

## From The Desk of Jon Marzano, AIF®, *Founding Partner, Managing Principal*



Friends and clients, thank you for taking the time to read through Marzano Capital Group's 3<sup>rd</sup> quarter, 2022 newsletter. This quarter's focus is on planning – financial planning to make sure you have the resources in place to meet your goals throughout retirement and some helpful information about topics related to estate planning and the documents traditionally involved in that process.

Our goal with each face-to-face, Zoom meeting, phone call, or mailing with each of you is to add value, create more strength in your situation, and continue to reinforce the most important topics we believe you should know.

We thank you for your continued confidence in the work we do for each and every one of you, your families, and your businesses. The team, here at Marzano Capital Group, wishes all of you a safe and happy summer!

## Q3 Spotlight: Our Brains Need Exercise, Too

*Provided by Right at Home Winston-Salem and Greensboro*



Most people notice changes in their thinking and memory as they grow older. "Neurologists tell us that although a certain percentage of older adults develop Alzheimer's disease or another type of dementia, most memory changes are age related and normal," says Gregory Brewer, President of Right at Home Winston-Salem and Greensboro.

Staying physically active benefits every organ in our bodies – and that includes the brain. But did you know that we also need to give our brains a good mental workout?

It was once thought that genes were the top factor for aging brain health. But associate professor Sylvain Moreno of Simon Fraser University has conducted research on the topic, and says, "Our findings show the reverse. With age, your choice of daily activities is more important than your genetics or your current cognitive skills. Our study results show that cognitive decline can be reduced through a combination of active, daily activities – things like using a computer and playing word games."

Physical exercise strengthens muscles, but how does brain exercise work? University of California, Berkeley neuroscientist Dr. William Jagust says mental stimulation encourages new connections between brain cells – and these connections provide alternate pathways for accessing memories, making it easier for the brain to compensate for the cognitive changes associated with Alzheimer's disease.

**It's Never Too Late to Learn Something New!** "Life changes such as retirement, giving up driving, health challenges, and the loss of our spouse or friends can make it hard to get enough mental stimulation in our later years," says Right at Home's Brewer. "We might find ourselves in a rut, feeling bored and depressed. But it's worth overcoming these challenges to try something new. Just as we're advised to add small amounts of exercise to our daily routine, we also can be on the lookout for ways to engage our minds each day."

And the emphasis is on "new," because neurologists say that when it comes to top-notch brain exercise, novelty is especially beneficial. Try some of these ideas:

- Check out classes for older adults through colleges, senior centers and the parks department. Mental stimulation combined with social interaction can be especially beneficial, either in person or online.
- Learn a new language, or try an art form that is new to you, such as quilting, or photography. Dust off your old ukulele or take up an instrument that you haven't played before. Go to a museum, a concert or a play – if not in person, via a remote interface.
- Play video games. "Think they're a waste of time?" says Brewer. "Think again! Recent research has shown that these games have provided cognitive benefits for older adults who have sheltered in place during the pandemic."
- Choose some activities that provide a simultaneous physical and mental workout, such as dancing, tai chi, ping pong, gardening and active video games. Exercise reduces harmful inflammation and improves blood flow to the brain.

**Adapting Activities as Needs Change.** Many activities can be modified for people with mobility challenges or sensory loss. Mental stimulation remains important for seniors with Alzheimer's disease and related conditions. "Some dementia-related behavior and personality changes, such as wandering, aggression and sleep problems, may even stem from boredom and lack of appropriate activities," Brewer notes. "Experts say mental exercise also can slow the progression of memory loss. Activities should be tailored for an individual's preference and abilities, then continually modified as their condition changes."

**Professional In-Home Caregivers Help Clients Stay Mentally Active.** Family members who are supporting the well-being of an older relative can help them take part in activities they enjoy. "Professional in-home caregivers can be part of the plan to help clients remain mentally engaged, no matter what their health challenges," says Brewer. Caregivers provide: 1) companionship, conversation and human connection 2) help with locating pleasant, interesting activities, adapted as needed 3) transportation not only to medical appointments, but also out for a change of scenery 4) a partner for playing games and working puzzles.

**Right at Home of Winston-Salem and Greensboro are locally owned and operated franchise offices of Right at Home, LLC, serving the Piedmont Triad. For more information, contact Right at Home at (336) 760-7131.**

# What's Your Number? Is There a True Answer?

By Mike McGilvary, AIF®, Partner, Financial Advisor

Our team has had the opportunity to meet with new clients recently. We feel honored to continue serving our community and for this we thank you very much! We are also starting to see a reoccurring theme with meeting with folks. Many of these investors are coming to us with the question, “how much do I need to retire?”

We enjoy being asked this question, as it is our duty to work towards the answer with you. Many times the number is a moving target, as spending doesn't happen in a straight line. Here is an example of a recent conversation:

**Possible Marzano Capital Group Client:** “My advisor says we need \$2 million to retire.”

**Me:** “Great! Now how did you and your current advisor come to this conclusion? Was financial planning software used to help model your plan based on your current spending and lifestyle?”

**Possible Marzano Capital Group Client:** “Umm, well the advisor just said that would be the number to retire comfortably.”

**Me:** “That very well may be the number; however, please allow us to gather some more detailed information in order to build a comprehensive plan utilizing our software. This process can hopefully model a clearer picture of your family's wealth and goals along the way.”

We pride ourselves on being a trusted resource for our clients and we enjoy the process of building these comprehensive plans! Managing your investments is a huge part of our job, but the planning piece is just as important. We look forward to building and updating your plan during our next review!



## Essential Estate Planning Documents

By Steven Gallo, CFP®, Partner, Financial Advisor



No matter what your age or net worth, you need an estate plan to protect yourself, your loved ones, and your assets. These are just a few documents you should be familiar with as you start thinking about what estate planning means to your situation.

- **Will:** A will provides instructions for distributing your assets to your family and other beneficiaries upon your death. Your attorney can customize its provisions to meet your needs. You appoint a personal representative (also known as an “executor”) to pay final expenses and taxes, and then distribute your assets. If you have minor children, a will is the only way you can designate a guardian for them. Because a will does not take effect until you die, it cannot provide for management of your assets if you become incapacitated. That's why it is important to have other estate planning documents, discussed below, that become effective if you should become incapacitated.
- **Durable Power of Attorney:** In the event you become incapacitated, a durable power of attorney names an agent to handle your financial affairs until you are mentally able to do so or until your death.
- **Health Care Power of Attorney:** A durable power of attorney for health care authorizes someone to make medical decisions for you in the event you are unable to do so yourself. This document and your medical directives can be invaluable for avoiding family conflicts and possible legal intervention if you should become unable to make your own health care decisions.
- **Medical Directive:** The purpose of this document is to communicate your intentions regarding the use of life-sustaining measures in the event of a terminal illness. It states your preferences as to the use or non-use of extraordinary life-sustaining measures but does not give anyone the authority to speak for you
- **Trust:** If your current family or financial situations warrant the need for more sophistication, then your attorney may advise the use of a trust. If a trust is used, the trust can be simply part of the will, such as a testamentary trust, or it can be a separate, freestanding document executed simultaneously with the will, such as a revocable trust or an *inter vivos* trust (living trust).

Having a well-defined estate plan will help give you and your family more peace of mind if a tragedy happens. Remember, you can always plan ahead but you can't plan behind! To explore all of the estate planning documents you will need in your specific situation, we recommend contacting an estate planning attorney.

*Marzano Capital Group and LPL Financial do not provide legal advice or services. Please consult your legal advisor regarding your specific situation.*

Marzano Capital Group  
2625 Neudorf Rd. Suite 400  
Clemmons, NC 27012  
Phone: (336) 766-0464

### Contact Us

Please contact us for more information  
about our products and services.

[amcgilvary@marzanocapitalgroup.com](mailto:amcgilvary@marzanocapitalgroup.com)

Visit us on the web:  
[www.marzanocapitalgroup.com](http://www.marzanocapitalgroup.com)

*Securities offered through LPL Financial, Member FINRA/SIPC. Investment advice offered through Independent Advisor Alliance, a registered investment advisor. Independent Advisor Alliance, Marzano Capital Group, and Right at Home are separate entities from LPL Financial.*