



ALTIUS
Financial

Empowered Future Report

Short term thoughts about long term matters

March 22th, 2013

Quote of the Day:

"Capitalism is relatively new in human history. Prior to capitalism, the way people amassed great wealth was by looting, plundering, and enslaving their fellow man. Capitalism made it possible to become wealthy by serving your fellow man.." – Walter Williams

And the Survey Says...

Thank you to all those who responded to our survey on mobile devices. I'm not a professional survey writer and it's not that scientific but we now have a strong sampling so I thought I'd share some of the results. As I mentioned, we discussed the topic at our last Client Advisory Board meeting because I've seen a number of presentations lately on how consumers are using these devices to stay up on their finances and interact with their advisors and banks. If you're interested in seeing the all the data, just let us know but here are a few observations:

- Almost 70% of ALTIUS clients have either a smartphone, tablet or both. Interestingly, of those who responded that they don't have one, almost no one said they intended to get one in the next 6 month.
- Just under 80% said they do not use these devices to access their accounts or plan, though a significant number of you didn't know it was available.
- Somewhat disturbingly, of those who have mobile devices, only 52% are using a password and/or encryption. Now, since many of you aren't using the devices for keeping up-to-date on your finances, this may not seem to be a big deal. However, while I know how difficult this password issue becomes and I'm certain we'll see innovations to help us all do a better job with greater ease, it is **our strong recommendation that you use security measures** to protect your device and other personal information.
- 41% of you expressed interest in a workshop to learn more about using your device with our programs.
- Close to 60% of you are using social networking sites like Facebook and LinkedIn and approximately 45% said they'd be open to getting updates from ALTIUS via these sites.

- Lastly, we appreciate all those who have recommended us to someone else in the last 12 months and the majority of you who are excited to refer us as well.

Of course, sometimes the use of this technology has to do with your work background and how comfortable you feel with it. And there are statistics about the higher adoption rates among younger people. I know I'm not as comfortable as say my kids or even Micah but I do think that for those of you who are inclined, you'll find that using the mobile versions of our website access may be surprising pleasant. We're investing in making it a useful and secure experience for you. -- MW

Five Facts You Should Know About Medicare

1. Medicare is mandatory once you're retired.
2. If you don't sign up for Medicare on time, you will pay a late-enrollment penalty.
3. Medicare does not cover everything.
4. Your out of pocket medical/healthcare costs during retirement will probably be higher than you expect.
5. Medicare does not cover long term care.

What To Do With 1099s

Every year the story seems to be more challenging with 1099 delays. It seems like not that long ago 1099s were in the mail right alongside W-2s and most people could finish their taxes by February 15th if they chose to. Now each 1099 seems to come later and later in the year with the promise of corrections to come. This year we have heard more stories of delays and in many cases there was information missing altogether. TD Ameritrade is not unique in the multiple corrections but this year they were not a leader worth following either. To all of our clients we wish to apologize for the delays and multiple corrections. While this isn't directly something we can control we did choose to utilize TD Ameritrade as a custodian with the expectation of high standards for customer service.

However, the problem lies largely beyond the control of TD Ameritrade. Laws are restricting the speed at which companies can respond by layering further regulations onto an already heavily regulated industry. Each year new requirements must be learned, incorporated, and adhered to with higher and

higher penalties for error. As many of you have heard Mike talk about, while Sarbanes-Oxley was well intentioned, it had some negative effects on the ability of corporations to report accurately and timely information. If you have a taxable account in any investment institution then expect the timeline on 1099s to be pushed back farther each year. Expect corrections and updated calculations on the first edition of any 1099 and more often than not you won't be disappointed. To avoid having to amend your IRS reporting we recommend filing taxes no earlier than the middle of March. As always we are here to answer questions and provide the best service that we can. If you have any questions don't hesitate to contact Micah Marmaro at Marmaro@altiusfinancial.com or 303 584 9271 ex 104. --MM

Calendar Planning

We've gotten great feedback on our quarterly Capital Markets Outlook workshops and our next one, **May 15th at 6pm**, should be good too. Our client advisory board has been very helpful in us thinking through what topics are of interest and if you have suggestions, we'd love to hear from you too. The schedule for the rest of the year looks like this:

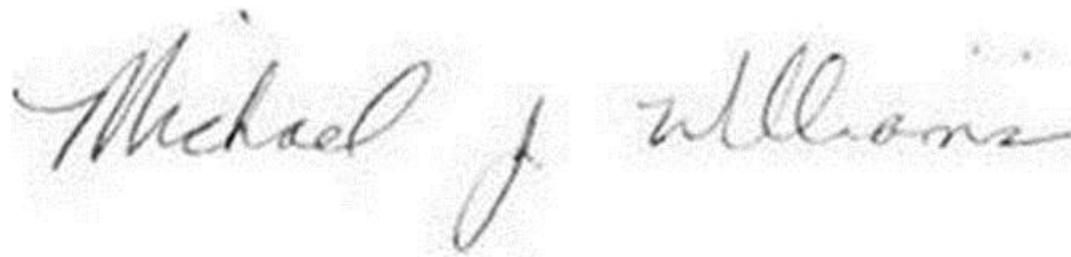
- May 15th** ***Capital Markets Update And Global Investing & Immigration*** – This will be an especially important workshop if you're concerned about anything related to retirement income: how to monitor expenses, what's an appropriate burn rate for you, when to take Social Security, saving in retirement, etc.
- June** ***Alzheimer's Association & Nutritionist*** – We had a very positive response at our last workshop and the weather kept a number of people from making this presentation so we're working on doing a daytime/morning presentation with the same speaker and a nutritionist. This one will not include Mike's normal Capital Markets Outlook but he will cover that in May. Look for details soon.

Add these dates to your calendar and think about who you'd like to bring and introduce us to. We always appreciate meeting new people and this is often a good format to have someone you know come see and hear us. --TK

Parking Garage Changes

As many of you are aware, the parking garage used for our building has become a very busy place. Our building managers are aware of this and are working on trying to improve the situation. If there are no spots available in the visitor parking, please proceed to the top deck (this is uncovered parking). They are currently in the process of getting better signage in the garage that will direct you to the top deck of the garage. There is an entrance to the building located there, it has 2 steps down and you come in the door on the second floor near the elevators. If you have any questions or concerns, please feel free to call Tammy at 303-584-9271 or email at tammy@altiusfinancial.com. --TK

Have a Wonderful Spring Break – if you take one - or just enjoy these last few snowfalls as warmer weather is on its way!

A handwritten signature in cursive script that reads "Michael J. Williams". The signature is written in black ink on a light-colored background.

Michael J. Williams, CFP

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