Omega WEALTH MANAGEMENT

JANUARY 2023

NEWSLETTER

Integrating Your Values, Vision & Wealth

Turning the Page...

Greetings from Sun Valley Idaho! (Yes, not Utah as we have done in the last 2 winters.) Thanks to the pandemic and the capabilities of video conferencing as well as personally empty-nesting, Jim & I can finally live out our dream of working and living remotely in the mountains in the winter. I realize many of you would choose a warm weather place, and are, while we are a cold weather family.

This quarter's newsletter theme, "turning the page" can be taken in many ways...

- ***Turning the page on the pandemic, although we don't quite seem to be out of the woods yet.***
- ***Turning the page on a historic challenging year in the financial markets and with inflation.***
- ***Turning the page on what you have done in the past and want to do, now, both personally and professionally.***

Maybe it's the nature of the holistic work we do at Omega, but **we are seeing more clients retire or transition to retirement to find fulfilling & meaningful lives. Some clients, who are either younger OR more mature, are making different decisions about how they live their lives, where they live, and what work they do. One thing for certain is that it's not just about the money or your portfolio. So, what does 2023 have in store for you? What do you intentionally want to choose this year?**

As we sit down with you in the next few months, **we will be checking in on several fronts to make sure we know what you want and need and how we can best serve you**. Starting with a bi-annual client survey (which will be in your In Box by the time this newsletter goes to print), as well as our normal series of annual goal-setting related questions...we want to hear from you! **We welcome candid feedback on what**

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you want to learn, how we are doing from a communications/advice/service standpoint, and what benefits you get from working with us.

At Omega, **one of our core company values is "always evolving" which means that we want to continue growing, learning and improving each and every year in our work for you and how we deliver value to you.** To that end, **we will be making some changes to our advisory teams in support of our clients.** We want to make sure that we have the right people supporting your current advice & service needs. **Please check out our OWM Team Updates for more information.**

From an investment perspective, we'd certainly like to turn the page on 2022! Unfortunately, there is no telling whether we are going to do a replay of 2001-02 (2 back-to-back down stock market years) or 2008-09 (1 VERY down stock market year and 1 big recovery year to follow). Be sure to read Jared Jones' Investment Column for more on a recap of what happened last year and our expectations, and SEI's for 2023. Given that the Fed is slowing its rate hikes, inflation is *slowly* coming down, there is hope for a "different" year ahead but there are still a lot of unknowns such as the labor market and a possible recession in 2023. **Best to stay tuned for regular updates and as always, stay in touch with us regarding major changes in your financial/life situation and cash needs!**

And finally, just to keep us on our toes, Congress has handed us a number of tax law changes through the Secure Act 2.0! Davis Gardner's Planning Column provides a summary of what we know so far. The bill is dense and is still being interpreted. There are definitely some rules that will "turn the page" on how Americans save for retirement. **We will keep you posted with updates as we have them and we will be considering the elements of the bill which will most impact you as we prepare to meet with you this year.**

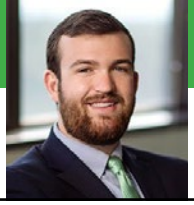
Oh and then there's the pandemic itself...still derailing our plans and schedules here and there. This may be a great year to "turn the page" on some of your health & wellness resolutions since I think many of us now know just how important our health is as a priority.

As always, we remain grateful for the opportunity to serve, advise, and partner with you in 2023 and beyond. Perhaps one of the most important lessons of the last 3 years is to be flexible & resilient AND we look forward to helping you maintain and build that "muscle".

Have a great start to 2023!

Lisa A. K. Kirchenbauer, CFP®, RLP®
Certified Financial Transitionist® (CeFT®)
President and Founder

Planning Updates



by Davis Gardner, CFP®, CeFT®

1. Summary of SECURE 2.0

While most of us were busy celebrating the holidays with our friends and family, Congress passed a $1.7 trillion omnibus spending bill. One major aspect of that bill is the SECURE ACT 2.0, which updates previous rules regarding retirement planning for individuals. As such, the bill will put into place a number of changes which directly impact most of Omega's clients. In order to simplify some of these changes and to help understand how they might impact your individual situation, we have provided a summary below of the key changes within the SECURE ACT 2.0.

Required Minimum Distribution Age Has Been Pushed Back. Also known as your "required beginning date", the IRS dictates at which age you're required to start pulling money from your Traditional IRAs and qualified retirement plans (like 401(k)s and 403(b)s). Prior to SECURE 2.0, this date was age 72 for most individuals. Going forward, the new law states that *"In the case of an individual who attains age 72 after December 31, 2022, and age 73 before January 1, 2033, the applicable age is 73. In the case of an individual who attains age 74 after December 31, 2032, the applicable age is 75."*

In summary, the age for RMDs are now as follows:

Birth Year	Age When RMDs Begin (Required Beginning Date)
1950 or earlier	72 (70.5 for those who reached that age before 2020)
1951 – 1959	73
1960 or later	75

What this means for you:

Clients who haven't yet obtained RMD age now have a longer runway to make Roth IRA conversions. Roth IRA conversions involve paying taxes on your existing Traditional IRA dollars and converting them into Roth IRA dollars where they will continue to grow and be distributed tax-free. Typically, this makes the most sense during the period of time between a client's retirement date and their required beginning date, due to lower income and lower tax rates during that time.

Similarly, **clients have more time to make Qualified Charitable Distributions (QCDs) from their IRAs before their required beginning date**. A QCD is done by sending money directly to charity from your IRA, reducing the amount of money in your IRA and subsequently reducing your eventual RMD amounts. **QCDs can be made as early as age 70.5 and can be continued for the rest of your life. For 2023, the maximum annual QCD is $100,000, *regardless of your actual RMD amount*.** Starting in 2024, this limit will be indexed for inflation, and we expect it to increase each year from there.

529 Plan-to-Roth IRA Transfers. Starting in 2024, **some clients will be able to transfer money from 529 plans into Roth IRAs.** Previously, Roth IRAs could only be funded from your own cash contributions, Roth Conversions, or retirement plan rollovers. **Certain requirements must be met to allow for this direct transfer:**

- The Roth IRA must be held in the name of the *beneficiary* of the 529 plan.
- The 529 plan must have been opened for at least 15 years.

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- Contributions to 529 plans within the previous 5 years may not be transferred.
- The annual limit on transfers from 529 plans to Roth IRAs will be equal to the Roth IRA contribution limit for that year (using 2023 limits, the maximum would be $6,500).
- The lifetime limit on transfers from 529 plans to Roth IRAs will be $35,000.

What this means for you: **529 account owners with excess balances can shift money away from education needs toward retirement savings for their children, grandchildren, and other loved ones, under certain circumstances and with certain limits.**

Retirement Plan "Catch-up" Contributions. Starting in 2025, clients in ages 60-63 will be allowed to make further catch-up contributions to their employer-sponsored retirement plans. This catch-up is in addition to the existing over-age-50 catch-up amount. For those aged 60-63, the new catch-up contribution will be limited to the greater of $10,000 or 150% of the over-age-50 catch-up amount. For example, the 2023 over-50 catch up limit is $7,500, so if the provision were in place this year the maximum over-60 contribution would be $11,250.

What this means for you: **those in their upper 50s and lower 60s will have the opportunity to supercharge their retirement contributions in the next few years.**

Roth Rule Changes. Starting in 2024, clients who earn over $145,000/year and make catch-up contributions to their employer-sponsored retirement plans will be required to start making those catch-up contributions on a Roth (after-tax) basis. Currently, most clients make those contributions on a pre-tax basis, which helps reduce one's taxable income each year. Notably, this rule will not apply to IRAs, and Roth IRAs will continue to limit one's ability to contribute based on their earned income each year.

While this doesn't initially appear to be a favorable change for most clients, there is a silver lining: **starting in 2023, there will be no Required Minimum Distributions for Roth retirement plans (i.e. Roth 401k and 403b plans)**. Previously, Roth 401(k)s did not follow the same rules as Roth IRAs, and still required that RMDs were taken when an individual reached their required beginning date. SECURE 2.0 has made it so Roth retirement plans and Roth IRAs follow the same rules on RMDs.

What this means for you: 2023 will be the last year for most clients over age 50 to maximize their pre-tax catch-up contributions. Going forward, those with Roth money in their employer-sponsored retirement plans will not be required to distribute those funds based on their age, at any point in time.

Please note that this is by no means a comprehensive review of SECURE 2.0. For some of the more nuanced provisions, your Omega advisor will be in contact with you with thoughts on how this bill will impact your planning.

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2. Beginning of year check up items.

Having turned the corner into 2023, now is a good time to perform a financial "self-checkup". While Omega will be reviewing many of these items with our clients in 2023, it's important for your own financial well-being to know where things stand prior to meeting with your advisor.

Here are some of the key things to check on at the beginning of the year:

Savings rates. For those of you working and saving toward your employer-sponsored retirement plan, are you contributing as much as you think? **Are you receiving the maximum matching contributions from your employer? Make sure to review your 2022 full-year contributions and consult your HR department if you would like to increase your contributions.** As a reminder, the maximum contribution for 401(k)s, 403(b)s, and 457 plans is $22,500 for 2023, and those aged 50+ can contribute an additional $7,500 this year.

Subscriptions. Many of us pay for things we no longer use – whether we know it or not. Do you read all the magazines or newspapers to which you subscribe? If not, consider cancelling them. What about gym or club memberships? Again, if you don't use them, either start using them or cancel.

Insurance coverage, estate documents, and account titling/beneficiary designations. While Omega periodically reviews these items for our clients, it's important for you to do a self-assessment as well. Has anything changed in your life that might justify a review of your coverage? Some common life events which warrant a review include starting a new job, moving to a new state, buying a house, getting married, starting a family, or opening a new business. Those in these situations should consider whether their current coverage is sufficient or needs to be updated.

Portfolio rebalancing. For those of you who self-manage your investments, this is a good time to make sure you're still on track with your asset allocations after a tumultuous year in the markets. If you have questions about how you should be invested, please contact your Omega advisor.

Cleaning out your files. As your financial planners, we serve as a guardian of your financial information and are more than happy to hold your important files in our system. That said, there are several documents which are important for you to keep on your own, whether physically or electronically. Now is a good time to review your files to make sure you aren't missing anything critical, and to see whether you may be holding onto some documents unnecessarily. See the next page for a list breaking down exactly what types of financial information to keep on hand, and for how long.

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Toss it...

Toss each month:

- ATM, bank-deposit slips and credit card receipts (after you've checked them against your statements)
- Sales receipts for minor purchases (unless they have a warranty)

Toss after one year:

- Monthly bank and credit-card statements (if you don't itemize deductions)
- Monthly/quarterly brokerage and mutual-fund statements – **only if you keep all confirmation slips & investment related 1099s**
- Monthly mortgage statements (if your year-end statements show the total amount of interest and property taxes you've paid throughout the year)
- Phone and utility bills (if you don't have a home office, use phone for business calls, or anticipate any need to prove long-term residency)
- Paycheck stubs (after they are reconciled with your annual W-2 or 1099)

Keep it...

Keep for seven years:

- W-2 and 1099 forms for income
- Year-end statements from credit card companies
- Phone and utility bills (only if you deduct any portion for business, have more than one home, or have moved within the past few years)
- Cancelled checks and receipts/statements for: annual mortgage interest and property taxes, deductible business expenses, childcare bills, out-of-pocket medical costs, or any other tax-deductible expense

Keep indefinitely:

- **Annual tax returns & 1099s from investments**
- **Year-end summaries from financial services companies (brokerage firms & mutual fund companies)**
- **Confirmation slips listing the purchase price of any investments you own**
- Home-improvement records
- Receipts for major purchases (any item whose replacement cost exceeds the deductible on your homeowner's or renter's insurance policy beneficiary designations)

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Investment Outlook

by Jared Jones, CFP®, CIMA®, CeFT®

Q1 Investment Column

2022 was a rough year for investors. Ben Carlson from the blog "A Wealth of Common Sense" put together a couple of charts below showing just how challenging things were last year. **You'll see that 2022 finished 7th for the worst year and is the 3rd worst year since the 1940s when most experts say "modern" financial markets started. To make matters worse, the standard 60/40 portfolio experienced its worst year since the 1930s.** In addition, the -13% total return on the Bloomberg Aggregate Bond Index was the worst since its inception in 1976.

The Worst Years Ever For the U.S. Stock Market

Year	S&P 500	Reason
1931	-43.8%	Great Depression
2008	-36.6%	Great Financial Crisis
1937	-35.3%	1937 Crash
1974	-25.9%	1973-74 Bear Market
1930	-25.1%	Great Depression
2002	-22.0%	Dot-Com Crash
2022	-18.1%	The Great Inflation
1973	-14.3%	1973-74 Bear Market
1941	-12.8%	WWII
2001	-11.9%	Dot-Com Crash
1940	-10.7%	WWII
1957	-10.5%	1957-58 Recession

The Worst Years Ever For a 60/40 Portfolio

Year	60/40 Portfolio	Reason
1931	-27.3%	Great Depression
1937	-20.7%	1937 Crash
2022	-16.9%	The Great Inflation
1974	-14.7%	1973-74 Bear Market
2008	-13.9%	Great Financial Crisis
1930	-13.3%	Great Depression
1941	-8.5%	WWII
2002	-7.1%	Dot-Com Crash
1973	-7.1%	1973-74 Bear Market
1969	-6.9%	Nifty Fifty Crash
2001	-4.9%	Dot-Com Crash
1966	-4.8%	1966 Bear Market

Source: NYU

Source: https://awealthofcommonsense.com/2023/01/2022-was-one-of-the-worst-years-ever-for-markets/

2022 marked just the 3rd year since the 1920s when both equities and bonds finished with negative performance. So no matter how you were invested in 2022, you experienced a kind of pain that hasn't been felt since 2008.

By far and away, much of the poor performance can be attributed to global inflation caused by the pandemic. For much of 2021, the Federal Reserve believed inflation would be transitory and was slow to respond after admitting inflation was much more entrenched than initially thought. It's also worth noting that the war in Ukraine and China's COVID policies significantly added to the inflation problem in 2022.

Additionally, there's a bit of an Occam's razor effect at play. **The U.S. stock market being down 18% in 2022 is very bad in a vacuum. However, it makes more sense if you zoom out and see the market was up 31% in 2019, 18% in 2020, and 29% in 2021.** You can't expect gains to be that high forever.

Last quarter's newsletter reviewed how the Fed is combatting inflation by raising interest rates. **Throughout 2022, the Fed raised rates from 0% to 4.25% by December - the highest level in 15 years. Moreover, the pace at which the Fed raised rates was its fastest since the 1980s.**

Fortunately, we have seen inflation peak (we believe – knock on wood). **By December, reports indicated that inflation had fallen to 7.1% from a peak of 9.1% in the summer.** However, the Federal Reserve's target for inflation is 2%, and it may take some time to get back to that level. **As a result, it's expected that the Fed will raise rates at a much slower pace in 2023. In addition, rates will likely remain at an elevated level for longer than initially expected.**

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That brings us to what's in store for 2023.

Currently, just about everyone has penciled in a recession at some point in 2023. **However, the Fed's ongoing commitment to bringing inflation down will likely provide solid headwinds for the U.S. economy. So, it wouldn't surprise us if that happened in early to mid-2023.**

The Fed is trying to thread a needle between slowing the economy enough to bring down inflation while keeping unemployment numbers relatively stable – known as a "soft landing." The likelihood of achieving will be hard to achieve, but not impossible. A growing number of economists and even Goldman Sachs have predicted a soft landing but are far outnumbered by those who believe a recession is likely. Only 4 out of the last 12 rate cycles have resulted in a soft landing, so the odds favor a downturn.

It may seem counterintuitive, but the unemployment number ticking up sooner rather than later may lead to the Fed "checking the box" that they have done their job reducing inflationary pressures and can ease their foot off the brake.

If this happened along with a stabilization of some leading indicators like manufacturing data, consumer expectations, and interest rates, we could see a very mild recession and recovery by the end of 2023. **Most prognosticators are predicting a mild recession in the first half of 2023, which would be a positive push for finishing the year in the black for stocks.**

Globally, it's very likely that we are already in a recession. Data produced by the Organization for Economic Cooperation and Development has shown a dip below their threshold, indicating a recession is already underway. A global recession will lead to a challenging year for international equities, but performance could be mixed, with some countries growing and others contracting.

The re-opening of China and the impact on the Emerging Market asset class will also be something to pay attention to this year. For example, China's stock market rose 29% in November compared to the S&P 500 being up 5%. However, we could see a similar scenario where inflation spikes in China as demand rebounds around the globe in 2021 and 2022.

Last, fixed income seems primed to have a good year in 2023. There are three main reasons to be optimistic about bonds (finally):

1. **Yields are the highest they've been in years.**
2. **The Fed seems to be finished with most of its substantial rate hikes.**
3. **Inflation is likely to continue declining.**

Despite poor performance in 2022, we believe bonds will act as a buoy for portfolios this year, and it's important to remain well diversified.

Takeaways:

With uncertainty heading into 2023 remaining high, we believe the same playbook used in 2022 still applies. For those relying on the portfolio for income, protecting your upcoming cash needs remains important. We recommend keeping at least 12 months of cash needs in cash or a defensive strategy for those taking regular withdrawals. **We hope there will be a recovery in the not-too-distant future but plan to remain well-prepared for further volatility.**

We may sound like a broken record, but it's important to keep your OWM team updated with any upcoming cash needs or changes in your financial situation. Keeping Omega in the loop will allow us to make sure the portfolio is ready for your needs.

2022 Year to Date Performance as of 12/31/2022 by Index:

Benchmark	Benchmark Returns YTD	Category
Dow Jones Industrial Average	-8.78%	U.S. Large Cap Stocks
S&P 500 Index	-19.44%	U.S. Large Cap Stocks
MSCI EAFE Index	-14.45%	International Stocks
Barclays Global Aggregate Bond	-11.23%	Intermediate Term Bonds

Cash is King

With the dramatic increase in interest rates over the last year, it's now critical to look at how hard your cash is working for you. **According to bankrate.com, the national average yield for savings accounts sits at a measly 0.22% APY.** It doesn't take an expert to compare that rate to current interest rates on loans like mortgages or credit cards to sense the inequity between what banks are paying their customers vs. what they're charging their customers.

Fortunately, people with extra cash now have options outside of traditional bank savings accounts in this new high-interest-rate environment. At Omega, we have long been fans of high-yield savings accounts. **High-yield savings accounts are typically provided by online banks without brick-and-mortar locations. Online banks can pay a higher interest rate since they don't have the same overhead as traditional brick-and-mortar banks. In addition, high-yield savings accounts offer the same liquidity and FDIC protection as traditional bank accounts. Moreover, many high-yield accounts can link to a brick-and-mortar bank or savings account to make transferring between the two seamless and remove some of the hassles of needing a physical location.**

Omega always recommends using reputable, well-known banks when selecting high-yield accounts like the following:

Marcus by Goldman Sachs - 3.30% APY
Ally - 3.30% APY
CapitalOne 360 Savings - 3.30% APY
**Interest Rates as of 1/12/22*

Why not just buy a CD? Interest rates are expected to continue rising through the first half of 2023. **Therefore, we recommend waiting to purchase less liquid products like CDs that charge penalties on early withdrawals. The liquidity and flexibility offered by high-yield savings accounts outweigh the higher interest rates on CDs for the moment - we suspect CDs will offer even higher rates in the coming months.** Once the Federal Reserve pauses its rate-hiking, it will be a better opportunity to purchase CDs at a higher rate.

New Year's Resolutions

January is often a time when people, including Omega clients, take on resolutions & goals for the new year. We all hear stories about how those resolutions don't turn out or hold throughout the year. **Recently, there was a great article in the *Wall Street Journal* (The Science of Success Updated January 5, 2023, by Ben Cohen) that debunked some of the myths about New Year's Resolutions and how to make them more successful for you.** A lot of the insights are based on research done by Professor John Norcross at the University of Scranton. Here are some of the highlights and feel free to check out the full article.

- **A high percentage of people who make resolutions follow them for at least 6 months.**
- **Ideal goals are: realistic, specific and oriented towards accomplishing something good instead of avoiding something bad.**
- **Progress is not instant, it's incremental.**

Some additional insights from Dr. Per Carlbring of Stockholm University:

- **Starting a new activity (such as reading a book) is stickier than quitting an old one (deleting Instagram from your phone)**
- **Tracking progress can help support the goal- we like to extend our winning streaks.**

Good luck in achieving your goals for the year (and we look forward to discussing them when we meet with you!

by Andrew Mehari, CFP®

Ops Corner Q1 2023

Happy New Year! As technological advances progress so does the propensity for cybersecurity attacks. We want to make sure, heading into this new year, you have all the tips you need to make sure you are operating in the digital world in the safest way possible. We also provide a quick summary on the various websites and portals you have access to as an OWM client.

Cyber-security Tips for 2023

Read below for the major cyber security tips to follow in 2023, both personally and professionally, provided courtesy of: Intellipaat.com

1. Think Before You Click

Stay cautious of the unknown links you receive through emails, messages, or while visiting other web pages that are not secure enough. Links in e-mails in the form of password recovery, bank statements, etc. are among the most popular methods used by hackers to trick you and gain your personal information. The fake sites connected to these links are too similar to the real ones where the hackers will get you to provide your personal details and gain access to your account using the same. For suspicious looking e-mails, always check the sender's address to make sure its legitimate.

2. Use Strong and Varied Passwords

It may be easy to use and remember the same password across multiple platforms for all your accounts, but it makes your account more insecure. You should use distinct passwords for all your different accounts. With this practice, even if a company where you have an account is breached or hackers have gotten access to one of your account credentials, these credentials would not work on other websites. Also, you need to use strong passwords for your accounts as they are important for online security. To make your passwords strong and secure, you can refer to the password policy guidelines of the National Institute of Standards and Technology and consider the following:

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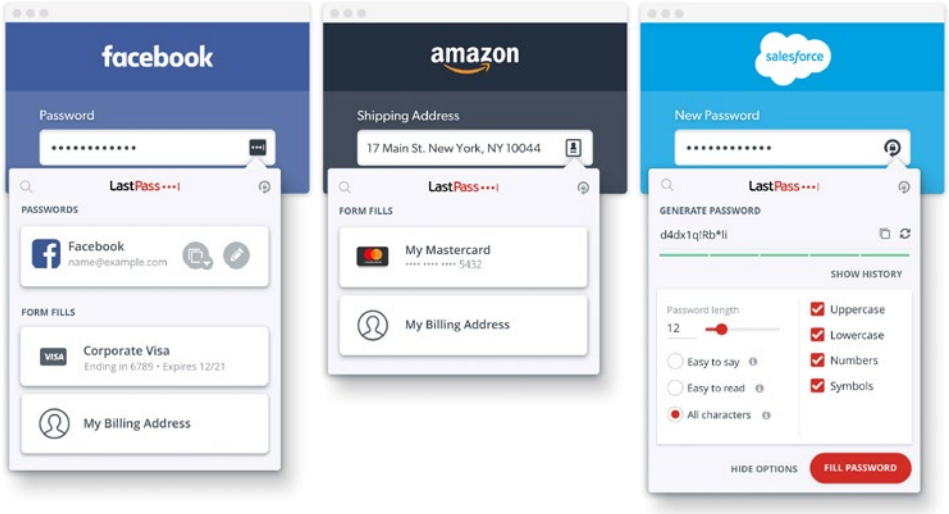
- Use passwords with more than 8 characters and a maximum of 64 characters
- Never make use of the same password twice
- Use at least one uppercase letter, one lowercase letter, one number, and a few symbols other than &, #, _, @, etc.
- Use passwords that are easy to remember and also, do not leave clues in the open or make them available to the public
- Change your password often and reset it.

3. Use a Password Manager Tool

It may be difficult to remember so many passwords for your various accounts, which is when a password manager comes into the picture. A password manager is a program or software that will help you store and manage all your passwords together. You will be able to access all these passwords using a single 'master key' password. This will help you keep these credentials secured and prevent you from writing down your passwords, which is one of the most unsafe methods of keeping track of your passwords. It is extremely important in this digital era for you to have cyber safety and security awareness. Some of the most commonly used password managers include KeePass, LastPass, 1Password, Dashlane, and Roboform. While some of them are entirely free, the others offer both free and paid versions.



The OWM Team recommends LastPass, which has both a free version and a premium version. The application works with Windows, MacOS, Android, iPhone, and iPad, plus it has browser extensions for Chrome, Firefox, Safari, Internet Explorer, Edge, and Opera.

4. Set up Two-factor or Multi-factor Authentication (MFA)

Generally, you require only your user id and your password to sign into your account, but the MFA service enables you to add extra security layers to the standard method of using passwords for online verification. With this, you will receive a prompt to add another method of authentication along with the password, like a code, fingerprint, OTP in your phone number or email, etc. With this method, you will be required to enter more than two credentials while logging in, keeping your account more secure by making it more difficult for hackers to access your data. This is another one of the most significant Cyber Security measures that you must take.

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5. Keep Your Systems Updated

Another one of the most crucial cyber safety tips is that you must keep all your browsers, software, and operating systems up-to-date. If your organization firewalls for security purposes, you must update that as well. The older your system and its configurations are, the longer the hackers have to find and exploit all the weaknesses. Updating them will prevent attackers from exploiting them for enough time until new updates.

6. Turn on Firewalls and Utilize Anti-Virus Programs

Hackers can attack your systems and networks through various methods, such as malware, viruses, phishing attacks, trojans, spyware, etc., to gain access to your data. With the help of anti-virus software and firewalls, your system will be capable of defending itself against these attacks. You need to ensure that your firewall or the software that you are using is updated regularly and prevents such cyber threats before they occur. You can use antivirus software like McAfee, TOTAL AV, Norton, etc., and firewalls, such as NGFW, NAT firewalls, etc. In order to keep your data protected from all possible threats, it is important for you as a user or an employee to have Cyber Security awareness.

7. Limit the Use of Debit Cards in Online Purchases

One of the most useful Cyber Security measures that you can take is regarding online transactions and payments. When you purchase services or products online, try to avoid paying through debit cards or any other payment method that is connected to your bank account directly. Rather, you can make use of applications like PayPal or credit cards, which will provide more protection to your bank accounts.

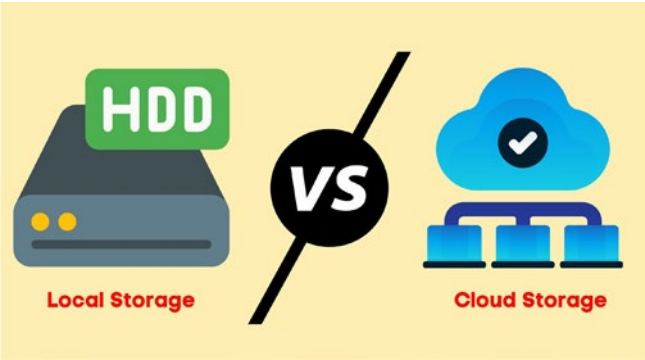
8. Be Aware of Phishing Attacks

In phishing attacks, hackers assume a different identity in order to trick you so that you provide them with your credentials, click on a malicious link, or open files or attachments that can attack the system with viruses or other malware. This can lead to a ransom attack. Some of the tips you can use in order to prevent this from happening and avoid getting caught in a phishing scam include:

- Do not open emails from unknown people or sources especially with international addresses like .jpn or other international country URLs
- Hover over the links before clicking to figure out where they direct and if the link seems unsafe, do not click it
- Check for any type of grammatical errors and the id of the sender
- Educate your friends and family about such types of errors so that they avoid opening such emails or forward them to you without any knowledge

9. Back Up Your Data Regularly

Backups are nothing but a copy of the files or network's data for the purpose of restoration in case of damage or loss. Cyber-attacks may lead to data loss and file damage. In certain situations, there is no guarantee that the attackers will return the stolen data even after paying the ransom. Hence, it is always advisable to create data backup to mitigate the loss from cyberattacks. You can backup the data on your computer using an external hard drive, or in some instances, online via the cloud depending on the brand.



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10. Don't Use Public Wi-Fi without a VPN or mobile hotspot

If you are using public Wi-Fi, make sure that you use a Virtual Private Network (VPN) along with it. VPN allows your device to be secured as it encrypts the traffic between the server and your device. This increases the difficulty of hackers when they try to access your personal data by hacking into your device. If you do not have a VPN on your device, you should use a mobile network (hotspot) or another secured connection to use the internet.

Finally, below is a list of Omega-related websites you can readily access for information on your investments and to store important documents (eMoney vault).

Source: https://intellipaat.com/blog/cyber-security-tips-best-practices

Client Portals and Websites

Website Name	URL and Purpose	Support Contact
eMoney	https://wealth.emaplan.com/ema/ria/omegawealth Complete financial overview, including SEI accounts, 401k and bank accounts. Client vault to share and access important documents	john@omegawealthmanagement.com
SEI AccessMyPortfolio	https://accessmyportfolio.com Access to SEI accounts ONLY, with ability to view accounts, download statements, tax forms, and convert to e-delivery	(800) 734-1003
SEI Cash Access	https://seicashaccess.mybankingservices.com Access to information related to SEI checking accounts and Securities-Backed Line of Credit accounts via Bancorp – view balances, download statements, transaction history, and order checks	(866) 792-5412
Charles Schwab & Co.	https://www.schwab.com Access to Schwab brokerage accounts and Schwab bank accounts, transaction history, download statements and tax forms, initiate bank transfers	(800) 780-2755
ImpactAssets	https://impactassets.org Access to donor-advised fund account, ability to make grants to charity, update beneficiaries, and access transaction history and download statements	(855) 482-2946

Business Owners' Corner

We made it to 2023. Congratulations! **Each January brings an opportunity to start anew, set new goals and reflect on the direction you want to take in 2023. As Business Owners, we generally remain optimistic and hopeful, and yet, you may be experiencing a few "headwinds" as 2023 begins or you look farther into the year. Inflation is impacting the cost of goods and labor. Customers may be sensitive to passing on price increases unless it is obvious that your cost of doing business is untenable. So, how can you have a great 2023 regardless of what may be in store economically for 2023?**

1. **Take the time to set some goals both in terms of revenue, profitability, activity.** Just letting the year drive you rather than you driving your direction for the year is a recipe for uncertainty and challenge. Knowing who your ideal customer/client is, what they need, how you can best serve them also helps keep you focused regardless of what is going on around you.

2. **Assess Your Team.** It can be tough finding and keeping good, talented team members in this environment. Are you checking in regularly? Sit down to talk about their personal and professional goals for the year as well as your expectation for their contribution to the business in 2023. By staying engaged and showing your care & concern about their path and goals, you are more likely to keep those talented contributors. Having trouble finding help? Consider part-time 1099 workers to fill in the gaps while the labor market settles down a bit.

3. **Do some clean up.** January is a perfect time to clean up your financial records, get your bookkeeping in order, clean up your office, cull your office files and finally…perhaps take a good look at your clients. Is it time to shift your service model? Is it time to "graduate" some clients to another business or another relationship manager? **"Lightening your load" at the beginning of the year can be beneficial to your mind and spirit and as a business owner, having the right energy to lead your business is essential.**

4. **Build your flexibility and resilience "muscles".** We continue to stress to all our clients that the pandemic taught us to be able to pivot and be creative. It's a great lesson with lasting effect. The more flexible and creative you can be, the better you and your business will weather inflation, unforeseen economic, political, regulatory, and business-specific challenges that may come your way.

As always, we at Omega LOVE supporting our business owner clients! If you need a special consult to get your business moving the right direction.

Have a great 2023!

OWM TEAM UPDATES

As mentioned in our opening letter to you, **we are excited to announce some important and beneficial changes in the Advisory Teams that will be working with our clients in 2023 & beyond**. As we enter our 24th year, we continue to grow and are increasingly sharpening our focus on "family legacy transition planning". As a result, **we are realigning our advisors' client assignments to provide our clients with the right level of experience, knowledge and strengths to most effectively serve our clients' needs today. We will continue to invest in our Advisory Team's growth and education to stay on top of the changing trends & evolving legislation, while working as a team to serve you effectively.**

On the Service side of Omega, we have been building out our Service Team and you may have noticed that much more of the day to day client service needs are being handled by Evelyn Ovando-Flores. Andrew Mehari, as our Operations Manager, continues to oversee the Client Service & Business Operations of Omega, and will also continue to be more involved with any more complex client service requests and needs.

Together, between Omega's Advisory and Service Teams, we look forward to continuing to provide a level of advice that you have come to expect from Omega, and more!

Over the next few months, **we will look forward to beginning our Strategic Alignment Meeting cycle to set the stage for 2023 including your financial and life goals for the year**, any important life/financial changes that we need to factor into our planning assumptions, cashflow/cash needs for 2023, preparation for 2022 tax filing, reviewing financial planning numbers (as needed) and of course, reviewing your investment portfolio. **We look forward to catching up, connecting, and setting a successful path for 2023!**

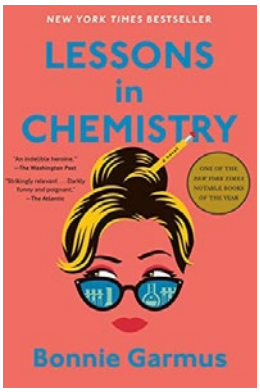
DON'T **FORGET** - Important Dates and Reminders

Monday, February 20th - President's Birthday

Tuesday, April 18th - Federal Tax filing deadline

Monday, March 12th - Daylight Savings

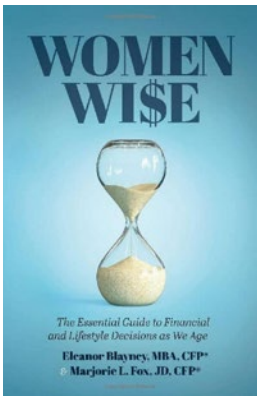
BOOKS & **RESOURCES**



Lessons in Chemistry

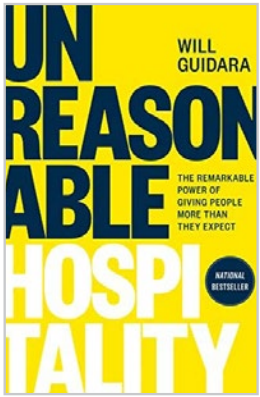
by Bonnie Garmus

Bonnie Garmus's novel *Lessons in Chemistry* follows single mother Elizabeth Zott, a brilliant chemist in a man's world—1960s. Laugh-out-loud funny, shrewdly observant, and studded with a dazzling cast of supporting characters, *Lessons in Chemistry* is as original and vibrant as its protagonist.



Women Wise

Written by retired financial planner colleagues, Marjorie Fox, JD, CFP® and Eleanor Blayne, MBA, CFP®, it is a comprehensive & personal guide to finances especially for retired, single, widowed women. Be sure to note the reference to Lisa in Chapter 2 on Transitions.



Unreasonable Hospitality: The Remarkable Power of Giving People More Than They Expect

Essential lessons in hospitality for every business, from the former co-owner of legendary restaurant Eleven Madison Park.

Guidara was twenty-six when he took the helm of Eleven Madison Park, a struggling two-star brasserie that had never quite lived up to its majestic room. Eleven years later, EMP was named the best restaurant in the world.

How did Guidara pull off this unprecedented transformation? Radical reinvention, a true partnership between the kitchen and the dining room—and memorable, over-the-top, bespoke hospitality. Guidara's team surprised a family who had never seen snow with a magical sledding trip to Central Park after their dinner; they filled a private dining room with sand, complete with mai-tais and beach chairs, to console a couple with a cancelled vacation. And his hospitality extended beyond those dining at the restaurant to his own team, who learned to deliver praise and criticism with intention; why the answer to some of the most pernicious business dilemmas is to give more—not less; and the magic that can happen when a busser starts thinking like an owner.

Today, every business can choose to be a hospitality business—and we can all transform ordinary transactions into extraordinary experiences. Featuring sparkling stories of his journey through restaurants, with the industry's most famous players like Daniel Boulud and Danny Meyer, Guidara urges us all to find the magic in what we do—for ourselves, the people we work with, and the people we serve.

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- Prospective new client inquiries

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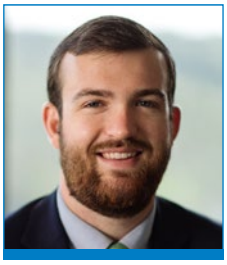
- Coordinate investment research & analysis process
- Prospective new client inquiries
- Support client service & meeting preparation process



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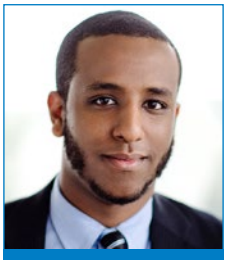

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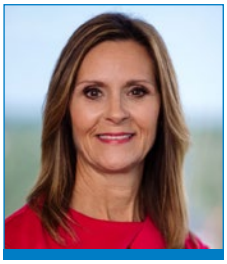
- eMoney assistance
- Business and financial operations



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- Office management
- Greeting clients
- Appointment scheduling
- Pay Simple fee payment support
- Business and financial operations

Omega
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Integrating your values, vision and wealth

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