s for sure! Outside of the kiddos keeping me busy, I am on the School Board at GHEC, an active leader of the PTO board, member of the Parent Advisory Board, a Sunday School Teacher, Church Pianist and am approaching my 12th year of working at Sweet Financial Services....see what I mean by busy? Mike hangs back, takes care of the farm stuff, his Pioneer Seed Business and manages seven Hog Barns, not to mention tries to keep up with the rest of us! We love it crazy I guess! In-between the crazy schedules, we love to play board games and make supper together (when we aren’t at a ball game or meeting). I hope you all had a great winter. I look forward to seeing you soon.



## Bryan Sweet –

As many of you know, I’m not the biggest fan of winter so am currently counting down the days to Spring! I’ve been fortunate however to be able to spend some time down in Florida at the beginning of this year as I co-hosted the Elite Wealth Advisor Symposium (see front page story for more details). And thanks to the big blizzard I was able to spend an extra day there



and was able to meet with a few clients. On the home front, we are finally all settled into our home we renovated over the last year and half. Mary & I are also looking forward to spending a little time in Palm Springs in March. 2017 was a tremendous year for Sweet Financial and I’m looking forward to all the opportunities that 2018 will bring. One thing I’m especially looking forward to is spending more time with my Give & Grow study group “brothers” (pictured above) at our semi-annual meetings. Our group has been together since 1998 and brings so much meaning and value to my life. I will also be continuing with my coaching programs – The 10X Ambition Program, taught by Dan Sullivan of The Strategic Coach®, and also the Genius Network, founded by Joe Polish. Both programs provide me & the team with “thinking tools” that really open up our minds, and connect us with industry transformers who are able to share best practices that in turn help us develop and deepen relationships with our clients.

Continued from page 3

- I'm a victim of my past, my upbringing, my genes, my boss' whims, etc.
- I cannot trust myself, my decisions, opinions, or preferences.
- I am not lovable. I'm not worthy of other people's love, respect, time, help, etc.

The more you think these thoughts, the more deeply entrenched your negative attitude becomes.

#### 4. Act Out Your Positive Attitude.

The process is quite simple. First you act-as-if you have a positive attitude and THEN you will get one. In other words, action precedes feeling. First, you sing, then you're happy. First, you act enthusiastic, then you feel enthusiastic.

So act enthusiastically, even if you don't feel enthusiastic. And when you think about it, you know how this works. Remember when you were a kid and played "pretend." You were pretending to be a pirate or a cowboy, or a mommy or daddy. You "acted as if" you had the characteristics of your make-believe person and you felt as though you were that person.

The same is true when learning to become more enthusiastic. Act as if you're enthusiastic. Jump. Smile. Put an extra skip into your step. Add a lilt to your laugh. Just fake it until you make it.

The important point to remember is that action precedes feeling. So act the way you'd like to be and soon you'll be the way you act. ***Here's to Living Your Dreams with positivity!***

## Words of Wisdom –

From Dracula author Bram Stoker (1847-1912) - *"How blessed are some people, whose lives have no fears, no dreads; to whom sleep is a blessing that comes nightly, and brings nothing but sweet dreams."*

# New & Notes

**Client News.** Maylen Anthony (daughter of John & Connie Anthony) is currently serving as a Young Adult in Global Mission through the Evangelical Lutheran Church in America. She is serving in Montevideo, Uruguay until August 2018. To get an insight into her experiences, visit her blog at <https://maylenanthony.wordpress.com/>

**Congratulations, Brittany!** We are excited to share that our very own Brittany Anderson, Director of Operations, was featured in Huffington Post on a topic that she knows all too well – balancing motherhood and a booming career! Brittany touches on some of the key factors in creating a life of balance and was quoted in the article stating "There is no magic formula to creating balance between work and home. What I can say is that there is one simple thing that you can do to set yourself up for success each and every day. There is a saying that states if you have more than three priorities, you have none." Check out the following link to read the full article! [https://www.huffingtonpost.com/entry/five-ways-that-a-working-woman-can-have-it-all\\_us\\_5a5f6fbce4b03ed177016fa3](https://www.huffingtonpost.com/entry/five-ways-that-a-working-woman-can-have-it-all_us_5a5f6fbce4b03ed177016fa3)

**Free Calculators.** The Sweet Financial website has a variety of calculators available to help you analyze your finances. To find these handy calculators, please visit [www.sweetfinancial.com](http://www.sweetfinancial.com), hover over the Learn tab at the top of the page; select Resources, then click on the Calculators icon. If any questions arise when using the calculators, please do not hesitate to call your wealth advisor or concierge services associate.

**Page 2 Riddle Answer: Sweet Corn**



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