



Now is the **TIME** to start
planning for the *rest of your life.*

Frank E. Oliver III

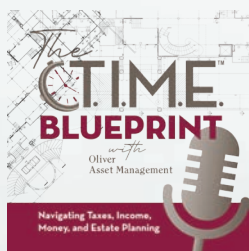
President & Founder

Frank, a passionate advocate for helping individuals with their finances, established a specialized financial firm dedicated to providing personalized retirement strategies. With a wealth of experience, extensive education, awards, and the accolade of being an author for a book on financial planning, Frank possesses a unique advantage in the industry. Having worked with hundreds of clients over more than two decades, he offers invaluable insights into effective planning procedures, with an emphasis on taxes, income, money and estate planning.

In addition to creating the T.I.M.E.™ process, Frank is a member of a group of experienced top financial advisors in the country dedicated to helping clients maximize their IRA and other retirement plan assets: Ed Slott's Master Elite IRA Advisor Group. His experience extends beyond IRAs; Frank has invested significant time in acquiring knowledge of Social Security strategies, money management, tax-reduction strategies, income planning, and so much more that enables him to design comprehensive retirement plans for his clients. His book, "Your T.I.M.E.™ is Now," serves as a testament to his experience and unwavering dedication to the field.

Beyond his client base, Frank's influence reaches far and wide. He actively trains and coaches fellow financial advisors across the country, sharing his wealth of experience and knowledge. By assisting fellow advisors, Frank strives to improve the efficiency and effectiveness of their service to clients.

Maintaining both his securities and life insurance licenses, Frank offers a diverse range of investment and insurance options to cater to his clients' needs. This comprehensive experience enables him to develop customized financial strategies for each individual client.



MEMBER OF
ED SLOTT'S
MASTER ELITE
IRA
ADVISOR
GROUP





What You Can Expect from Our T.I.M.E.™ Together

STEP 1

We will evaluate your needs. Our unique approach is all about you. We first get to know who you are and your objectives from a holistic perspective. We know how these can be delicate conversations, which is why we take the time to listen. We will also discuss details about your family, retirement income goals and objectives, and how to put a strategy into place.

STEP 2

Once we have established a clear understanding of your situation and have organized the puzzle pieces, we will recommend appropriate retirement products and strategies. Our **"T.I.M.E."** process is designed to address all of your retirement needs so you can enjoy a successful journey.

STEP 3

That strategy we help you implement will aim to give you the right tools and steps for a successful retirement. This goes back to our philosophy that it's all about you – not products. We get to know who you are and your objectives, so you can leave confidently knowing that whatever was discussed, we listened. As we work together, expect us to check in from time to time to make sure we're still meeting your needs, and to adjust your plan accordingly. One size doesn't fit all, and we will use all the tools in our toolbox to help keep you happy and guided toward the retirement you deserve.

When you visit our office, you will immediately experience a comfortable feeling. It's a friendly atmosphere where we pride ourselves on making you feel welcome the moment you walk in the door.

Our process is highly collaborative and we're always thinking of ways to enhance your experience. Our hope is you feel confident in our relationship knowing an experienced team is on your side. That family-feeling environment is just one of the factors that makes us different from the rest.

OUR T.I.M.E.TM PROCESS

Oliver Asset Management's proprietary **T.I.M.E.TM** Management planning process is designed to be a complete and thorough planning process. Our experience with designing unique retirement plans, and guiding many retirees into and through retirement, gives us valuable insight to efficient strategies when it comes to designing your retirement.

Our firm believes that a fully comprehensive plan should be much more than asset allocation and brokerage statements. Understanding a client's entire picture, from a budgetary and cash flow perspective, to taxes, required minimum distributions, risk tolerance, and estate planning desires are the foundation of our planning process.

Our goal is to ensure that all aspects of your plan have been evaluated and then designed using our sophisticated technology platforms. This process was created to help ensure we don't leave any stone unturned.

MANAGEMENT
SERVICES



TAX

Taxes on retirement plans during retirement can potentially pose a big tax bill risk. Evaluating current US taxes can greatly aid in the preservation of your assets. Designing tax-advantaged alternatives can offer several potential advantages for your retirement.

INCOME

Income planning needs to ensure predictable income will be accomplished during retirement. This challenging footwork evaluates social security planning coordinated with IRA withdrawals, tax strategies, and debt management. Well thought-out income planning is key in creating the foundation for reaching those retirement goals.

MONEY

Money management involves crafting a blend of different financial tools to help achieve the desired amount of risk-to-reward relationship. Simply moving funds from one account or investment to another without determining your needs and objectives may prove to be inefficient. Making your money work toward your goals often involves a number of strategies in addition to traditional investments.

ESTATE

Estate planning is often overlooked. We understand estate planning should synergize with the overall financial picture. Will and trust planning doesn't completely address tax issues with IRAs and 401(k)s. The IRS has strict rules regarding IRAs and trusts at death. We will work closely with your attorney to help make this work for you.

Take Some T.I.M.E. to Write Down
Your Questions/Concerns About:

TAX

INCOME

MONEY

ESTATE

IRA Planning

Know the Basics

Which types of retirement income vehicles should you explore for retirement? All of them, actually. Then, you choose a strategy that works best for you. So, if you're like many, an individual retirement account (IRA) will likely play a part in your income planning process. These tax-deferred accounts allow you to save for retirement while deferring taxes until you actually withdraw the money—and that deferral can help your money grow faster.

IRAs are popular among those saving for retirement, not only for their tax efficiencies, but also because of their flexibility. Inside an IRA, you can participate in nearly any type of financial product and can customize your allocation to make it as conservative or aggressive as you want.

The most commonly held IRA is the traditional IRA. It offers tax-deferred growth potential until withdrawals are taken and offers a deduction for contributions up to a certain limit. However, you will be taxed at ordinary income tax rates withdrawals and may incur a 10% IRS penalty before age 59½.

Another popular option is the Roth IRA. It offers tax-deferral like the traditional IRA, but doesn't offer a deduction for contributions. However, when you withdraw money after age 59½, the income is tax-free.



Traditional IRA contributions are tax-deductible when certain requirements are met. With a Roth, contributions are not tax-deductible, but earnings can be withdrawn income-tax-free if you're at least age 59½ and have had the Roth account at least five years. You also don't have to take required minimum distributions (RMDs) at a certain age, depending on your year of birth. It's important to note distributions from Roth IRAs cannot be used to fulfill the RMD from a traditional IRA.¹

Both traditional and Roth IRAs have contribution limits often making the accounts less attractive as one's income goes up. In the case of Roth IRAs, once you reach a certain income level, you're no longer allowed to make contributions.

If you have a moderate income, IRAs may be a more attractive savings option and may allow you to take full advantage of all of the flexibility and tax favorability they have to offer.

The longer an IRA is owned, the greater the balance tends to be, mostly due to the power of time and compounding. As you let your returns grow tax-deferred, that growth compounds year after year, and the balance grows.

Equities are the most common type of investment in IRAs. As of December 2024, the Investment Company Institute found that \$13.2 trillion of all assets in IRA or defined contribution plans had been invested in mutual funds.² That means stocks are a popular investment inside IRA accounts.

This speaks again to the time component of IRA ownership. IRAs are meant to be long-term savings vehicles. If you opened one in your 30s or 40s, you likely haven't touched that money in decades.

There are a lot of factors that influence the success of your IRAs and overall retirement plan. Asset allocation, taxes and contribution and withdrawal habits all play big roles. Oliver Asset Management can give you the information to help make good decisions so you can prepare properly and enter retirement with confidence.

¹ <http://www.rothira.com/traditional-ira-vs-roth-ira>

² https://www.ici.org/statistical-report/ret_24_q4



Converting Roth IRAs

Determining when, or if, you should convert your investments to a Roth IRA is an individual decision based on factors such as your financial situation, age, tax bracket, current investments and alternate sources of retirement income. Look to us to give you the guidance you need to make the right, informed decision.

What accounts are eligible to convert to a Roth IRA?

Because income limits were removed as of January 1, 2010, anyone is eligible to convert to a Roth IRA. You might consider using this opportunity to convert one or more of your qualified retirement savings accounts to a Roth IRA for its tax benefits at retirement.³

Convertible accounts include, but are not limited to:

- Traditional IRAs.
- Old 401(k) plans.
- SEP IRAs.
- Old 403(b) plans.
- Old 457 plans.

How can a Roth IRA conversion help protect me from future income tax rate increases?

The future is not always certain, especially when it comes to income taxes. However, a Roth IRA can be used as an option to help protect against future tax-rate increases because the account grows tax-free and qualified distributions from the account are also tax-free. This means you will have tax-free growth potential of hard-earned money and tax-free income at retirement.

What are the tax consequences (if any) of a Roth IRA conversion?

A conversion from a traditional IRA to a Roth IRA is taxable. The converted amount is treated as ordinary income, even if some, or all, of the growth in value of the traditional IRA was from an increase in the value of stocks or mutual funds. If all of your contributions to your traditional IRAs have been tax-deductible, then the full amount of your conversion is taxable.⁴

³ <http://www.aaii.com/financial-planning/article/new-rules-for-converting-to-a-roth-ira?adv=yes>

⁴ <http://resourcecenter.cuna.org/13070/print/1176/html#jump3461>

Understand Your Conversion Options

- Generally, you shouldn't convert to a Roth IRA if you can't pay the tax on the conversion from a source outside of the IRA. By paying the conversion taxes with income from the investments, you not only reduce the amount of the conversion, thus resulting in less tax-free money, but you can also cause an early distribution penalty if you're under age 59½.

- A partial conversion may be an option. A partial conversion to a Roth IRA allows you to convert a portion of an existing IRA while avoiding the shift to a higher tax bracket during the conversion year.
- When do you retire? Usually, the older you are (or closer you are to retirement), the less sense it makes to convert a traditional IRA to a Roth. This is because you'll have less time for the tax-free growth to make up for what you paid in taxes on the conversion.
- Do you anticipate your tax bracket increasing or decreasing in the future? If you expect to drop into a much lower income tax bracket after you retire, a conversion may not make sense. You will have to pay income tax on the conversion at your currently, potentially higher tax rate. Instead, you may want to let the money compound in your traditional IRA and pay taxes at your lower expected rate in retirement.



It's important to understand these are merely guidelines and your particular situation may call for different action. Consult with a qualified tax advisor to understand what's best for your situation.

Recognize the Advantages of Converting

The potential benefits of converting assets to a Roth IRA vary by individual. A Roth conversion may not be beneficial to some, while it may benefit others greatly. Next, we'll cover some of the key benefits of converting a traditional IRA to a Roth IRA.

Potential for Greater Net Income and Withdrawals

A Roth IRA offers you the potential for greater net income than a traditional IRA. Because the withdrawals, subject to requirements, are income-tax-free on a Roth IRA, you receive more dollars in your pocket as opposed to a portion of your withdrawal being taxed, as with a traditional IRA.

Suppose you have a Roth IRA with a \$10,000 balance. If you meet all the rules, you won't pay taxes when you withdraw that \$10,000, or on any of the earnings it generates. Compare a traditional IRA with the same balance. When you withdraw that \$10,000, you'll pay a percentage of that amount and its earnings to the IRS.

No Required Minimum Distributions (RMDs)

This is another benefit that may help you to accumulate greater wealth in your later years. Rules for the traditional IRA require you to begin receiving RMDs when you reach a certain age, depending on your year of birth ("RMD age"). Even if you don't need those distributions, they still require an annual (and taxable) distribution. The RMD rules don't apply to a Roth IRA until after the owner dies. A Roth IRA owner who survives well past their RMD age may leave a much greater amount of wealth to children or other beneficiaries as a result of this rule. For this reason, a Roth IRA conversion could pay off handsomely.

Income-Tax-Free Inheritance for Beneficiaries

If your beneficiaries receive a traditional IRA, they'll have to pay income tax on the amounts withdrawn. The value of what you transfer to them is reduced by the amount of the taxes. Your beneficiaries get to keep 100 percent of the amounts they withdraw with a Roth IRA, which can be a significant financial advantage to them in the long run.

Conversions can be confusing—that's where we come in. At Oliver Asset Management, we'll guide you in the right direction.

What You Need to Know about Required Minimum Distributions (RMDs)

Decisions can be difficult—especially those involving finances and retirement income planning. Here, we'll address commonly asked questions and misperceptions about taking RMDs from traditional IRAs.

Although Individual Retirement Accounts (IRAs) provide tax-deferred accumulation of funds for many years, taxation on distribution amounts is inevitable. Since the government requires you to take RMDs from your traditional IRAs annually after your RMD age, you can't avoid the tax on those withdrawals.

When you turn your RMD age, your initial distribution must be taken by April 1 following the calendar year you reach your RMD age. After the initial distribution, you must make annual distributions by December 31 of each year.

Since IRA money is taxable upon withdrawal, it's important you understand and make preparations for taxation. More importantly, you also need to determine what you want to



do with the additional funds available to you as a result of the withdrawal. Do you pay off bills? Take the vacation of a lifetime? Provide financial assistance to a son or daughter? The more you know before your RMD age, the better prepared you are to make the right financial decisions for you and your family.

Do you *have* to take the RMD? Yes. The government rules are clear. If you, as a traditional owner, do not take out the required amount, you will be subject to a 10-25%

penalty on the amount that should have been distributed. The tax repercussions and other penalties from not taking the RMD could become a cyclical issue for you in years to come. It may be hard for you to get back on track as a result of the penalty.

How much you're required to take out is determined by dividing the previous year-end value of your IRA(s) by your life expectancy factor. This life expectancy factor is determined by the IRS' Uniform Lifetime Table found at [irs.gov](https://www.irs.gov). There is a separate table used if your spouse is the sole beneficiary of your IRA and he/she is more than 10 years younger than you. Note that since the value of your IRA(s), along with your life expectancy, will change each year, your RMD will also change from year to year.

Do Roths have RMDs?

Since Roth IRAs are funded with post-tax dollars, there are no RMD requirements for Roth IRA owners. However, if you are a Roth IRA beneficiary, you must adhere to specific distribution requirements for beneficiaries, or face IRS penalties.

This stage in life is an exciting time. You may be at the peak of your career and enjoying working or you may be wrapping up your career and transitioning to retirement. In either case, now is your chance to make sure you have everything in place to enjoy retirement when the time arrives, and Oliver Asset Management is here to help you do just that.

Oliver Asset Management takes a distinctly unique approach to financial planning. We evaluate several aspects of your plan designed to help create optimal outcomes for a stable retirement. Our beliefs are that planning doesn't start or stop at the implementation of investment or insurance products. Your Oliver Asset Management plan isn't complete until we implement our proprietary **T.I.M.E.**™ planning method. Using this comprehensive approach will help us identify what is important for your situation to help create the financial future you desire.



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We take the T.I.M.E.[™] to help build your success.



The T.I.M.E.[™] to start planning is now!



T.I.M.E.TM
tax • income • money • estate

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VISIT WEBSITE

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