

USA TODAY - GLENN KAUTT ADVISES 50 YEAR OLD COUPLE HOW TO MAKE “LEMONADE OUT OF LEMONS”

The Monitor Group’s Glenn Kautt gives investment advice to couple planning for their future financial success after downturn and heavy losses in the market

The title of the *USA Today* article written by Christine Dugas printed on May 5, 2003 is: “Do-It-Yourself Investor Seeks Guidance.” The full-page article is part of the newspaper’s featured series, “Your Portfolio” where a free checkup is offered by an expert financial planner.

Larry and Diane Coppock have three adult children, with their youngest son still in college. Together they make about \$84K in earned income and have a portfolio of mutual funds in tax-deferred accounts totaling about \$61K (\$100K at the height of the last bull market). The Coppocks have no debt except for a mortgage to be paid off by age 61. Moreover, both have pensions that will provide income starting at age 65.

Glenn Kautt points out the “secret” to their financial success so far: the couple’s ability to spend less than they make (no debt with some regular monthly savings). He adds their pensions will provide a 20-year stream of monthly income in excess of their current core expenses, but points out the uncertainty of the pension’s rate of return and payout. Kautt recommends they consolidate their five IRA accounts to two held at one custodian, and pare down their 23 funds to seven, eliminating all sector and industry-based funds. Kautt mentions the asset classes they should stick with and the funds they should keep. He also suggests they shift and contribute to a Section 529 plan rather than a custodial account for tax-free growth and withdrawals.

For more information on Glenn Kautt and The Monitor Group, please call Eric Faulkner of The Monitor Group at 703-288-0500 or Faulkner@themonitorgroup.com. For complete information on the conference, please visit www.ReedLogic.com or email register@reedlogic.com.

ABOUT THE MONITOR GROUP

The Monitor Group is a nationally recognized financial planning firm providing advanced wealth management services from the Washington, DC metropolitan area. For more information or to schedule an interview, visit www.TheMonitorGroup.com or call (703) 288-0500.

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