



News & Views / April 2019

In this issue: Saving, protecting seniors from fraud, IRS scams, the third age, PFPG giving, PFPG milestone

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Saving made easier

It's a few months past New Year's, and perhaps you've decided to check in on how your savings resolution has, or hasn't, succeeded so far. If you're feeling some dismay at the idea, consider these savings tips from Charles Rotblut in *The Wall Street Journal*. They're easy, sensible, and require no special software.

1. Figure out what you will receive each pay period, then allocate the amount you have available from that into your saving vehicles: 403(b) or 401(k), IRAs, short-term bank savings, etc.
2. Set up automatic deposits to go directly from your paycheck to those accounts if possible, skipping your checking account altogether. If the funds must go into your checking first, set up an automatic deposit from the checking to the savings vehicle. Thus the amount of your pay assigned to savings doesn't rest long in your checking account.
3. Figure out your savings rate (dollars saved divided by gross dollars earned) and stick to your plan for a year. (Rotblut calls this kind of arrangement a "Ulysses contract," referring to the agreement Ulysses made with his crew to strap him to the mast and plug his ears so he would not be seduced by the song of the Sirens.) At the end of the year, increase the rate as much as you can afford, and notify your HR person to adjust your paycheck deductions accordingly. Even a small adjustment upwards each year will bear fruit over the long term.

Good luck, and let us know next year how it worked for you!

Protecting older adults from fraud

If you are a professional providing services to older adults, or a family member or friend assisting an elder with their finances, you may have concerns about the older adult's ability to make financial decisions and their vulnerability to financial fraudsters. Dr. Peter Lichtenberg, an expert in the prevention of financial exploitation of older adults, has developed a set of tools and training modules, [Older Adult Nest Egg](#), for financial professionals who work with elders to assess their client's financial decision-making ability in tandem with concerned mental health professionals, family members and/or caregivers.

IRS "Dirty Dozen"

It's tax time again, and scammers are busy trying to part you and your money via phone calls or phishing e-mails. Each year, the agency publishes a ["Dirty Dozen" list](#) of the top scams. The latest twist is a phone call purporting to be from the IRS Taxpayer Advocate Service urgently requesting a call back.

Remember, the IRS will never call you to demand immediate payment of tax bills (they would contact you by mail first); *initiate* contact with you via e-mail; threaten you with arrest; ask for credit

card numbers, etc. You may be aware of this already, but if you have a loved one or friend who might be vulnerable to pressure, please share this information with them.

What's important in the "third age"

If you're reading this newsletter, you've probably already put some thought and effort into the finances of retirement planning. But the non-financial aspects of leaving the workplace are a transition for which many are unprepared. In "[The 4 Things That Matter Most Late in Life.](#)" author Poul-Erik Tindbaek lists what he thinks are the four steps to a good life for retirees 60 and over in their "third age" (the healthy years after work).

Tindbaek suggests the following steps:

- Give yourself the time to think about new purposes and directions in life.
- Examine your physical and mental health habits; create ways to avoid loneliness, which is a life-shortener.
- Find something you were or are good at or passionate about. Perhaps this activity can also lead to connecting with others and replacing the daily social interactions of the workplace.
- Do something good for other people with the experience and know-how you've gained through life.

Retirement can also be a springboard to entrepreneurship. Chris Farrell writes about Israel's "[Dare to Dream](#)" program, a 12-week training program where elders were mentored on the nuts and bolts of starting a business by students from local academic programs. Since in the US later-life entrepreneurs make up a quarter of recent new businesses, Farrell suggests that they be welcomed and encouraged by existing business incubators. Also, collaborations that tap on the experience, knowledge, and wisdom of all generations are essential to success (see [SCORE](#)).

PFPG charitable giving

Each year PFPG chooses several organizations to be part of its charitable giving program. As a member of the Maine business community for 20 years, we believe it's important to support Maine-based nonprofits. For 2018, we selected four organizations:

- [ProsperityME](#) (formerly Community Financial Literacy), whose mission is to empower refugee and immigrant communities in Maine by providing them with financial literacy skills.
- [Preble Street](#), providing accessible barrier-free services to empower people experiencing problems with homelessness, housing, hunger, and poverty and to advocate for solutions to those problems.
- [Animal Refuge League of Greater Portland](#), which provides shelter and home placement for stray and abandoned animals and promotes education about humane treatment and animal overpopulation.
- [NAPFA Consumer Education Foundation](#), which empowers consumers to achieve positive financial outcomes and supports fee-only advisors providing pro-bono financial guidance.

PFPG milestone

A milestone in the history of PFPG approaches this summer. After 20+ years as a financial planner and co-founder of PFPG in 1998, Tom Rogers has decided to embark on a new career path. He will conclude his tenure as a principal at PFPG as of June 30, 2019. After taking a sabbatical in New England and overseas, Tom plans to explore career opportunities in the Portland area, with a likely focus on Maine's non-profit sector. He and his wife will continue to reside in South Portland.

As sole owner and practitioner, Brian Dietz will continue PFPG's well-honed mission of helping our clients make fruitful use of their financial resources. Debra Yoo will remain on board as Director of Client Services.

Join us in wishing Tom the very best in his new endeavors!

Welcome to spring,

Handwritten signatures of Tom, Brian, and Debra in cursive script.

Thomas Rogers, CFP®
Brian L. Dietz, CFP®, CFA
Debra Yoo

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