



Do you need an
estate plan?

Short answer:
Most likely.

The fact is, almost every adult needs an estate plan. If you're over the age of 18, have any money in the bank, own a home and/or have children or other dependents, you should have an estate plan in place to protect yourself, your assets, your loved ones and, perhaps most importantly, your legacy.

The biggest thing to remember regarding an estate plan is this: You don't need to have a huge estate to benefit from a comprehensive plan.

Here are some of the major milestones that typically prompt folks to establish or update an estate plan:

- Having children or grandchildren
- Home or additional property ownership
- Marriage, remarriage or divorce
- Upcoming travel
- Inheritance of money or other assets
- Moving states
- Health scare

Dying without an estate plan can put a burden on your loved ones and can greatly affect your family, your taxes and the money you will leave the next generation.

(continued inside)

bottom line

INSIGHT &
INSPIRATION

2024.2



Many of our clients recognize the need for an estate plan, but they frequently delay it because of the time and expense required. To make this process a little easier and more affordable, we have now partnered with Trust & Will, a leading estate planning platform in the U.S. With a track record of safeguarding the legacies of more than 600,000 families, the company has established partnerships with some of the nation's most prominent financial institutions.

Trust & Will's estate plans are customized for all 50 states, and they provide live member support to address any questions you may have.

This is something you can now do in your pajamas on a rainy Sunday afternoon.

Our clients receive 10% off the retail price. You'll need a special link, which we can provide to you. Please note we neither receive a commission for this recommendation, nor do we share in any revenue with Trust & Will.

Clients with the following circumstances, however, may not be a good fit for Trust & Will: taxable estates (over federal estate or state estate tax threshold); need a Trust that is not a revocable living trust or a testamentary trust (i.e., special needs trust, generation-skipping trust, irrevocable life insurance trust, etc.); have a blended family structure and want to make complex distributions to their children; need event-based distributions (i.e., stipulating that your daughter can receive these assets

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only if she graduates from a select list of universities.); own properties in three or more states outside of an LLC; want to name a corporate trustee and that corporate trustee requires specific language in the trust in order to serve in that role.

Once you've created or updated your estate plans, you'll feel great. Pat yourself on the back. And be sure to upload PDF copies into your Vault in Client Access or into EverPlans. We can show you how.

ADAMS FAMILY

Updates from the Firm



Khrista's daughter, Barret, and Chad's daughter, Maya, are back to school this fall, taking in the new experiences. Barret's summer included two weeks surfing in Zanzibar, East Africa, hot air ballooning over Tanzania and sleeping in tents with lions nearby. Meanwhile, six-year-old Maya explored Montreal, cycling and walking over 150 miles in a week. We can't wait to see what these adventurous young women do next!

bottom line



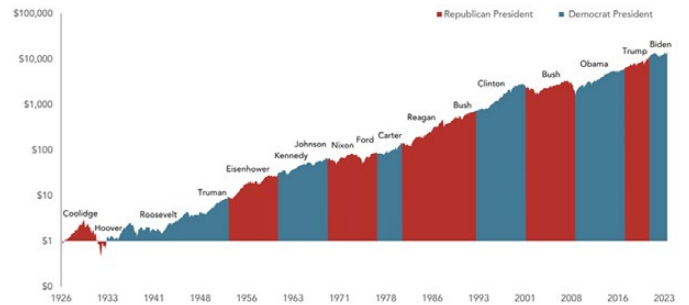
Stocks on the Stump

Market Returns and Election Years

It is difficult to identify systematic return patterns in election years. On average, market returns have been positive both in election and subsequent years.

Markets Have Rewarded Long-Term Investors Under a Variety of US Presidents

Hypothetical growth of a dollar invested in the S&P 500: January 1926–December 2023



Past performance is not a guarantee of future results. Indices are not available for direct investment; therefore, their performance does not reflect the expenses associated with the management of an actual portfolio. Data presented in the growth of \$1 chart is hypothetical and assumes reinvestment of income and no transaction costs or taxes. The chart is for illustrative purposes only and is not indicative of any investment. Source: S&P data © 2024 S&P Dow Jones Indexes LLC, a division of S&P Global. All rights reserved.



If you recently bought or sold a home, chances are that the interior photos of your home are on Zillow, Realtor.com, Redfin and others for all to see.

While these photos may have done a great job showing the layout of your home, they also give potential criminals a free and easy map of the inside your house, should they decide to break in.

If this makes you uneasy, one thing you can do is ask the listing agent to remove your photos and other home information from websites they have access to.

When it comes to a service like Zillow, for example, you may have to create an account, answer some questions to verify ownership of your home, and then manually remove the photos yourself. If you get stuck, Zillow has a help desk.

Tax Corner

Tax planning is a vital part of our services. Whether you filed in April or will file by the extended deadline, please upload a complete copy of your tax returns to the Vault in Client Access at your convenience. If you're local, you can also drop them off at our office. Avoid email for sensitive documents like these.

Some of the ways that we leverage your tax returns into our overall process include:

- tax-efficient portfolio management.

- retirement optimization.
- tax-efficient withdrawal strategies.
- coordination of tax strategies with your tax preparer, if you have one.
- ongoing tax management.

As the investment saying goes: *It's not what you earn; it's what you keep that matters.*



JOEL ADAMS
AND ASSOCIATES

REGISTERED INVESTMENT ADVISOR



IT'S A SIGN

Medicare's open enrollment period for 2024 is Oct. 15 through Dec. 7.

If you're happy with your coverage, you don't have to do anything. But even if you're satisfied, open enrollment presents a great opportunity to make sure you're getting the most out of Medicare.

Here are some tips to help you get started:

- Ask yourself some important questions: Have your needs changed? Is your current coverage adequate? Will the cost of your current plan be going up? Are there comparable, lower-cost plans available?
- Review the annual notice of change from your current plan provider. You should have received this in September.

Make the most of Medicare's open enrollment period

- Compare plans using the Medicare Plan Finder on [medicare.gov](https://www.medicare.gov).
 - Get one-on-one assistance from the State Health Insurance Assistance Program.
 - Call the Medicare Rights Center at 800-333-4114 for free counseling.
- Medicare decisions can be complicated, but

with the right tools and information, they don't have to be.

Our custodian at Raymond James has partnered with ClearMatch to provide you with personalized service, unbiased advice and additional support from a dedicated, licensed agent. There is no cost to use ClearMatch's services, and those services don't end after enrollment. Your licensed agent will continue to provide support throughout the lifetime of your enrollment for coverage questions, appeals and plan renewals.

To learn more about ClearMatch, call the dedicated Raymond James number at 844-269-2646.

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