

BAIRD

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The last quarter of the year is typically jam packed with Halloween, Thanksgiving and Christmas but we encourage you to look through the list below of year-end financial reminders and focus on the ones that are most important to you and your family.

- **Make sure you’ve maximized your retirement savings for the year. The maximum contributions for 2023 are \$22,500 for a 401(k) and \$6,500 for an IRA (\$30,000 and \$7,500 respectively if you’re age 50 or older). Other plan types may have different contribution limits.**
- **Determine if you would benefit from converting funds held in a traditional IRA to a Roth IRA.**
- **Be sure to fully fund your Health Savings Account. The 2023 maximum contribution for family coverage is \$7,750, \$3,875 for single coverage (plus \$1,000 if age 55 or older).**
- **Consider “harvesting” underperforming stocks to recognize a loss for tax purposes – but know there are strict wash sale rules around the repurchase of investments sold for a loss.**
- **Be strategic with your charitable giving for the year. Strategies like bunching deductions or donating appreciated assets can provide a tax benefit.**
- **Consider a gifting strategy. You can gift up to \$17,000 (\$34,000 for a married couple) in annual exclusion gifts. The lifetime gifting exemption, which is \$12.92 million per individual in 2023, is scheduled to fall by about half in 2026. Consider strategies to take advantage of this elevated exemption before the planning window closes.**

We all wish you the best going into the fourth quarter - one that is full of memories, time and gratitude with friends and family.

NEW

NOW AVAILABLE: MOBILE DEPOSIT & ACH IN TRANSFER REQUEST

Clients will now have the ability to submit check images digitally for deposit using the Baird Online Mobile App. This is a brand-new capability aimed to support clients needs and desire to rely on technology versus walking into a branch to accomplish daily tasks by providing a self-service option.



Scan the QR Code using your phone's camera to download the app

If you have not signed up for Baird Online, visit the link below to sign up:



Please reach out to your Financial Advisor with any questions



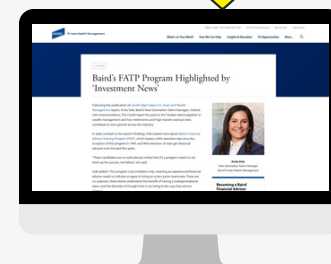
During the week of September 11th, Michael spent time at our corporate headquarters in Milwaukee to participate in a roundtable event with previous graduates of Baird's Financial Advisor Training Program. The week was spent discussing best practices, further diving into the wealth management process and honing on important skills to continuously improve the services we provide for our clients.

Michael graduated from Baird's FATP program in December 2022. FATP is a program designed to provide wealth management training with 5 months of intensive preparation and ongoing support and professional development. The goal of the program is to create confident, competent, professional Financial Advisors who fulfill Baird's Mission: To provide the best financial advice and service to our clients and be the best place to work for our associates.

7/27/2023

'Financial Planning' Highlights Baird's Retention of Young Advisors

Recently highlighted in an article by Investment News, Baird's Financial Advisor Training Program is designed to set up new financial advisors for success. "Having recently participated in the FATP program, I have seen firsthand just how beneficial this program is for those who have participated." **Click the graphic to view the article from Investment News.**



Don't forget to RSVP!!

Tuesday, October 17, 2023

11:30 a.m. – 12:00 p.m. Reception
 12:00 – 1:00 p.m. Presentation and Q&A
Lunch will be served

Please join us to hear from Don Rissmiller with Strategas – A Baird Company as he covers the current market landscape, the potential for a recession and his perspective for the remainder of 2023.

Mr. Rissmiller is Partner and Chief Economist at Strategas, directing its macroeconomic research efforts for over 15 years. Mr. Rissmiller is frequently quoted in the financial press, and his research is consistently recognized by Institutional Investor magazine in its annual All-America Research Survey.

Featured Speaker:

Don Rissmiller
 Partner and Chief Economist
 Strategas, a Baird Company



Bio: [CLICK HERE](#)

For more information on market strategy and Strategas, click the icon:



STRATEGAS



Knicely Conference Center
 2355 Nashville Road
 Bowling Green, KY



Beginning in 2012, the Tuesday after Thanksgiving is recognized as "Giving Tuesday". This is a global movement focused on the immense power of generosity and encouragement to do good. Since the movement's inception, Giving Tuesday has continued to unleash the power people and organizations have to transform not only their local communities, but the entire world.

Updates to Qualified Charitable Distributions (QCDs) following Secure Act 2.0

- To qualify for a QCD, you must be at least 70.5 years of age
- The \$100,000 annual limit on gifts per donor will be adjusted for inflation in 2024.
- Now able to make a gift from your IRA to a "split interest" entity (*certain limitations apply*)

Please reach out with any questions.



To participate in this global movement, reach out to local organizations in your community or visit the GivingTuesday webpage for ways to connect to your GivingTuesday country movement

www.givingtuesday.org/

New Planning Opportunity - Tax Return Reviews



Have you ever wished you could look at your tax return and understand the forms and numbers on the pages before you? If so, we have great news for you!

Our branch now has the capability to perform in-house reviews of your most recently filed income tax returns. This complimentary service allows us to provide you with a greater understanding of your tax return, the amount and rates of the various taxes you pay, carryovers of items to future years, and many other details you may not fully understand. It also allows us to analyze your returns to identify potential financial planning opportunities and help align your wealth management plan with your tax situation.

Please contact your financial advisor to ask how you can take advantage of this valuable new service!



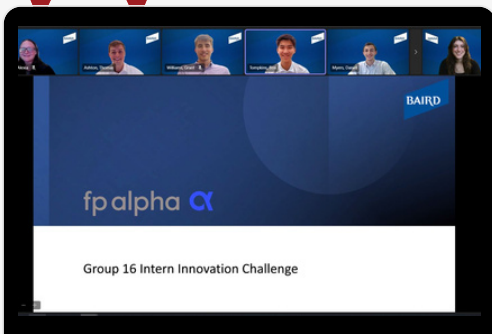
Note: Baird does not offer tax advice

2023 INTERN INNOVATION CHALLENGE WINNERS



Congratulations to interns Alexia Cassidy and Daniel Myers on their 1st place finish in Baird's Intern Innovation Challenge, a competition that requires teams to develop a unique and innovative idea to make Baird better. After spending the summer conducting research and creating their project on the topic of incorporating AI into the financial planning process, Alexia and Daniel's team came out on top!

This is a huge honor and a great way to wrap up their time with us. Good luck, Alexia and Daniel, as you head back to finish up your senior year in college!



We are excited to announce our office will be relocating to Stadium Park Plaza near the Bowling Green Hot Rods Stadium. Baird is expanding and renovating the current Park Plaza location and we anticipate to move into our newly remodeled office sometime after the first of the year. We will continue to provide updates regarding timing and details.



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