

MALLARD *Money Matters*

July 2021

Our Mission, by Joseph L. Daigle II, CFEI, CEO



750 Barksdale Road
Newark, DE 19711

We are a Fee-Only firm
providing
investment management
and financial planning
to over 200 clients.

Contact us to learn more.

302-737-4546

info@mallardfinancial.com

www.mallardfinancial.com

About a year ago, our Management Team did some soul searching. That led us to create an explicit Vision and Mission Statement we now use to guide the business:

Our Vision is

To be people's trusted partner for financial advice through all of life's stages.


Our Mission Statement is

We deliver meaningful, accessible, and trustworthy financial advice because no one should have to struggle alone with financial concerns. That's why we work hard every day to bring personal financial solutions to people in all walks of life, while following the highest standards of ethical behavior.

Our Management Team also determined it was time to build the internal infrastructure to guide the next 5, 10, and 20 years of our business. Since then, we have been hard at work, *not only doing the business* of serving our clients with responsive, accurate, data-driven financial advice; *but also working on the business* by laying the groundwork to improve, systematize, and optimize how we work to meet our clients' needs as effectively as possible.

Using our Vision and Mission Statement as our guides, we accomplished three important projects during the past year:

1. We were able to quickly pivot to meet clients and prospective clients where they wanted to meet. We can now (securely) meet virtually or in person at our office. We also renovated our client meeting rooms to be more comfortable—more like living rooms and less like formal offices.
2. We automated more of our back office functions. Did you know we do our own securities trading? We reduced our trading time and increased our efficiency.
3. We further integrated cybersecurity into our daily business. We now use MS Teams internally and have changed our IT support system.

Whether you are a client or not, you can always reach out and let me know how Mallard might be able to help you. 

Can I Retire? by Alan R. Menase, CFP®, Associate Financial Planner


Our advisors at Mallard are often asked this very loaded question. On the one hand, you may retire at any time that you wish. However, a more pertinent question is: *Can I retire to the lifestyle I seek and maintain a quality of life for the rest of my living years?*

It's impossible to definitively answer the question of when you can retire and be comfortable financially without knowing how long you will live. Fortunately, there are tools that can provide further insight into this age-old question. A doctor named Thomas Perls came up with The Living to 100 Life Expectancy Calculator, which asks questions about your general background, lifestyle, nutrition, health, and so forth. You can access the calculator through this link – <https://www.livingto100.com/calculator>. It will probably take about ten minutes or so to complete the questionnaire. After that, you will see the age that you may live to.

There are many other important considerations to factor in regarding your retirement as well. For instance: If I still have a mortgage, shall I pay it off? Can I age comfortably in my house? Does long-term insurance coverage make sense? Do I have an emergency fund in place for high unexpected costs (e.g., home renovations, car expenses, out-of-pocket medical expenses, etc.)? Can I receive health insurance coverage through my employer after I retire? If so, for how long and at what level? When should I sign up for Medicare? Does it make sense to sign up for a supplemental policy? We are not experts at Mallard on Medicare; however, given it's an essential element in all our clients' lives, we often refer clients to an organization that specializes in all things related to Medicare. They have served as a tremendous resource to our clients by assisting them with signing up for the appropriate coverage (Part B and/or supplemental) and matching up the prescription needs with the appropriate Medicare drug plan (Part D).

Another important consideration is if you want to self-manage your investments. For most people, their investment portfolio serves as the source of their new paycheck for the rest of their life. This brings up important questions such as, are my funds invested according to my investment risk tolerance? Do I increase or reduce my stock level? Am I managing taxes efficiently? Does a Roth Conversion make sense? Does it make sense to convert a portion of those funds into another source of lifetime income (e.g., single premium immediate annuity)? When does it make sense to begin collecting Social Security? Shall I take my monthly pension or invest the lump sum? What account(s) shall I tap into to meet expenses?

At Mallard, we offer our clients a chance to step through a Retirement Projection. This robust financial planning software factors in anticipated health care expenses, general expenses, income (e.g., part-time employment, pension, annuity, Social Security, investments), goals (e.g., travel, gifting, mortgage, one-time expenses) while taking into account income taxes, investment rate of return, and different levels of inflation (e.g., general, Social Security, medical and so forth). This visual presentation is often eye-opening for clients. Moreover, the projection sheds tremendous light on if a client can financially retire to the lifestyle they seek and maintain a quality of life during their lifetime.

We utilize a collaborative and long-term approach when working with our clients. Rome was not built in a day. At the same time, it is not too late to partner with us to work together to strive to help you achieve your goals. Feel free to give us a call or send an email, info@mallardfinancial.com or 302-737-4546 

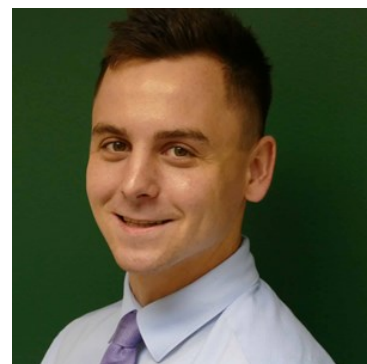
Congratulations to Sean Heidig, CFP® !

Sean is our newest Certified Financial Planner®. Sean recently passed his CFP® exam and has fulfilled the ethics and training components needed for this important certification. CFP® professionals “meet rigorous education, training, and ethical standards, and are committed to serving their clients’ best interests today to prepare them for a more secure tomorrow.”

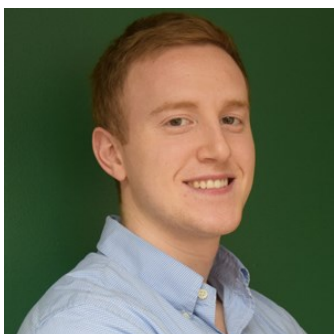
Sean has been with Mallard for over 3 years and is our Client Services Associate. He is often the first person you see or talk to at Mallard. Sean also works closely with our advisors and assists them with many facets of the financial planning process. Sean enjoys getting to know our clients and he is proud of Mallard’s client-centric focus.

Sean previously worked at two other financial services firms. He is a graduate of West Chester University with a Bachelor’s degree in Economics and Finance, magna cum laude.

Sean has two cats, Beau & Ziggy. In his free time, Sean enjoys reading, practicing guitar, snowboarding, surfing, and spending time with family and friends. 🌿



Congratulations to Aaron Snyder!



Aaron recently passed his Series 65 exam. This is the Uniform Investment Adviser Law Exam, designed to test your knowledge and ability to advise clients in the area of investing and to discuss general financial concepts. This is often a first step to becoming an investment advisor representative (IAR).

Aaron has been with Mallard for over 2 years and is our Trading Specialist. He works closely with our Operations team and Investments team, assisting with rebalancing, trading, and various investment projects.

Aaron is a Delaware native and a graduate of the University of Delaware, with a Bachelor’s of Science in Finance and Sports Management. He previously worked for the Delaware 87’ers and the UD Football team, before deciding to pursue his passion in investing and financial planning. Aaron is an avid Philadelphia sports fan who enjoys golfing, fishing, and traveling in his free time. 🌿

Investment management for individuals, families, trusts, businesses, and NONPROFITS

Are you on the Board or staff of a local Nonprofit? Could your organization's money work harder?

Our Nonprofit Division works with local Nonprofits of all sizes to manage their money. Whether you already have an endowment and/or managed investments, or if you just have money sitting in a bank, we can help. We’ll work with you to find your organization’s risk level and lower your reliance on volunteers.

Contact Pam@MallardFinancial.com or 302-737-4546. Learn more at www.MallardFinancial.com/Nonprofit



750 Barksdale Road, Suite 3
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www.mallardfinancial.com

Working together, building your financial security

Referrals Welcome !

We are currently accepting new clients.

If you know someone who is looking for financial advice, please think of us!

We offer a free 60 minute meeting — as a nice way to get to know each other without making a firm commitment.

We work with individuals, small businesses, family trusts, estates, and nonprofits. Our clients' portfolios range from \$20,000 to \$20 million. We can offer financial advice on specific topics, such as retirement, tax planning, education planning, estate planning, financial planning, etc. We also offer full-service Fee-Only investment management.

Your questions and comments
are always welcome.
Contact us at 302-737-4546 or
info@mallardfinancial.com

Fee-Only Advisors

**At Mallard Financial Partners,
we are fiduciaries.**

That means we always put
our clients' interests first.
Our business is about relationships,
not transactions.

Mallard in the Community

We were excited to volunteer again at the Food Bank of Delaware. Their mission is: provide nutritious foods to Delawareans in need and facilitate long-term solutions to the problems of hunger and poverty through community education and advocacy.

Learn more at
www.fbd.org

