

NOV
DEC
2025

HW



THE Gold Standard

THE WEALTHOLOGIST WISDOM

Rewirement: The New Retirement

Lately, I've been thinking we need to retire the word *retirement*. It sounds so... final. Like life suddenly shifts into slow motion and we're supposed to spend our days watching the grass grow. I prefer the word *rewirement*. Because that's what it really is: a chance to rewire your life around what lights you up, what makes you laugh, and what gives you that "I can't wait to get up in the morning" feeling again.

One of my favorite stories is about a client named Mark. For 35 years, he was an engineer; precise, methodical, always solving problems. When he retired, he thought he'd finally "do nothing." Two months in, he was miserable. Then he started volunteering at a local high school robotics club. Before long, he was mentoring kids, traveling to competitions, and laughing about how he was "working harder than ever, but loving every minute of it."

His wife later told me, "I finally have my husband back, only happier."

That's rewirement. It's not about stepping away; it's about stepping into something new. Maybe that's mentoring, traveling, starting a small business, or picking up a guitar that's been collecting dust for decades.

As you plan for your financial future, don't just think about *how much* you'll need; think about *what for*. Because money is just a tool. Purpose is the fuel. And when those two align, life gets a whole lot more exciting.

So, here's my challenge: when someone asks when you're retiring, smile and tell them you're just getting rewired.

Chris Hobart
CEO, Hobart Wealth



Chris Hobart
CEO and Founder

chris.hobart@hobartwealth.com

hobartwealth.com



ANDREW GREER, CFP®

Financial Literacy via UTMA & "Trump Accounts"

As financial professionals, we know that building wealth is about more than just accumulating assets. It's about passing on knowledge, values, and habits that empower the next generation.

For parents and grandparents, UTMA accounts and the newly introduced "Trump Accounts" present unique opportunities not only to transfer assets efficiently but also to involve children and grandchildren in meaningful conversations about money and investing.

Understanding UTMA and "Trump Accounts"

UTMA (Uniform Transfers to Minors Act) accounts allow adults to transfer assets such as stocks, ETFs, or cash to a minor. The account is managed by a custodian (often a parent or grandparent) until the child reaches the age of majority (typically 18 or 21, depending on the state). At that point, the assets legally become the child's.

The new "Trump Accounts", proposed in recent tax legislation, are designed to expand investment opportunities for children and grandchildren. While the details continue to evolve, these accounts are expected to offer similar flexibility to UTMAs, potentially with enhanced contribution limits or tax advantages.

Turning Accounts Into Teaching Tools

The real power of these accounts lies beyond the dollars. They can serve as hands-on tools for teaching financial literacy. Rather than selecting investments behind the scenes, families can invite children to participate in the decision-making process.

A simple, effective strategy is to look at the products and brands children already know and use:

Infants: Consider companies like Johnson & Johnson, which make many of the everyday products babies rely on.

Young children: If they love Mickey Mouse, Disney stock can be an exciting introduction to ownership.

Teenagers: Brands like Apple, Nike, or Netflix might resonate with their daily lives and spark interest.

By linking investment choices to familiar products, children start to connect their world to the financial markets. This sense of ownership can naturally lead to conversations about how companies grow, why stock prices fluctuate, and the power of compounding over time.

Make It a Family Tradition

One creative way to use these accounts is to make annual contributions part of a birthday or holiday gift. Each year, you can sit down together to:

Review how their investments have performed

Discuss new companies or trends that interest them

Decide where to allocate the next contribution

Over time, this tradition not only builds a meaningful investment portfolio, but also instills confidence and curiosity about investing, skills that will serve them for life.

A Gift That Grows With Them

Unlike toys or clothes, investments in a UTMA or Trump Account have the potential to grow for many years. By the time the child reaches adulthood, these accounts can provide valuable funds for major life milestones, such as, a down payment on a first home, starting a business, continuing their education or simply continuing their investment journey with a strong foundation.

With rising housing costs and financial headwinds facing younger generations, these early investments can have a significant impact.

Important Considerations

Taxes: Investment income in UTMA accounts is subject to "kiddie tax" rules. Consult with a financial or tax professional to understand the implications.

Control: Once the beneficiary reaches the age of majority, they gain full control of the assets. It's important to factor this into your gifting strategy.

Investment Approach: While involving children is educational, custodians should maintain a diversified portfolio appropriate for a long-term horizon.

In Summary

UTMA and Trump Accounts can be more than just tax-advantaged investment vehicles. They're powerful tools to teach investing, encourage participation, and provide a meaningful financial head start. By bringing children and grandchildren into the conversation, families can foster financial confidence and a lasting legacy that extends far beyond the account balance.

The Lost Art of Letter Writing

Amid the flurry of gift packages and digital greetings, there's still a place for cards during the holiday season. But an older form of writing is seeing a resurgence: handwritten holiday letters. It's an old tradition worth reviving — not just during the holidays, but as a meaningful way to stay connected all year long. There's nothing wrong with instant messages, but handwritten cards and letters feel more personal and can be cherished long after the holidays are over.

PUTTING PEN TO PAPER

Getting started with letter writing is easier than you think.

Begin by gathering some stationery or even repurposing leftover holiday cards. Unlike a quick card, a letter allows you to tell stories, reflect on meaningful moments and express heartfelt holiday wishes. Keep the tone personal and cheerful, and if you'd like, add a touch of humor or nostalgia. Don't



worry about perfect penmanship or finding the “write” words — what matters most is the thought behind it!

Consider including a small memento, like a pressed flower or a favorite recipe, for an extra personal touch. Take your time and enjoy the process — it's as rewarding for you as it is for the recipient.

CLOSING THOUGHT

In a world that moves so quickly, taking the time to write a letter is a simple yet powerful way to slow down and show you care. So this holiday season, why not start a new tradition? Pick up a pen, share your thoughts and send a little joy through the mail. It's a gift that will be cherished far beyond the moment it's received.



HOW TO ...

Create Seasonal Joy Without the Overwhelm

The holidays are meant to be joyful, but often come with overwhelming commitments. Simplifying celebrations fosters deeper connections and a more meaningful season.

FAMILY TIME

Keep things simple. Bake cookies together, watch classic holiday movies in your pajamas or take a walk around your neighborhood to admire the festive lights. These shared moments often mean more than expensive outings.

INTENTIONAL DOWNTIME

Set aside evenings for low-pressure family moments like playing board

games, reminiscing over old family photos or simply savoring a quiet meal together. You might even try a “no-plans weekend,” where your family can disconnect from obligations and focus on whatever feels right in the moment.

NEW TRADITIONS

If older traditions no longer fit, look for meaningful alternatives. Consider starting a holiday book exchange, hosting an annual hot chocolate night or volunteering as a family. Create traditions that emphasize joy and connection, not perfection.



DOLLARS & SENSE

Savvy Strategies for Long-Term Care Planning

Preparing for potential long-term care costs is a vital part of future planning. The financial burden can seem overwhelming, but several tools can help you manage these challenges. Planning ahead preserves your assets, ensures quality care and reduces stress on your loved ones. Here are four key strategies to consider.

1. INSURANCE POLICIES

Long-term care (LTC) insurance comes in two main forms. Traditional policies cover services like nursing homes and in-home care, often with inflation protection. Hybrid policies combine life insurance or an annuity with LTC coverage, providing a death benefit if care isn't needed. This approach offers comprehensive, tailored coverage and ensures your contributions are not lost. However, premiums can be costly and may rise over time. This option is often best for those in their 50s or early 60s who can lock in more affordable rates.

2. HEALTH SAVINGS ACCOUNTS (HSAs)

HSAs, tied to high-deductible health plans, allow you to save for qualified medical expenses, including LTC. They offer a triple tax advantage: Contributions, growth and withdrawals for health costs are all tax-

free. While annual contribution caps may limit savings, HSAs are ideal for younger individuals with time to build funds tax-efficiently.

3. MEDICAID

Medicaid serves as a crucial safety net, providing long-term care coverage for those meeting strict income and asset criteria. Eligibility often requires “spending down” personal assets. It offers comprehensive care when other resources are depleted but may limit your choice of providers. This is best suited for individuals with low income and few assets.

4. REVERSE MORTGAGES

Homeowners aged 62 and older can convert home equity into cash through a reverse mortgage. The funds can pay for care, and the loan is repaid when the home is sold. This strategy provides immediate cash flow and helps you age in place, but it reduces the value of your estate for heirs.

Exploring these options helps you develop a strategy for financial confidence and quality care.

Beat the Online Scams This Holiday Season

Online shopping is a modern convenience, but it comes with risks like scams, fraud and counterfeit products. The good news? Staying safe doesn't have to be complicated. Here are four simple strategies to protect yourself while shopping online:

1. CHECK WEBSITE REPUTATION

Before clicking "Buy Now," take a moment to research the retailer. Look for customer reviews on platforms like Trustpilot or the Better Business Bureau. Legitimate websites will have clear contact information, a professional design and detailed return policies. If a site looks sketchy or has poor reviews, it's best to steer clear.

2. AVOID "TOO GOOD TO BE TRUE" DEALS

If a deal seems unrealistically cheap, it's often a scam. Scammers regularly use low prices to lure shoppers into sharing personal or financial information. Compare prices across multiple sites and be wary of high-pressure sales tactics or limited-time offers. When in doubt, check the brand's official website to verify the deal.

3. USE SECURE PAYMENT METHODS

Always opt for credit cards or secure platforms like PayPal when shopping online. These methods offer fraud protection and limit your liability for unauthorized charges. Avoid using debit cards or direct bank transfers, as they lack the same security. For added safety, look for https:// in the website URL (the "s" indicates the site uses encryption and is secure) and consider using virtual credit cards.



4. LOOK OUT FOR PHISHING EMAILS

Phishing emails are sneaky! Protect yourself by double-checking sender addresses. Phishing emails might use a zero (0) instead of the letter "O" to make a website look legitimate. Make sure to avoid suspicious links and steer clear of urgent or generic messages. Look for typos, verify attachments and never download unexpected files. When in doubt, visit the retailer's official site directly.

While there is no way to eliminate all risk in online shopping, these steps can mitigate some threats. Online shopping offers tremendous convenience when buying gifts, as long as you stay vigilant and limit your vulnerability.

2	8	7	16	25	19	14
5						24
23						3
21						10
17			1			13
18						15
12	9	11	4	22	20	6

BRAIN GAMES

1 to 25

Game Rules

To solve 1 to 25, move the numbers from the outer ring onto the board in the directions of the chevrons. As you place them they must snake together vertically, horizontally or diagonally so they link in sequence from 1 to 25.

Unwrap Connection

Gifts That Spark Joy
and Bonding



During the holiday season, connection is at the heart of our celebrations, and gifts that encourage togetherness can be a beautiful way to strengthen family bonds. This year, consider giving presents that spark joy, collaboration and shared adventures. Here are some thoughtful ideas to inspire your holiday gift-giving:



Personalized Puzzle: Turn a meaningful family photo into a custom puzzle for everyone to assemble. It's a fun activity and a chance to relive the moment captured in the picture.



DIY Trivia Kits: Add a personal touch to game night by creating trivia questions about your family or shared experiences. This can be a fun walk down memory lane and a great way to learn more about one another.



Cooking or Baking Kits: Gift a set with everything you need to bake cookies, craft perfect pizzas or even make your own pasta. The joy of preparing a meal together creates memories just as satisfying as the finished product.



Subscription Boxes: Monthly deliveries of craft kits, book club picks or gourmet snacks ensure there's always something for the family to look forward to, long after the holidays have passed.

**You can give something priceless with the right gift: the joy of time spent together.
After all, the magic of the holidays lies in creating memories that last a lifetime.**

Portfolio Perspectives

The Safety Net: Investing with a Buffer

I've always been mesmerized by tightrope walkers. One of the most infamous was French high-wire artist Philippe Petit, who in 1974 performed an unauthorized walk between the Twin Towers of the World Trade Center. Seeing photos of him calmly balancing above the skyline still gives me butterflies. I can't imagine what that actually felt like, and honestly, I don't really want to!

Investing in the stock market can sometimes feel a lot like that, thrilling but nerve-racking. The S&P 500 has averaged an intra-year decline of roughly 14% since 1950, with 20% drops happening about once every six years. Yet, despite those setbacks, the market has finished positive nearly three-quarters of the time. Long-term investors are rewarded, but the journey can test your balance.


Our Dynamic Buffered S&P Select strategy is like adding a safety net under that tightrope. It tracks the S&P 500 while giving you the ability to build in a downside buffer: 10%, 20%, or even 100% protection. The trade-off? Some capped upside, but still plenty of room for growth.

For investors who want to stay in equities without feeling like every step is a gamble, this approach helps define your own risk limits. You're still walking the wire, but now you can focus on the view instead of the fall.

In a market hovering near record highs, this kind of balance matters more than ever. The goal isn't to avoid risk, it's to manage it thoughtfully, so you can stay invested through every twist and turn. With a clear plan and a well-built safety net, you can move forward with both confidence and calm, no butterflies required.



<https://www.capitalgroup.com/advisor/insights/articles/5-charts-market-volatility-perspective.html>

cut here 



CLIENT HIGHLIGHT ROGER & JUDY HENRY

Roger and Judy Henry are a dedicated, service-minded couple whose careers in engineering, design, and volunteering have evolved into a creative retirement focused on family, craftsmanship, and faith.

FAITH, FAMILY, AND A FULL LIFE

- Church, prayer, choir, and Habitat homes—Roger and Judy are all in.
- Still creating—design and fiber arts are Judy's thing.
- Together, they run a small craft business in wood, epoxy, metal, and engraving.
- They live creatively and help their children and grandchildren do the same.
- They're always on the go visiting three kids, nine grandkids—and soon, a great-granddaughter.

JOURNEY MAKERS: JUDY & ROGER

1. Judy grew up all over the world as an Air Force kid and graduated from USC with a degree in art and advertising.
2. She's done a bit of everything—teaching adults, working for Ethan Allen, and managing sales on the road.
3. Judy's big on giving back, from leading Scout troops to volunteering with child advocacy and the DAR.
4. Roger grew up on a dairy farm in western New York, where early mornings with Holstein cows and his grandfather taught him the value of hard work.
5. After six years as a Marine Sergeant, he earned his engineering degree from USC and built malls and stores across the U.S. and Puerto Rico, eventually becoming Senior VP of Construction for national brands.
6. He launched his own construction company and still enjoys hands-on projects—like remodeling an assisted living facility here in Charlotte.

BRAIN GAMES

ANSWER KEY:

2	8	7	16	25	19	14
5	6	7	5	25	24	24
23	9	6	4	3	23	3
21	10	11	2	22	21	10
17	13	12	1	17	20	13
18	14	15	16	18	19	15
12	9	11	4	22	20	6



Ballantyne Office (Main)
7733 Ballantyne Commons Pkwy. Ste. 101
Charlotte, NC 28277

Lake Norman Office
400F North Harbor Place
Davidson, NC 28036

UPCOMING DATES

NOVEMBER

- 04 - Educational Event 5 Pillars of Retirement Ballantyne
- 19 - Retirement University Davidson College
- 20 - The Wealthologist LIVE
- 27 - Thanksgiving Day (Office Closed)

DECEMBER

- 04 - Educational Event - Southpark
- 07 - Medicare Open Enrollment Ends
- 18 - The Wealthologist LIVE
- 25 - Christmas Day (Office Closed)



RETIREMENT UNIVERSITY

A ONE-NIGHT COURSE TO BUILD YOUR CONFIDENT RETIREMENT PLAN

- Income Planning
- Investment Strategy
- Tax Efficiency
- Healthcare Considerations
- Legacy & Estate Planning

Hosted quarterly at local colleges. Join us for your next session!

Hobart Wealth is a DBA of Hobart Private Capital, LLC. Investment advisory services offered through Hobart Private Capital, LLC, a SEC-Registered Investment Advisor. Insurance services offered separately through Hobart Insurance Services, LLC, an affiliated insurance agency. We do not provide, and no statement contained herein shall constitute, tax or legal advice. You should consult a tax or legal professional on any such matters. Please contact Hobart Private Capital, LLC if there have been any changes in your financial situation or investment objectives, or if you wish to impose any reasonable restrictions on the management of your account or reasonably modify existing restrictions. You may contact us by phone at (704) 553-0123 or hello@hobartwealth.com. For additional risks and/or benefits please see our ADV here: <https://adviserinfo.sec.gov/firm/summary/168494>