TWIN CITIES FINANCIAL

FINANCIAL CONFIDENCE = HAPPINESS

ERPELDING WEALTH MANAGEMENT EDUCATES CLIENTS ON WHAT'S POSSIBLE.

"The future favors those with foresight."

That's a phrase, says Michael Erpelding, CLU®, ChFC®, RICP®, wealth management advisor and founder of Erpelding Wealth Management (EWM), that their clients come to appreciate. After more than 30 years in business, the EWM team has found that clients need an objective and trusted advocate on their side. The team, comprised of experienced financial professionals who hold numerous valuable designations—including CERTIFIED FINANCIAL PLANNER™—fills that need through educating and providing their clients with relevant planning strategies for whatever stage of life they're in. The consistent response they hear from clients is, "I wish we had met your team sooner."

Among the keys to the success of the practice is the multigener-ational team's superior knowledge of the financial and tax efficient planning opportunities available to clients, dedication to transparency, and unrivaled client service. The majority of their clients are approaching or are in retirement, and many own a business. They are entering their second phase of life, a planning area where EWM stands out in the marketplace.

Accumulating and Distributing Wealth for Individuals

Accumulating and distributing wealth are entirely different skillsets, and EWM has a proven process to accomplish both. Their approach helps clients efficiently accumulate wealth to optimize a distribution plan that manages tax and risk. Examples in this process include maximizing pre-tax and Roth savings opportunities and Social Security, creating foundational income, and having a "down market strategy." Every client is engaged in the financial planning process, which brings clarity and confidence to their financial security.

It is also during this phase that EWM collaborates with clients in implementing estate planning to accomplish legacy and charitable goals using tools such as spousal access trusts, donor-advised funds, and repositioning of assets for tax-advantaged transfers and gifts.

Strategies for Business Owners

For most business owners, the business itself is their primary asset. While the business will always be the primary focus, it's important to diversify an owner's net worth. EWM often shows business owners how to save significant tax dollars while accumulating creditor-protected assets outside of the business, beyond what they knew was possible. Business owners are looking for guidance on critical questions about the future of their company: Will they sell, transition to an employee, or keep the business in the family? EWM educates on the landscape of succession planning and how owners can leverage their business to accomplish their family's retirement and legacy goals. This is in addition to the strategies they provide to manage risks and uncertainty such as buy-sell planning.

Erpelding and his team are also adept at designing effective nonqualified benefit programs to recruit, reward, and retain vital employees and drive valuation growth, with deferred compensation, bonus, and split-dollar plans as examples.

BEST IN INDUSTRY

In addition to leading an experienced team well known for their performance, Mike Erpelding has earned recognition as one of the top financial advisors practicing in the United States. He has been awarded by both Barron's and the Financial Times in the areas of personal wealth management and 401(k)/retirement plan business.

ERPELDING WEALTH MANAGEMENT

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