



NEWSLETTER
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DOLLAR\$ & \$ENSE

What I'm Working On

Cutting Through Hidden Fees for Higher Returns

As your fee-only financial advisor, it's my fiduciary duty to seek out and eliminate any hidden fees that could undermine your investment returns. These fees are often buried in the fine print of products like mutual funds and exchange-traded funds (ETFs). The expense ratios of funds, covering operational costs, can vary wildly. If you have worked with a commission-based or fee-based broker in the past, you may have paid unnecessary front-end sales loads. Although the name suggests otherwise, fee-based advisors make money through client fees as well as from commissions or brokerage fees. In sharp contrast, I switch these higher-cost products to low-cost index funds without sales loads, saving you significant money.

Another prime source of obscured fees are within some 529 college savings plans. You'll want to avoid broker-sold plans, called advisor-guided or advisor-managed plans. These arrangements can pay high sales loads to a broker that essentially just enrolls you in the plan. The expense ratios in these plans are usually higher as well. Your best bet is enrolling directly in your own state's 529 plan or a highly-rated low-cost plan if your state doesn't offer one. This puts the maximum savings towards education goals rather than lining a commission-based or fee-based broker's pocket.

I make it a priority to save you from the damaging effects hidden fees can have over decades. One element of my fiduciary duty is to review your investments and suggest alternatives to compound wealth efficiently. This fiduciary duty offers complete fee transparency and recommendations that are always in your best interest.

"If returns are going to be 7 or 8 percent and you're paying 1 percent for fees, that makes an enormous difference in how much money you're going to have in retirement." Warren Buffett

Market Indices

Year-to-date, as of January 31, 2024

Stocks:

Large Cap S&P 500, +2.08%

Small Cap Russell 2000, -4.31%

Technology NASDAQ, +1.57.%

International MSCI EAFE, +0.93%

Bonds:

U.S. Aggregate AGG, -0.27%

Source: FactSet; Dow Jones Market Data; [S&P Dow Jones Indices](#); [ICE Data Services](#); [Bloomberg Indices](#); and [J.P. Morgan](#).

What I've Enjoyed

I celebrated another year around the sun since I last wrote. For me, birthdays are all about gathering my nearest and dearest to share in food and fun. Time together, centering around delicious meals, is truly the greatest gift of all.



Grateful for time spent
with family and friends



Learn More

If you would like to learn more, please schedule a free consultation below.

[Schedule](#)

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