HFG connect

APRIL 2016 EDITION

As of January 1, 2016 Haberling Financial Group formally transitioned to HFG Trust. We have been talking a lot about the significance and benefits that a trust company can provide. Now, we'd like to share with you more specifically what services are available within a trust company, as well as the powers that are granted. Before we do so, we thought we would share the origins of why this process began, and one of many reasons it has been a top priority for HFG to become our area's only locally owned independent trust provider.

In the beginning of 2015, one of HFG's life-long clients experienced what could only be described as dark challenges. This particular individual was well known around our office for his upbeat, active, and independent lifestyle. This once positive individual quickly became burdened with overwhelming stress and anxiety to the point that he could no longer bear it. What complicated matters, was the fact that there was little to no family available in town to assist him with everyday life. Like many of our long-time clients, his closest relationship was with HFG. Unfortunately, during his deepest time of need, there was a clear limit as to what we could do to help him, outside of managing his assets. Today, we are equipped with the ability to act as fiduciary trustees, which simply means, the authority to act on one's behalf. The capacity to pay the bills and select the right professional assistance would have been instrumental in the support of this client.

Here are some of the services available to someone who may be incapacitated, unable to handle their own affairs or wish to just simplify life:
Trustee: A Trustee is an authorized individual or institution that manages someone else's property or money through a trust. They are a fiduciary and are legally obligated to fulfill the intent of the grantor. This service allows clients to select a qualified individual and/or team that can see their wishes through, without having to worry about availability, competency, or conflict of interest.

Estate Administration: Estate Administration is the process of collecting and accounting for assets of an estate. It involves the process of probate and is typically a one-time responsibility. Once the estate is closed, so ends the role of the Executor/Personal Representative. We have the ability to offer this service for those who either do not have family close by, or do not wish to burden family or friends with this duty.

Power of Attorney: This authority allows an individual or institution to act on another's behalf in private affairs in the event they are unable to be present. There are varying types of powers. For example, a Durable Power of Attorney allows one to act in your place in the event of mental incapacitation or disability. This service can assist clients who travel often and can provide protection in the event of an accident.

Conservatorship: This is similar to the responsibilities and authority that a Power of Attorney would receive. Conservatorship Powers are established when a judge appoints a responsible person to handle or care for another individual's affairs. Once again, this becomes a viable option for those who don't have family and/or friends who are prepared for this responsibility.

Special Needs Trustee: A Special Needs Trust is a unique trust provision that is formed for the benefit of someone that is mentally or physically disabled. The purpose of this trust is to protect the beneficiary and provide health, maintenance, and support without jeopardizing government subsidized benefits. There are strict regulations as well as disbursement challenges for the trustee to be aware of. Sometimes this burden or responsibility is not an ideal fit for a family member or friend.

Portfolio Management: The roots of HFG are embedded in the ability to manage assets and develop a portfolio strategy with the intent to help clients accomplish very specific goals and objectives. The ability of HFG to be a trustee in addition to the investment advisor allows an individual in need of trust services the opportunity to have all of their requests satisfied in one location. We believe in "simplifying life," and doing so in a cost efficient manner. The only way that we see we can do that for our clients is by providing a one stop concierge service.

*The services referenced above are outside of the traditional wealth management relationship and could incur additional costs.

Employees in the News

From left to right: Megan Nichols, Victoria Robinson, Sam Ward

We are excited to announce the hiring of Megan Nichols and would like to welcome her to our HFG family. Megan joined us in September of 2015 as an Associate Advisor working closely with our senior advisors in the preparation of financial plans and analysis. Megan comes to us with over 3 years of financial experience working for a Fortune 500 company. She is currently in the process of attaining her CFP designation. **Welcome Megan!**

Victoria Robinson is another new face who joined our Service Team in November 2015. Victoria is eagerly working in assisting clients with day to day requests and paperwork needs. She is presently enrolled in the Running Start program through CBC and working towards her high school diploma and associates degree.

The newest addition to the Service Team is Sam Ward. Sam is a native of Morecambe, England and brings a warm and inviting English tone to the office. While working hard to serve our clients, Sam is working to further his education in accounting at CBC. His ultimate goal with this degree is to become a full-time financial advisor. **Welcome to HFG, Sam**!

Teresa Goodnight became a proud grandmother to Conner Martin Jensen on July 18, 2015. Grandma and Grandpa Goodnight visit Conner as often as they can in Missoula, MT and love to skype him when they are away from him. He is a happy baby who is just starting to crawl.

Congratulations Teresa!

Sidonia and her husband Michael are happy to announce Everett Trace Plunkett. He was born January 10th 2016, weighing 5 pounds 4 ounces. Everett is on his way to growing up big and strong by doubling his weight in 2 months.

Congratulations Sidonia and Michael!

Will and his wife Lauran introduced Blakely Rae Wang on December 8th, 2015. She weighed 6 pounds 7 ounces. When Blakely visits our office, she can be found atop of Ty's knees learning how to select investments and rebalance portfolios.

Congratulations Will and Lauran!

Recent Events

HFG Christmas Event

HFG finished the year 2015 with a bang by partnering with Community First Bank and forming a state chartered trust company. The first locally owned independent trust company of its kind, established to serve our community for many decades to come. The evening was hosted at the Convention Center with dinner, desert and wine served. There was even a special visitor (Santa Claus) among us to take photos with guests as a souvenir of the night. It was a great way to celebrate a wonderful year with some very wonderful people.

Family Office Conference

This past February, Ty and Will visited Santa Monica, California for a Family Office symposium. As many of you may know, HFG has provided Multi Family Office services for over 10 years to affluent families with assets over $5MM. This is a private wealth management service which includes additional services such as: tax record collection services, family wealth education, private banking and bill pay, safe deposit box, philanthropy planning, family budget reporting, research alternative investment opportunities and a more focused annual estate planning discussion. The symposium consisted of some of the most experienced offices in the world as the presenters shared insight into their operations and management.

Company News

We are officially bursting at the seams as our company continues to grow. We now employ 9 advisors and 7 support staff. Every year, we host 3 to 4 interns from all around the country to allow aspiring financial professionals an opportunity to participate in the wealth management field. Last year, we were fortunate to accept 4 participants. This year we will look to host 2 due to space restrictions. We look forward to their arrival and will share their story in the fall issue.

“We are believers of lifelong learning and encourage others to do the same.”

Our advisors are actively participating in continuing education courses and attaining professional designations. Our advisors Megan, Paul and Bri are currently in the process of acquiring their CFP designations and Mike is on his way to becoming a Certified Financial Trust Advisor with the formation of the Trust Company. We are excited for each of these challenges and grateful for the hard working individuals pushing the firm forward.

Our Thoughts on the Political Environment

In a recent conference in Santa Monica, two of our advisors had the opportunity to hear from Frank Lunz, a well-respected political consultant. He shared great insight and provided a behind the scenes view of our current social and political landscape. As we enter deeper into the political season, it is not our place as financial professionals to speak with political authority; it never has been and never will be. It is our job, however, to be informed and understand the opportunity and impact of different political outcomes.

If you turn on your TV, you may see pundits debate, depending on who wins, which way the country will turn. However, if living through multiple presidencies has taught us anything, it's that our great nation will continue to move foward after a new president is sworn in, the trains will leave their stations on time, and the world will keep turning. Of course government policies are subject to change depending on if a Republican or Democrat is elected to the highest office, but what is more impactful to the long-term health of our country than these changes, is the culture our society cultivates and how our government reflects it.

"Ask not what your country can do for you, ask what you can do for your country." These are some of the most recognized words by a president in the 20th century. Would these words mean the same to today's candidates as they did to John F. Kennedy? Today, one side wants the federal government to appeal to the physical needs of its constituents while forgetting that a bureaucracy can't cater to the entirety of a human being's spirit. Humans require love, purpose, and belonging which are things no government can provide. On the other hand, we see calls to better our country, but they are fueled by frustration, which can induce blindness to compassion.

Tribalism is a word often used with a negative connotation in the media. It depicts an 'us vs them' mentality. In ancient times tribes were only as strong as the individual members within. Every member had a duty to give the best he/she had and when a member fell on hard times, the tribe would do their best to help the fallen get back on his/her feet. Perhaps as our society continues to evolve at an ever rapid pace, the need to locate our roots becomes more apparent. When was the last time we reached out to family members going through a rough season in life? Not just to give them a phone call and catch up, but to take them out for lunch, and share in their struggles. When was the last time we reached out to the disenfranchised in our community? There is an ancient proverb that reads, "A chain is only as strong as its weakest link." Today, it feels like we have lost touch with this concept as the emotional gap between people grows further apart. After all, our society only has the ability to change one person and one action at a time; there are no shortcuts. There rarely are in life.

Unfortunately, our pattern of behavior today lacks the patience and acceptance. We would rather wage war with our neighbors over Facebook, look to distant capital to solve our problems, or pin our misfortunes on the back of an unseen enemy. Eventually, if you wade through this negativity you discover people have an innate desire for something greater. Across the aisles they know something is wrong. People are searching for a silver lining that is first given to us by our families. One by one strong families give way to strong communities, which leads to a strong country. At HFG Trust, we believe in cura personalis or "care for the entire person." This is done with our daily interactions and our care for the families that have entrusted us with so much. It is with families that societal change first makes its mark. Few of us will be able to make our mark on an entire nation, but we can all chip in to establish the bedrock that can change one.