

**Subject:** Meeting Notes – John & Jane Nylic 9.15.2021  
**Date:** Wednesday, September 15, 2021, at 10:00 AM CDT  
**From:** Wesley RYoung  
**To:** Cheryl Green  
**CC:** Stephanie McKinney, CaraMcQuiston, Preston Neumann, Cody Moore

Cheryl,  
Please see meeting notes and tasks.

**Notes:**

John, Jane, Wes, and Cody had a Direction Strategy Session. We discussed the standard of care around their liquidity. We will keep them between 50% PT/ 50% AT and 60% Variable/40% Fixed. We are going to position their variable liquidity in the moderately conservative portfolio and their fixed in a combination of savings and CWL. To accomplish this, Jane will allocate her 401k into a moderate asset allocation fund. We will roll John's SEP into the Russell Balanced Growth Model. We will reposition the 130k of savings into CWL over time. They are increasing their savings from 59k to 75k. We will divide the new cash flow 50% Variable and 50% Fixed until John's business reaches a place of greater profitability and sustainability.

We set the next meeting for 9.22.2021. We will begin discussion of what if scenarios and wills, trusts and ancillary documents.

**CWL Cash flow #s**

$130,000 \times 50\% = 65,000$

$37,500 \times 10y = 375,000$

$375,000 + 130K \text{ (existing)} = 505,000$

$505,000 / 10y = 50,500 \text{ per year for 10 years}$

**Tasks:**

- **Next Meeting Prep**
  - Send Zoom invite – Cheryl
  - Create Strategy Management - Cody
  
- **Life Insurance Underwriting**
  - John – 5M Total DB - Cara
    - Create 10pay CWL with 50, 500 premium
    - Remainder of DB to be applied for YCT
  
  - Jane – 5M Total DB - Cara
    - YCT
  
- **Investments/Liquidity**
  - Roll John's existing SEP into Brinker Capital Growth model - Preston
  
- **Wills, Trust & Ancillary Documents**
  - Create Estate Planning worksheet – Cody

Thanks,

Wes

*"If we let ourselves, we shall always be waiting for some distraction or other to end before we can really get down to our work. The only people who achieve much are those who want knowledge so badly that they seek it while the conditions are still unfavorable. Favorable conditions never come." ~C. S. Lewis*