

# THE Rational Optimist™



## Trouble at the Lake!

### *A Plethora of Entitlement; a Paucity of Responsibility*

BY JEFFREY JANSON, CFP®, AIFA®, SENIOR WEALTH ADVISOR



Successfully navigating the myriad issues of passing on the family cottage or Florida condo to subsequent generations requires both the patience of Job and the wisdom of Solomon.

Parents start with the best of intentions. It comes from a good place. They remember all the great memories they created with their young family and want subsequent generations to have that same opportunity!

They reason that their kids are now grown up, each gainfully employed, and starting families of their own, so it should be easy to share the cost (and usage) among siblings who love each other, right?

Spread across 2, 3, or 4 families, it should be much easier for their now-grown kids to afford those memory-making opportunities for their own respective families than it was for them when they originally bought the place decades ago.

Besides, the cottage can serve as a place for the whole family to periodically come together and enjoy some quality hang time even after the parents pass on. Siblings will get to see each other regularly; cousins will get to know their cousins, etc.

It sounds like a plan to ensure idyllic family harmony gets passed down to the next generations of kids and grandkids alike. That siren song of family harmony is difficult to ignore. But virtually everyone I know who has ever had access to a family property also has a list of horror stories to tell!

What could go wrong?

The practical realities of such a time and cost-sharing arrangement quickly overshadow the desire for extended family unity. It doesn't take long to hear some version of the following issues:



*"The last person here used all the gas in the boat and didn't replace it, so I got stuck in the middle of the lake!"*

*"Well, when we started, the kids were little, but now they are all in travel hockey, so we aren't going to be using it near enough to justify the cost going forward, so we want out."*

*"Whoever was here last left a mess in the kitchen and didn't clean it up! Yes, I'm looking at you, James! Cheetos everywhere!"*

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### ALSO IN THIS ISSUE:

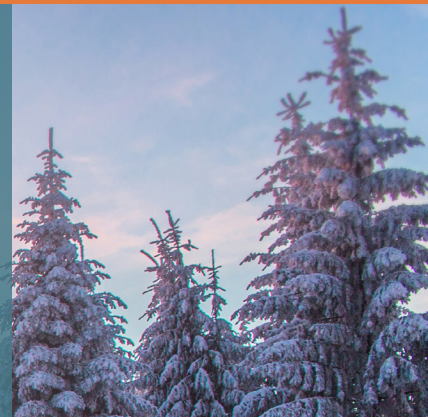
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*"The dock needs to be replaced." "No, it doesn't; it's fine as is."*

*"Your kids want to bring friends to the cottage, but I'm concerned about the liability of the rope swing on the lake! I say, No guests! I don't want to get sued!"*

*"No, you can't have your kid's graduation party here! Where would they all park?"*

*"For some strange reason, you expect us to cover the cost of food, drinks, and gas in the boat whenever we are here together! What gives? Are you ever going to pull your weight?"*

*"It's time to replace the window treatments, so that means everyone owes me \$250 to reimburse for what I bought. I didn't have time to confer with all of you; I would have missed the sale! Just be glad I got us all a deal! Now, pay me back, please."*

*"Mom, I don't want to go to the cottage this weekend; my friends are all back home. Besides, I'm bored at the cottage."*

*"I call July 4th weekend this year! You've hogged it the last three years in a row!"*

*"We are always at the cottage on July 4th weekend, and we have standing plans with friends who always come up and join us! I can't cancel them now; you don't want me to be rude, do you?! Besides, you could take Ground Hog's Day! That's still open!"*

*"The condo board just put out a surprise assessment. It looks like your share will be \$7,500 apiece."*

*"I want to rent the place to help cover some of these carrying costs, but you selfishly want to use it during the prime season when we can get a better rent rate!"*

## So what is the solution?

Hope for the best and plan for the worst—good advice for this situation. Planning for the worst means you must do your best to anticipate potential issues and codify in writing some mutually agreed upon usage and cost-sharing arrangement for the cottage or condo.

You must plan for issues before they happen because it is inevitable that they will. Further, getting "buy-in" from everyone is critical before proceeding so that everyone knows what is expected of them going into the arrangement. If they can't sign on or agree to operate this way, then it is better to find that out now than in the middle of a family-shattering argument!

This "statement of expectation" is best done by Father and Mother so that you can express your intentions clearly, both for what you want and what you don't want. I can't emphasize enough how helpful it is to have the original owner of the property express a desire for family unity to be the priority and how the property will be used and shared.

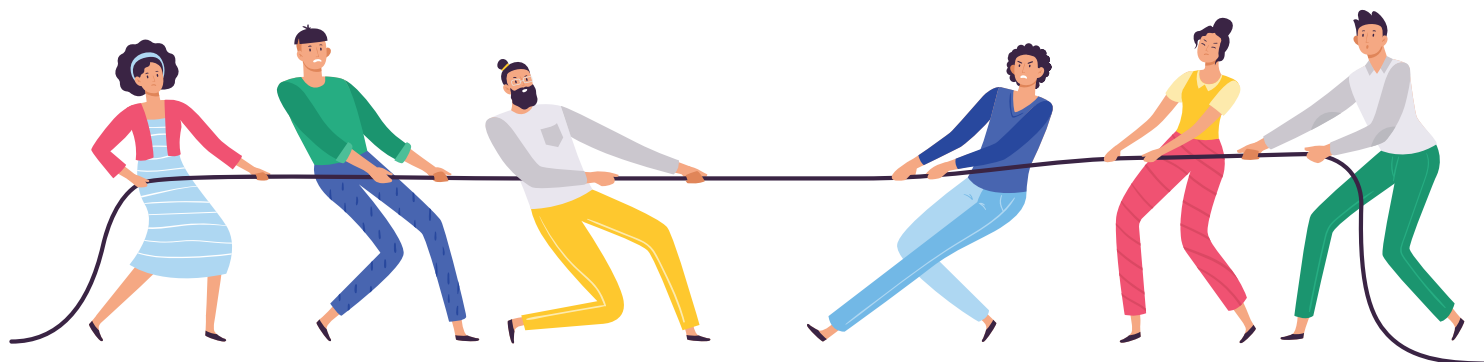
This clarity can serve as a touchstone for arguing siblings long after you're gone when they think back on how this whole thing got started. It is invaluable.

## Too many cooks in the kitchen.

A nuclear family that has four married kids has the potential for up to 8 alternate opinions (remember the kid's spouses will have thoughts too) about how things should be run! That is a recipe for disaster and family disharmony unless everyone understands and agrees to the deal ahead of time. It is worth the strenuous effort to do this on the front end.

At a minimum, a formalized usage and cost-sharing agreement should address the following (this is not a complete list) issues:

*Continued on page 4*



# When is it Time to Start Talking About Leaving the Family Business?

BY ANDREW DICKENS, DIRECTOR OF PENSION SERVICES & WEALTH ADVISOR



There is an old saying: “nothing is certain, except death and taxes”. I would argue for business owners, there’s one other certainty: one day you will leave your business for good, whether you walk out or someone carries you out.

Advisors often refer to these two outcomes as (1) the “vertical” exit plan which has the owner walking out the door under terms that are acceptable to them, and (2) the “horizontal” exit plan which has the owner leaving the business prematurely due to illness, disability, or death.

to make about the business that could have been mitigated by proper planning.

Even if tragedy has not struck, it often takes years to prepare a business’s value drivers for sale or implement an internal or family succession plan. The more time you have to prepare the better you will be able to manage expectations along the way.



Trying to plan for something we know will happen should be straightforward, but often it is not. Many business owners look at exit planning as a daunting task and leave it alone until

either something happens to them or it is too late.

Or, they’re not in the position they thought they were and realize they should have started the conversation years earlier.

The same business owners may also be hesitant to work with a financial planning firm; and even if they do, they are often reluctant to talk about planning for the transition out of the business. It is striking when the business is often the most valuable asset they own.

So when is the right time for an owner to start having those conversations, and with whom? How do we overcome reluctance to engage in a dialogue? How do we move from a starting point all the way to a complete exit?

Most owners feel that the right time to start talking about exiting their business is simply when they are ready to start talking about it. Often, it is when they have come to a point where they can start to pinpoint a date or an event that they can see transitioning back or completely out of the business. For many, they feel ready to talk about it when that event is less than five years away for them.

For a vertical plan that might be ok, but what if that owner suffered a tragic accident or diagnosis a few years before and could not continue to work? The reputation, credit-worthiness, and value of that business is often tied hand and foot to the principal owners. If that person is suddenly not able to work, their family might have some tough decisions



*How do we overcome reluctance to engage in a dialogue? How do we move from a starting point all the way to a complete exit?*

So the right time to start having those conversations is always “right now!”

Once you understand that now is the time to start a conversation, you should be able to accept there exists an immediate need for you, your business and especially your family to at least begin the process of uncovering options for both good and bad events that have yet to pan out.

Overcoming reluctance to engage begins with accepting the fact that there exists an immediate planning need for almost everything and everyone you care about who depend on you.

Finally, how do we manage such a complex and daunting task?

There is another old saying: “the only way to eat an elephant is one bite at a time”.

And that’s really as simple as it gets. The best way to tackle a big project is to begin by prioritizing what is most important to you and the people you love, and then begin implementing a strategy to manage those priorities one at a time.

When it comes to developing a complete succession and exit plan for a business owner there are often five to ten priorities that should be addressed, and some of those priorities like possibly driving up the value metrics for a third-party sale might takes years to fully implement.

Which goes back to my original answer on when the right time is to start having these conversations. Right now. Today.

A stylized, handwritten signature in black ink, appearing to read 'Andrew Dickens'.

- Is there an initial deposit to pre-fund an annual maintenance account? What are the ongoing annual costs each family needs to pay?
- What happens when I can't afford it anymore, but I still want to use it? Any grace period on non-payment?
- What happens if I want to sell my share? Can I sell to anyone, or does the family have a right of first refusal? What if no one else in the family wants to buy me out when I want or need to sell?
- What happens if I die and my wife remarries and wants to bring her new husband and his kids from a previous marriage to the condo?
- How often can each family use it? Who is in charge of scheduling?
- What about holidays? How do you split those up?
- Are there ever times for shared family usage?
- Will it be scheduled evenly across interested parties or on a "first come, first served" basis?
- Who is responsible for maintaining the property? One of us? All of us? Hire someone?
- What happens when one sibling doesn't "pull their weight?"
- Will it / Can it be rented to defray the carrying costs?
- Who determines the annual budget? How much is required as the ongoing split cost of maintenance?
- What about unplanned emergency repairs or assessments?
- Who has access to or controls the expenditure fund?
- Who is responsible for paying the bills?
- How will disagreements be resolved amicably? By majority vote? By deferring to Mom and Dad? Mediation? Arbitration? Veto ability?
- How will it be owned? Tenancy in common? LLC? Jointly with Right of Survivorship?
- Can friends use your cottage or family only? Can friends use it with a family member present?
- What happens if we want to end the participation arrangement?

In summary, be clear about the value of and expectation for family harmony as the ultimate priority. Talk things through as a family and communicate expectations regarding attitude, scheduling, participation, and cost-sharing.

Have the usage and cost-sharing agreement drafted by a competent attorney and have each family member who wants to participate in the arrangement sign the deal. Get everyone a copy of what they have agreed to.

If you do this, you will set your family up for success and many beautiful memories over the years. However, if they still can't find it in themselves to cooperate and co-exist harmoniously, you can always sell the asset.

Best Regards,



***Keep an eye on your inbox for additional information to share with your friends & family members***  
***Let's keep in touch: [connect@mysummitwealth.com](mailto:connect@mysummitwealth.com)***



# Building a Community of Sharing at Women & Wealth Events

BY SHARI HOOPER, CSA®, BFA™, SENIOR WEALTH ADVISOR



## "Calling all Michigan ladies to Women and Wealth!"

What is it, you might ask? It's a monthly networking event for women of all ages to join together at a venue that changes each time to create some excitement and the opportunity to experience new things. Each third Thursday of the month, we meet at a new restaurant.

It all began when a client shared how her group of friends celebrated birthdays. Each month, the birthday person gets to choose the venue to celebrate as long as it's the following letter in the alphabet. From this great idea, Women and Wealth gatherings were born.

The true meaning behind this social group is to bring about change for women's financial education and awareness. The goal is to provide a setting where women can come together each month and build a sharing community.

Each restaurant chosen brings about an opportunity for the atmosphere to be loud and fun or quiet and peaceful. There is often an energetic vibe, and it is very uplifting.

The conversations typically begin by sharing about spouses, children, and careers. Business cards are exchanged frequently, leading to beneficial local networking opportunities. You can look forward to meeting new women in the area, enjoying drinks and food, and lots of laughter.



## Expect honest and helpful feedback in a non-judgmental environment

One of the most memorable events was the letter Q. I'm sure you can only imagine what restaurant would begin with the letter Q. Yet, it landed us on a local favorite in the Cheshire area of Grand Rapids- A cherished "dive bar" called Quinn And Tuites Irish Pub. There were about 12 ladies that evening, and it was a great experience!

The largest group was 25 women. Thankfully we had a private room because, as you can imagine, having a group of women of this size was a roaring good time- anyone they tried to sit near us requested another table!

The memories have become a consistent conversation topic now that we've been meeting for almost three years. Adding stories from each month or recalling memories of a particular venue has been fun. If you can remember ALL 24 restaurants in our first two years together, please email me to share! As I recall these memories, my heart is full with a smile on my face.

When I first began these Women and Wealth gatherings, they started as lunches, but changing the event to cocktails at the end of the day has changed the atmosphere for the better. This group is for all women, including our adult daughters and granddaughters, who can also benefit from the information or the opportunity to ask questions themselves.

We enjoy diverse groups of ladies of all ages. This mix of women makes for genuinely engaging conversation.

I bring a new education piece to each event to spark finance-related talks. I do find that many of the ladies will ask excellent questions about their statements, assets, the economy, and even employee benefits. They can anticipate honest and helpful feedback in a non-judgmental environment. After the event, I follow up with the ladies to ensure their concerns were addressed.

While these are fantastic lighthearted social gatherings, the purpose of the event name "Women and Wealth" is to recognize women's challenges with financial literacy, longevity, avoiding poverty when single, healthcare concerns, or caring for their families. Women and Wealth events provide a safe place to share, ask questions, and gain insightful education to help proactively address challenges later in life.

If you would like to be added to our invitation mailing list, please reach out to me. If you live in the Grand Rapids area, I invite each of you to come out and join me at our next event in the New Year.

Warm Regards,



# Gaining Financial Clarity Through Strong Relationships

BY JACK MALARIK, WEALTH ADVISOR

Mrs. B was referred to me by one of her two sons. She is a widow and was in her mid-sixties when we first met. She was asking for help coordinating her savings and investments and putting a financial plan in place.

She chose the unlimited care option, which guaranteed her care, if needed, for as long as she lived. I discussed this policy with her children at the time of issue, and both argued against it. They loved their mother, and it cost too much; she would never be a burden, they insisted.

*Developing a meaningful relationship is one of the most rewarding parts of this job.*

In the end, she decided to keep the policy. The annual premiums were paid for by the Required Minimum Distributions from her retirement accounts.

Mrs. B moved to Cleveland, Ohio, with her husband from a small coal town in southwestern Pennsylvania, common in the 1950s. My parents followed the same path. We had an immediate connection.

She is a very religious person and lived a short walk from her church, where she volunteered daily. This activity was her social network. She was experiencing some health changes at the time of our meeting and was concerned about managing things on her own in the future. She has two children and did not want either of them to worry about caring for her. This concern is a comment I often hear as an advisor.

Mrs. B had modest savings and owned her home. Her children were in nearby towns and visited monthly. Mrs. B's financial plan focused on her desire to stay active and independent.

Her pension and Social Security income paid for her daily living expenses, while some of her savings were in an account that guaranteed annual income. This income was used to pay for travel and things she called "luxuries."

These luxuries were to travel and give her grandchildren precisely what they asked for on their birthdays. The grandchildren figured this out quickly, and the strategy ended when one asked for a car on their sixteenth birthday.

Our next challenge was to make sure Mrs. B was never a burden to her children. Those are her words. We accomplished this using an annual premium long-term care policy. This policy would pay for any care, including home health care, care in an assisted living facility, or nursing home.



Mrs. B had some health issues. She was losing her sight to macular degeneration. I reminded her about her "Luxury" account and asked where she wanted to visit as long as her eyesight was good enough to travel. She said Our Lady of Lourdes in France. We found a group trip that provided help to people with her health challenges. She had a great time and purchased a snow globe for me as a thank you.

Over time Mrs. B had other challenges. Her beloved church closed due to changing demographics. She moved to be closer to one of her children and ultimately needed long-term health care. She first became a resident in the assisted-living section and moved into the long-term care unit in the same facility a few years ago.

She has lived in this community for over sixteen years. The cost of care has been fully paid for by the benefits of her long-term health care policy. The cost of the premiums she paid was recovered with the first year of residence. More importantly, she is getting the care she needs.

Working with a financial advisor can be as personal as you are comfortable with. I know the basic information on a few clients and quite a bit of personal information on most

*Continued on next page >*



*As a value-added service to you, please feel free to tell your family, friends and colleagues that they may use us as a sounding board for their financial concerns free of charge and without obligation.*



others. It is most helpful to know as much as possible about a client when building a financial plan.

I knew Mrs. B most wanted to remain as independent as possible. She accomplished this with the help of the plan we put together. It is valuable to make a plan to meet your goals, regardless of family influence.

In Mrs. B's case, she shared a lot about her growing up in Pennsylvania. She shared with me that she had a younger brother. He was a good baseball player and had offers to play professionally. He was drafted into the Army out of high school and died in the Korean War.

I live in Cleveland. Our Municipal Stadium was torn down in the early 1990s. Much of the contents of the offices were sold in a public auction. I met a man who bought several file cabinets and sold some of the items he did not want. I was looking for items I could put into a notebook for my office coffee table; unique things.

He showed me some file cards used by the baseball scouts that had prospects' names and descriptions of their talents and maybe a comment or two. I purchased about 30

random file cards. I read through each one, placed them into a plastic holder, and put them in a notebook. I did not look at them again until I changed my décor from a baseball theme.

We met in 1987, and I unknowingly had the scouting card for Mrs. B's brother in my possession for nearly our entire relationship. I had the opportunity to give it to her at her nursing home in 2004, which resulted in many happy tears.



The relationship I developed with this person allowed me to give one of the most memorable gifts in my life. I still have the snow globe Mrs. B gave to me out on display, reminding me to stay focused on what truly matters in life. Developing a meaningful relationship is one of the most rewarding parts of this job.

I encourage you to talk to your advisor on a personal level. The connection can be valuable beyond measure.

Regards,

*Jack*

## What's New In Your Life?

*Changes in your job? Family? Finances?  
Get Clarity with your Summit  
Financial Plan*



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**Let us know how we can help.  
Thank you for your TRUST and CONFIDENCE.**



# Will Stocks Get Priced By 1/2 a Penny in the Near Future?

BY JASON PRINT, CFP®, CO-PRESIDENT & CEO

When I obtained my first securities license and was new to the industry, the spread between stock prices was fractions.

Typically the spread between the bid (the highest price a buyer was willing to pay) and the offer (the lowest price someone was willing to sell the stock) was 1/8. Stocks that didn't trade as frequently may trade with a 1/2 point between the buyer and seller. The most heavily traded names could get as narrow as 1/16.

For much of the New York Stock Exchange history, the tightest spread between buyers and sellers was 1/8, the equivalent of 12.5 cents. Before moving to decimals, the NYSE allowed some more heavily traded securities to 1/16 of a dollar.

The more narrow the spread between buyers and sellers, the lower the cost of buying and selling securities. Many people think of commissions as transaction costs, and while that's true, commissions are a cost; another cost many people don't think about is the bid/ask spread.

If you're a security buyer with a market order, you are paying the lowest price a seller will sell it for. As a seller, you will sell to the highest bidder.

In 2001, the Securities and Exchange Commission moved from fractions to decimals, paving the way for reducing transaction costs by narrowing the spread between a buyer and seller to pennies. Technology has played a large role in decreasing the overall costs for investors.

Adrian Griffiths, head of market structure for MEMX (Members Exchange), said, "bid-ask spreads are a huge portion of the transaction costs that investors pay."

Technology has also fueled a reduction of spreads. As computers made buying and selling securities much easier and more cost-effective, we have seen a significant increase in overall volume during the trading days. Most securities on public exchanges now trade with pennies between buyers and sellers vs. 12.5 or 25 cents a couple of decades ago.

The invention of the internet and the continuing increase in bandwidth and speed has paved the way for increases in trading volume. Powerful computers with high-speed internet connections allow High-Frequency Traders to execute vast numbers of shares and trades in fractions of a second. While

High-Frequency Trading isn't without its critics, it increases liquidity, which helps reduce bid/ask spreads.

Critics say that High-Frequency Traders magnify market movements as they are not long term holders and seek to quickly exit a position after a small profit. Some also complain these High-Frequency Traders have an unfair advantage due to being able to execute trades ahead of other market participants.

When the New York Stock Exchange began more than 200 years ago, it was based on the Spanish trading system. Before the U.S. dollar was thought of, the Spanish traders used gold doubloons to facilitate trade. The doubloons were divided into 2, 4, or 8 pieces.



The NYSE adopted the system and therefore used 1/8 fractions instead of decimals. Losing 12.5 cents may not make a huge difference for a retail investor. However, for a large institution that is buying millions of shares, this is a significant cost/loss. Moving to decimals has helped reduce this cost.

In September 2020, a new exchange was launched titled the Members Exchange. MEMX is the fastest-growing exchange, and its founding members include Goldman Sachs, Morgan Stanley, Charles Schwab, and Blackrock.

MEMX has put forth a proposal for the Securities and Exchange Commission to allow some heavily traded stocks to be priced in increments of half a cent. So, Google may start trading at \$2,874.725, and Facebook may trade at \$375.265. MEMX is making the case that moving to a 1/2 penny will further decrease transaction costs.

At Summit Wealth Partners, costs are a focus, as they create a drag on performance. A narrowing of the spread between buyers and sellers is one example of technology reducing overall costs for investors. While there will always be a risk of unintended consequences with any technological advancement, a continuing effort to reduce costs helps all market participants large and small.

Best Regards,



# SUMMIT SPOTLIGHT

A LOOK INTO THE LIVES OF THE SUMMIT TEAM

## Welcome to the Team, Natalia & Ryan!

Introducing 2 talented new additions to the Orlando and Naples Client Service Teams.



Ryan Gavin joined the Summit Naples team in 2021 and serves as a Portfolio Manager. He began his career in the healthcare industry in 2010, where he worked for Lee Health and played a key role in transitioning to an electronic medical records system.

In 2017, Ryan transitioned to the finance industry to pursue his passion for investing. He began his finance career at Naples Global Advisors, where he conducted investment research and analysis while working with a team to serve high net worth clients. Ryan is passionate about evidence-based investing and using data to evaluate important financial decisions.

Ryan is a graduate of Florida Gulf Coast University and has bachelor's degrees in finance and health science. He is a Level III candidate in the CFA program and has attained the FINRA series 65 securities license. The CFA designation is globally recognized and attests to a charterholder's success in a rigorous and comprehensive study program in the field of investment management and research analysis.

Ryan was born and raised in Southwest Florida. Outside of work, he enjoys working out, watching sports, spending time with friends, and reading.

### FACTS ABOUT RYAN

- \* Raised in Cape Coral, FL
- \* Loves pizza
- \* Marvel movie fan
- \* Chess player
- \* On a quest to find the next best burger spot
- \* Drinks smoothies daily
- \* Favorite movie: The Shawshank Redemption
- \* Favorite author: Michael Lewis



Luz Natalia Fuentes joined the Summit Wealth Partners Orlando team in April of 2021. She earned her undergraduate degree in Finance at the University of Central Florida in the fall of 2016. During her time at UCF, she was involved with the membership committee for ALPFA (Association of Latino Professionals

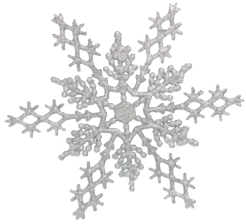
for America), where she actively helped students develop professionally, as well as recruited new students to become members. Natalia speaks fluent Spanish. She was a valuable intern at Summit Wealth Partners from 2017-2018.

Prior to returning to Summit as a Client Service Specialist, she worked at the Bank of New York Mellon – Pershing where she worked in the mutual funds department as a dividend reconciliation specialist. She then got promoted to work for Pershing's direct brokerage services department, where she serviced broker-dealers by assisting them to maintain their clients' accounts. Throughout her experience at Bank of New York, it gradually became clear to her that she wanted to pursue client service and relationship management.

Her interest for the finance world began back in high school. She is passionate about the power of financial knowledge transforming small communities. As a finance professional, she has become particularly interested in continuously learning skills that focus on analyzing investment opportunities that will optimize shareholders' value which, in return, will transform small businesses and communities financially.

### FACTS ABOUT NATALIA

- \* Bilingual - Spanish/English
- \* Raised in NJ/NY Area
- \* Loves seafood
- \* Enjoys cooking new recipes
- \* Escapes to Miami, FL for mini getaways
- \* Used to have pet goats, but was allergic to them
- \* Former competitive swimmer
- \* ...Where she won the longest hair award!



# FAVORITE Holiday MOVIES



Chad W.



Ryan



Andrew



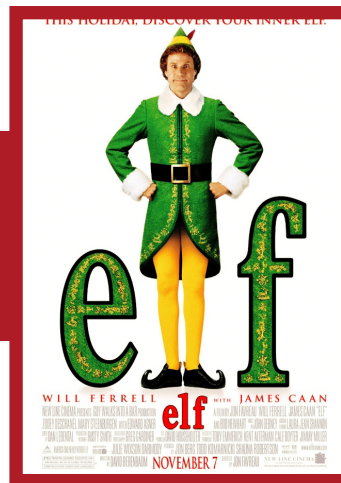
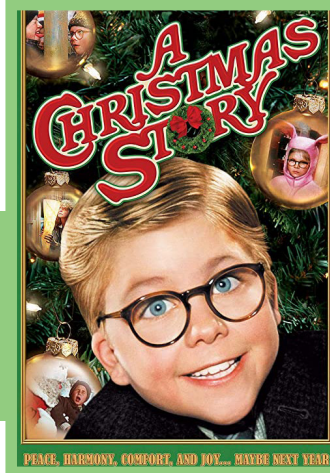
Chad L.



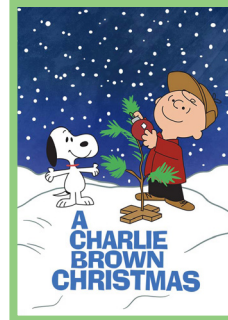
Jason



Jack



Bill



Natalia



Kristiana



Amanda



Jeff



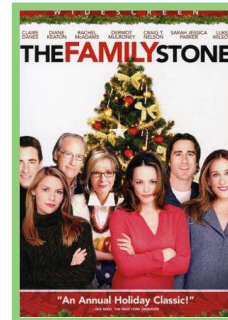
Shari



Alyssa



Korina



Wendy





## Welcome to the World, *Leo Wesley Daniels*

Born 10.28.2021 at 3:13 pm  
8 pounds 12 ounces  
18.5 inches

"We welcomed Leo Wesley Daniels into the world on October 28, 2021. He has brought so much joy to our little family in his first handful of weeks. We are soaking in each sweet moment with him and are so thankful for the opportunity to be his parents!"

*Kristiana*

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### Congratulations Wendy Nieves, FPQP®



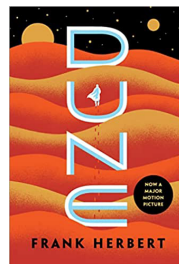
We are proud to announce that Wendy has earned the professional designation of Financial Para-planner Qualified Professional. The insight from this designation will help Wendy continue to deliver world-class service as she assists our Advisors and Financial Planners here at Summit. The practical approach of the FPQP® program focuses on all the main aspects in personal financial planning. We appreciate all of her hard work and commitment to continuing education.

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### BOOKS WE'RE READING:



**The Midnight Library** | by Matt Haig  
Somewhere out beyond the edge of the universe there is a library that contains an infinite number of books, each one the story of another reality. One tells the story of your life as it is, along with another book for the other life you could have lived if you had made a different choice at any point in your life. While we all wonder how our lives might have been, what if you had the chance to go to the library and see for yourself? Would any of these other lives truly be better?



**Dune (Dune Chronicles, Book 1)** | by Frank Herbert  
Set on the desert planet Arrakis, Dune is the story of the boy Paul Atrides, heir to a noble family tasked with ruling an inhospitable world where the only thing of value is the "spice" melange, a drug capable of extending life and enhancing consciousness. Coveted across the known universe, melange is a prize worth killing for... A stunning blend of adventure and mysticism, environmentalism and politics, Dune won the first Nebula Award, shared the Hugo Award, and formed the basis of what is undoubtedly the grandest epic in science fiction.

*Covers & Summaries: Amazon.com*



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# SUMMIT WEALTH — PARTNERS, LLC —

## INSIDE THE RATIONAL OPTIMIST:

- ➔ *How to navigate passing on the family cottage*
- ➔ *When to start talking about leaving the Family Business*
- ➔ *Women & Wealth Events : Building a Community of Sharing*
- ➔ *Gaining Financial Clarity Through Strong Relationships*
- ➔ *Will Stocks Get Priced By ½ a Penny in the Near Future?*
- ➔ *Summit Spotlight - Holiday Edition*



### Our Offices Will be Closed the Following Days in December & January:

- ★ Friday, December 24<sup>th</sup> (Christmas holiday observed)
- ★ Monday, January 17<sup>th</sup> for Martin Luther King, Jr. Day



Summit Wealth Partners was Nationally Recognized  
in the top 50 Emerging Registered Investment  
Advisor Firms of 2020 by RIA Channel

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