



New Pathways in 2021

The Year of Uncertainty

As 2020 ends, I wanted to highlight some of the good and forget the chaos that COVID brought to our lives. While battling this pandemic, we met the chaos head on and came to work daily to serve clients and family. Jerred, the staff, and I redirected some time into helping those who needed it most, the senior population, we did this by hosting food drives monthly for the Washington County Commission on Aging and setting a 10,000-pound goal by year end. Thanks to the many donations from clients, neighbors, and friends we exceeded our goal. We also ran the annual coat drive for Children In Need, and toy drive for Toys For Tots. Who said you cannot make a difference in difficult times?

On a personal note, Jerred, Olivia, and I have spent lots of family time together cooking and hanging with our fur babies, Clemi and Chance. We have spent time learning new kitchen tricks and enjoying each other's company. Olivia graduated from Alta High School, started college, and in six months she is one-third of the way done with her Associates degree. Our girl is on fire and we could not be prouder of her. This year was the year of home projects, as all travel plans were canceled, which was the hardest part of the "new normal" for me.

We do have travel plans in 2021 beginning in January, May, and September. Let us see if it comes to fruition.

Jerred has been very engaged in the community with the Lions, YMCA, Leadership, Church Finance Chair, Family Health, CBMC, and Home Builders Association, he wears me out.

As we start 2021, we wish you, health, peace, joy, happiness, and the greatest gift of all Love!

All Life's Best,

Joan

Raymond James is not affiliated with the charitable organizations referenced above.



We want to take this time to thank our kind-hearted clients for such an amazing year. Great clients like you are the reason Antietam Wealth Management is thriving.

As most of you know, each year we look forward to treating our clients with our annual Client Appreciation Event. With the uncertainty of the COVID-19 Pandemic and the CDC regulations this year, we had to cancel our event. The money that was set aside for the event was donated to the Washington County Community Foundation.

Again, we are saddened that we did not have the opportunity to show our gratitude to you this year. You can rest assured that we have something exhilarating up our sleeves for our five-year anniversary!



Office Directory

Joan Bowers, -ext. 104 AAMS
Owner, Antietam Wealth Management, II
Financial Advisor, RJFS
Joan.Bowers@raymondjames.com

Jerred Brown, - ext. 105 MBA, CFP®,
CDA®, ChFC®, CLU®, CEP®
Owner, Antietam Wealth Management, I
Financial Advisor, RJFS
Jerred.Brown@Raymondjames.com

Jessica Hutchinson - ext. 100 Client
Services Representative and Marketing
Specialist
Jessica.Hutchinson@raymondjames.com

YOUR JOURNEY TO FINANCIAL INDEPENDENCE

Congratulations



Joan Bowers has been honored with the RJFS Financial Advisor Executive Council I*. Joan moved up a tier from last year.

*Membership is based on prior fiscal year production. Re-qualification is required annually. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of an advisor's future performance. No fee is paid in exchange for this award/rating.

Joan was named to the Top Wealth Advisor Moms List (2020)

SHOOK™ Research considered Wealth Advisors who are mothers with children living at home and under the age of 21. Raymond James is not affiliated with Working Mother or Shook Research, LLC. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be

representative of individual clients' experience. Neither Raymond James nor any of its Financial Advisors or RIA firms pay a fee in exchange for this award/rating.

For more information see www.SHOOKresearch.com.

"At the end of the day its not about what you have or even what you've accomplished. It's about who you've lifted up. Who you've made better. It's about what you've given back." - Denzel Washington

HELPING OUR COMMUNITY



Food Drive for WCCOA

On Monday, December 14th, our team held the last food drive for Washington County Commission on Aging. From April to December we were able to collect 10,014lbs of non-perishable food for Washington County Commission on Aging. Our team would like to thank the ones who helped donate and supported our efforts in raising awareness for our senior community by helping us reach our goal of 10,000 lbs.



Toy for Tots

On October 1st we started advertising on Facebook that our team was collecting new unwrapped toys. With the help of our clients, families and friends were able to help bring the joy of Christmas to others.

Coat Drive

From October 1st through November 30th, we filled three bins full of new and gently used coats, hats, gloves, scarfs and blankets for the Children in Need. They serve children from 0-21 years old, sizes 0 (newborn) to 2x (adult). Thank you to everyone who helped make a difference in someone's life this year.



CONSERVING YOUR FINANCIAL HOUSE

As we end the tumultuous year of 2020, we reflect on what happened this year and how can we conserve our financial house in 2021. The only certainty is uncertainty. Two things that are certain are death and taxes. To conserve your financial house, it is crucial to make sure your beneficiaries are reviewed and updated. It is important to carry out your wishes after your demise, or the state will do it for you.

Start by reviewing your checking, savings, and certificates of deposit. Contact your bank and add a Paid-on Death (POD) to all accounts. This will ensure that your loved ones have the funds available when you pass to pay for funeral expense, estate taxes, and will not be tied up in the probate process. Without liquidity in your estate, heirs will be forced to deplete their savings or tap credit cards to cover burial and estate expenses.

Once you update your POD, contact your financial advisor. Your advisor will make sure that beneficiaries are up to date on your investment accounts, 401k, 403B, 457, IRA, Life Insurance, and Annuities. Also check your life and disability insurance to match your current income and expense needs.

Maximize your 401k, 403B, 457, IRA and Health Savings Accounts (HSA) contributions in 2021. The maximum retirement plan contributions are \$19,500 and \$26,000 per year for individuals less than 50 years old and 50 years old and older; respectively. If you are 50 years of age or older, you can contribute \$26,000 per year and create a potential tax saving in the amount of \$5,700 for someone in a 22% tax bracket. Review your assets allocations to ensure that you are properly balanced with your risk tolerance, goals, and cash flow needs. Improper allocations can derail your retirement projections.

IRA contributions are \$6,000 and \$7,000 per year for individuals less than 50 and 50 and older, respectively. HSA's are a great way to minimize your taxable income and create a tax-free medical savings account. Individuals less than 55 years old and individuals 55 years old can contribute \$7,100 and \$8,100 per year; respectively. Given the current COVID outbreak, we have seen an increase in clients facing early retirement. Because of this, we have crafted financial plans to ensure that they are on course to live out their golden years with financial independence.

Estate Planning requires individuals to carefully review their will and include all assets and beneficiaries. The transfer of real Estate and personal property should be spelled out clearly in your will. Any assets located out of state will be subject to ancillary probate. Ancillary probate adds additional cost and administrative time for your executor. Further review and update estate documents such as your Power of Attorneys (POA), Durable Power of Attorney, Living Will, Medical Power of Attorney and Health Care Directive. Contact an estate attorney to amend or to craft these documents.

Ask your estate attorney about a Revocable Living Trust. If you want to see your loved ones enjoy their inheritance today, give them a gift up to the amount of \$15,000 per year per spouse. This does not trigger gift tax for you or income tax for the gift recipient.

Small business owners should review all retirement plans, and ensure that plan costs are reasonable and meet their tax, employee, and retirement planning needs. Check all liability coverage and insurance needs. Adequate coverage will limit your exposure and attention should be given to disability and life insurance protection. In the event of your disability or demise, insurance helps bridge the income for your loved ones when you are unable to operate your business. Business owners that are nearing retirement need to examine all succession planning documents and engage in Buy Sell Agreements to ensure the updated valuation of your business and tax planning to minimize your tax liability.

Whether you are working for a company or a small business owner, the only good financial plan is one that is properly executed and monitored to ensure success. We recognize that things do not always go according to plans and life changes get in the way. Because of this, we recommend being flexible and reevaluating plans and constantly re-tooling them to reach your financial independence. Here at Antietam Wealth Management, we consider each one of our clients as family. If you need us, please do not hesitate to contact us.

Any opinions are those of Antietam Wealth Management and not necessarily those of Raymond James. This material is being provided for informational purposes only and is not a complete description, nor is it a recommendation. There is no guarantee that these statements, opinions or forecasts provided herein will prove to be correct.

12 Financial Resolutions for 2021

1. Get your balance sheet in order

You can't expect to reach a goal without knowing where you're starting from. Using December 31 as the effective date, update your personal balance sheet (assets versus liabilities, broadly speaking). If you're retired, make note of the income you receive from Social Security, pensions, retirement plan assets or other sources. Everything proceeds from this first step, so take the time to bring these numbers up to date.

2. Review your budget and spending

How closely did last year's spending match what you'd planned? Were unexpected increases one-time items or ongoing costs? Where can you trim expenses?

Although some budget items are fixed, a sharp pencil can produce significant savings on other costs. Start with what you realistically expect to have as income, then assign those dollars to your various expense categories, while also maintaining flexibility to account for things like healthcare that can't be pinned down precisely.

3. Review your account titling

Account titling often occurs haphazardly, which can create problems down the line. If one partner dies and an account is titled only in their name, those assets can't be readily accessed by the survivor. The solution may be creating joint accounts, but it's not always that simple. Titling has implications across a range of estate planning issues, as well as other situations such as Medicaid eligibility and borrowing power, too. Review your account titling and discuss with your team of professionals.

4. Designate and update your beneficiaries

If you don't correctly document your beneficiary designations, who gets what may be determined by federal or state law, or by the default plan document used in your retirement accounts. When did you last update your designations? Have life changes (divorce, remarriage, births, deaths, state of residence) occurred since then?

Update your beneficiary listings on wills, life insurance, annuities, IRAs, 401(k)s, qualified plans and anything else that'd affect your heirs. If you've named a trust, have any relevant tax laws changed? Have you provided for the possibility that your primary beneficiary may die before you? Does your plan address the simultaneous death of you and your spouse? An estate attorney can help walk you through these various scenarios.

5. Evaluate your cash holdings

A certain amount of assets should be set aside in cash accounts that can be readily accessed – talk with your advisor about whether your current allocation strikes the right balance. Note that the cash portions of your brokerage and retirement accounts serve a different purpose and shouldn't be counted as emergency reserves.

6. Revisit your asset allocation

Appreciation in one asset class or underperformance in another can leave your portfolio with a different allocation than what you originally intended. Revisit your current and ideal asset allocation at least annually and rebalance as needed (consider rebalancing with new contributions to help avoid capital gains taxes).

Consider, too, whether you're comfortable with your portfolio's current level of risk. Risk tolerance isn't static – it changes based on your net worth, age, income needs, financial goals and other considerations.

7. Evaluate your retirement income sources

Most retirees have several income sources, such as Social Security, pensions, retirement portfolios, rental properties, notes receivable, inheritances, etc. Think about how secure each source is. Can you count on that inheritance? Would rental property vacancies interrupt your cash flow? Are the notes receivable backed by collateral? If too much of your retirement income is from less-than-solid sources, it may be time to reposition your assets.

8. Review your Social Security statement

If you're not yet retired, go online and establish an account with the Social Security Administration – the SSA doesn't mail out individual statements of accrued benefits anymore. Review your statement, and be sure all your earnings over the years have been recorded. Use the SSA's online calculator to compute your benefits at various retirement ages. If appropriate, revisit your spousal plan and revise as needed.

9. Review the tax efficiency of your charitable giving

Think strategically about your contributions – for example, consider whether or not it'd make sense to donate low-basis stocks in lieu of cash, or learn about establishing a donor advised fund to take an upfront deduction for contributions made over the next several years. Give, but do so with an eye toward reducing your tax liability.

10. Check whether your retirement plan is on track

What changes are needed given your current lifestyle and the market environment? Don't fixate solely on your retirement assets' value – instead, drill down into what types of assets you hold, what your expected cash flow will be, what your contingency plans are, what rate of return you're assuming, what inflation rate you're assuming and how long you're planning for. Retirement plans have many moving parts that must be monitored on an ongoing basis.

11. Make the indicated changes

You should now have a good idea of your cash flow situation, what your retirement income picture looks like and where other challenges lie. Do you need to adjust your IRA contributions, other account contributions or tax withholding? Are you taking full advantage of your employer's retirement plan options, particularly any contribution match? Go after any problem's areas – or opportunities – systematically and promptly.

12. Check in with your advisor

Your advisor can help offer specialized tools, impartiality and experience earned by dealing with many market cycles and client situations. Communicate openly about what's happening in your life today and what may happen in the future. Advisors can't help you manage what they don't know, so err on the side of over-communicating. Establish a regular meeting schedule to review your portfolio and retirement plans.

Helpful Applications



Grammarly

Enhance your written communication every time you type! Grammarly will make sure your messages, documents, and social media posts are clear, and mistake-free. Working on a large project, an essay, or a blog post? No worries. You can create and store all your documents in your new online editor.



Facebook

Like our team page on Facebook under Antietam Wealth Management. You will be able to follow all updates, giveaways, events, and our new branding by Laura Wallace.

RAYMOND
JAMES



Raymond James Client Access

If you have a Client Access user ID and password, download the Client Access App! You will be able to view your Account Summary, Portfolio and keep up with the Market all on the go!

Raymond James is not affiliated with 3rd-party applications and is not responsible for the content of the collection or use of any user information.

PORK ROAST STUFFED WITH ROASTED RED PEPPERS, FETA, AND SPINACH

Ingredients:

Meat

3 lb Pork loin, boneless Roast
1 1/2 tsp Poultry seasoning

Produce

4 cups Baby spinach
6 cloves Garlic
1/2 tsp Garlic powder
1 tsp Onion powder
1 1/2 tsp Oregano, Fresh
1 1/2 tsp Thyme, Fresh

Baking & Spices

1/2 tsp Black pepper, freshly ground
1 1/2 tsp Kosher salt
1 1/2 tsp Paprika, Smoked
1 16 ounce jar Red peppers, Roasted

Oils & Vinegars

1 Olive oil

Nuts & Seeds

1 tsp Cumin, Ground

Dairy

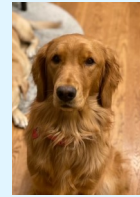
6 oz Feta cheese

Directions:

1. Preheat oven to 450° F.
2. Lay the butterflied roast open on a large piece of parchment paper. Rub 6-8 cloves of minced garlic on the cut side facing up.
3. Layer 4 cups baby spinach, 16 oz jar of roasted red peppers (drained) and 6-8 oz of crumbled feta cheese on top of the butterflied roast.
4. Begin rolling from the end that is parallel to the fold in the roast. Roll tightly as you work with all the filling to keep it in tack. Or you can simply fold it over like your closing a book.
5. Tie the roast with kitchen twine.
6. Place the roast cut side down on a wire rack in a shallow roasting pan. Cook in a 450°F oven for 10 minutes to get a good browning. Reduce heat to 325°F, cover the roast with tented foil and cook for an additional 45 minutes or until an instant-read thermometer registers 140° in the thickest part of the meat.
7. Remove from the oven and let sit for 10 minutes. Slice and serve warm.



Chance and Clemi Corner



10 Pet Safety Tips

1. Be aware of exposure time - take dogs out only to relieve themselves. Many dogs also need boots in winter weather, regardless of coat length.
2. Always walk dogs on a leash. Dogs can become disoriented or lost. Roads are often dangerous during snow conditions due to snowplow piles and ice.
3. Always keep ID tags on pets because animals can get lost during a winter storm. More pets are lost in the winter than any other time of the year, according to SPCA. Pets lose their ability to scent their way home in snow and icy conditions.
4. Never shave your dog down to the skin in winter - if your dog is long-haired, simply trim him/her. If your dog is short-haired, consider getting him/her a coat or sweater. Towels dry your pets as soon as they come inside.
5. Clean your pet's feet - salt can irritate or burn, as well as cause vomiting and even seizures. Antifreeze can be deadly if ingested.
6. Bathe your pets as little as possible during cold spells - washing too often can remove essential oils and increase the chance of developing dry, flaky skin.
7. Never take your dog or cat out after a bath unless they are completely dry.
8. Never leave pets unattended in the car without heat. Animals can freeze to death very quickly.
9. Be careful with cats - warm vehicle engines can attract cats who may crawl under the hood. Bang on the hood or blow your horn before starting the car.
10. Remember, if it is too cold for you, it's probably too cold for your pet, according to the ASPCA.

ONLINE FACEBOOK EVENTS



Sunday, January 2nd @ 12pm - 2pm
Colours of Winter - Zoom Paint Night by Artist's Palette Durham Region
\$10 a ticket

Sunday, January 24th @ 1pm—3:30pm
Online Baking Workshop hosted by Shiela's



Tuesday, February 2nd @ 1pm
8-Week Mindful Self - Compassion Online hosted by The Centre for Mindfulness Studies

Wednesday, February 3rd @ 10:30am
Caregivers Monthly Support Group hosted by Hospice of the Chesapeake



Elaine is a client, you can help support her business by visiting Elaine Lewis Yoga on Facebook or join her classes at Jala Yoga in Shepherdstown, WV (www.jalayogaflow.com).


Antietam Wealth Management
Bridging A Better Tomorrow.

RAYMOND JAMES®

Antietam Wealth Management
1125 Opal Court
Suite 1003
Hagerstown, MD 21740
P. 240-707-6610
F. 240-707-6611

PLEASE
PLACE
STAMP
HERE

Investing involves risk and you may incur a profit or loss regardless of strategy selected, including diversification and asset allocation. Past performance may not be indicative of future results. This material is being provided for information purposes only and is not a complete description, nor is it a recommendation. Prior to making an investment decision, please consult with your financial advisor about your individual situation. Expressions of opinion are as of this date and are subject to change without notice.

Antietam Wealth Management is not a registered broker/dealer and is independent of Raymond James Financial Services. Securities offered through Raymond James Financial Services, Inc., member FINRA / SIPC. Investment advisory services offered through Raymond James Financial Services Advisors, Inc.