



## Pink Wealth Management Group

*"I can't change the direction of the wind, but I can adjust my sails to always reach my destination." -Jimmy Dean*

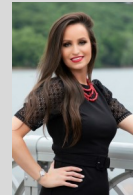
With all the recent disruptions to our personal, and professional lives, it means more than ever that you've continued to place your trust in us.

Reflecting on the events that have occurred globally these past few months has proven to be less than a simple task. However, as we all continue to adapt to the changing world around us, the phrase "we're all in this together" has remained a dominant anthem for 2020. It's that feeling of togetherness, especially in these times of uncertainty, that becomes so important to us all. The Pink Wealth Management Group will continue adjusting our sails as we navigate together the changes ahead.

*Thank you for the trust you have placed in us*



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## How a Trusted Contact May Help you Avoid Financial Exploitation

Provided by RBC Wealth Management and Thomas Pink

Financial exploitation is a growing problem for American retirees and their families. It's important to be familiar with common scams—such as being contacted about an unexpected windfall or an investment opportunity that sounds too good to be true. But more than knowing the warning signs of exploitation, it's equally important to be proactive about its prevention.

A simple, yet effective way to help avoid the risk of potential exploitation is to provide a trusted contact person on your accounts who can be called on in

certain circumstances to protect your assets and respond to possible financial exploitation. This trusted contact person might be a family member or a friend. Or it might be a professional you depend upon, like an attorney or accountant.

A trusted contact person is someone you authorize your financial advisor to contact only if they are unable to reach you directly. This person is not an authorized party on your account(s) and your financial advisor will not accept instructions from them to effect transactions and/or change account information.

*“Financial exploitation is a growing problem for American retirees and their families”*



### Trusted Contact

A simple, yet effective way to help avoid the risk of potential exploitation is to provide a trusted contact person on your accounts who can be called on in certain circumstances to protect your assets and respond to possible financial exploitation.

### Hypothetical Example

Let's say you and a spouse have a joint account with check writing capability, and you are on a cruise together. Let's also say your financial advisor notices a large transaction on your account that is not typical for you. The advisor is unable to reach you to verify the authenticity of the transaction and is concerned this is fraud.

The good news is: you provided a close sibling as your trusted contact person. Your advisor follows up with them and is able to locate you to verify if the charge is valid.

FINRA, the securities industry self-regulatory organization, has actually made the practice of naming a trusted contact into a rule, and requires that your financial advisor ask you if you would like to name a trusted contact person at the time you open or make material changes to your account(s). It's a good idea, is easy to do, and could help you avoid financial exploitation in the future.

This article is provided by RBC Wealth Management on behalf of Thomas Pink, a Financial Advisor at RBC Wealth Management, and may not be exclusive to this publication.

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## Welcome Anna Donnelly!



*Anna Donnelly*

We are very excited to welcome Anna Donnelly to the Pink Wealth Management Group. As many of you may already know, Anna joined the group in February of this year, and has already become a valuable full time addition to the team.

Originally from St. Louis, Missouri, Anna moved to Minnesota shortly after college. Anna is a graduate of the University of Missouri – Columbia with a Bachelor's Degree in Business Administration.

Along with experiencing her first Minnesota winter, Anna is looking forward to going to the MN State Fair next fall!

## J.D. Power Highest in Investor Satisfaction with Full-Service Brokerage Firms

In March, J.D. Power named RBC Wealth Management Highest in Overall Investor Satisfaction with Full-Service Brokerage Firms in their 2020 U.S. Full-Service Investor Satisfaction Study.

The study ranks U.S. firms according to factors including investor satisfaction with their financial advisor, account information, investment performance, firm reliability and reputation, and more.



RBC WM-U.S. scored the highest of all 26 firms included in the study.

We aim to earn your trust and confidence, and place a priority on your interests, as we help you achieve your financial goals.

Investment and insurance products offered through RBC Wealth Management are not insured by the FDIC or any other federal government agency, are not deposits or other obligations of, or guaranteed by, a bank or any bank affiliate, and are subject to investment risks, including possible loss of the principal amount invested.

\* Source: Individual company reports compiled into peer rankings by our private client group.

1. RBC Wealth Management received the highest score in the J.D. Power 2020 U.S. Full-Service Investor Satisfaction Study of customer satisfaction with full-service investment firms. Visit [jdpower.com/awards](https://www.jdpower.com/awards).

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## Awards & Recognition



Thanks in large part to our culture, RBC WM-U.S. continues to rack up awards. In August, we ranked number one in the Minneapolis/St. Paul Business Journal's 2020 Best Places to Work survey, based on a confidential survey of employees. That award follows our number one ranking in the J.D. Power U.S. Full-Service Investor Satisfaction Survey, which is based on client feedback.

## Just For Fun



Puppies are born blind and deaf



They can be born as identical twins



Puppies spend 15-20 hours a day sleeping



Looking at pictures of puppies is good for you!

## Team Photo Booth: *Puppy Edition*

The Pink team seems to have puppy fever!

Winston was the first to be welcomed into the Pink family this summer. Tom, Jessie, and Delaney started searching for a puppy last fall, and in late June, found a little brown haired, green eyed, mini labra-doodle! They named him Winston, Winsty for short, and say that their hearts could not be more full!



8 week old Winston



Delaney & Winston

### *Winston*

Delaney loves quality time with her new best friend, and Tom and Winston share everything, even matching quarantine hair!



Tom & Winston

### *Nash*

The second puppy fever of the year happened in October, and his name is Nash!

Anna and Grant had always wanted a puppy, but it had never been the right time. They happened to come across a picture of a Red Merle Australian Shepard with one green, and one blue eye, and absolutely fell in love. They had always known they would name the puppy Nash, after the restaurant they went to on their first date 3 years ago. When they found out the puppy's father was also named Nash, they knew it was meant to be!



Grant, Nash, & Anna



Tucker

### *Tucker*

The final puppy fever, although not permanent, has warmed the hearts of all in Tyanna's home. Her two boys, having always wanted a pet, have recently started caring for and looking after little Tucker when his owner is away. The spirited pup loves walks outside, belly rubs, and chasing after squirrels.

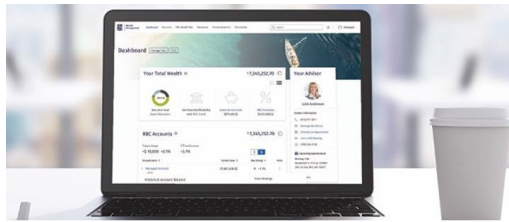


Cayden & Tucker



## NEW Look to RBC Wealth Management Online

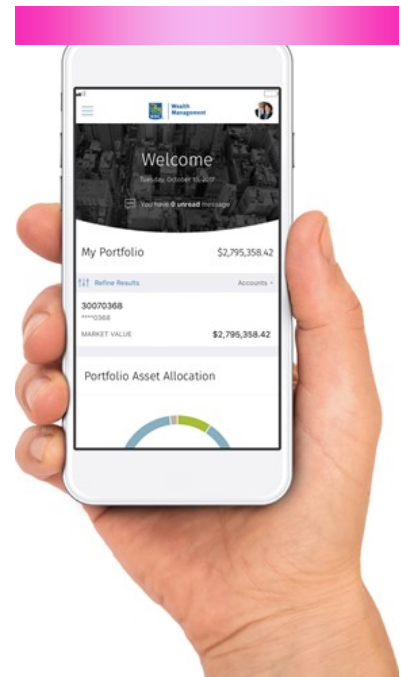
Be sure to check out the NEW RBC Wealth Management Online (WMO) layout when you sign in to view your accounts. WMO provides clients secure and convenient access to view their accounts online. Clients who are registered for WMO have the ability to view their entire financial picture at and outside of RBC WM by using Total Wealth and RBC WealthPlan, access documents, use RBC Online Bill Pay, initiate transfers, manage debits cards and checks, and more directly on the website.



### Experience the freedom of mobile wealth management

View your accounts, access market data and contact me at the touch of a button. With a customizable dashboard for your portfolio, the app allows you to review your investment mix, performance data and other key information. You can send us secure messages and attachments, or get in touch with our Client Support Services team.

Questions about RBC Wealth Management Online, or the mobile app? Contact Client Support Services at **1 (800) 933-9946** weekdays from 8 a.m. to 10 p.m. ET and Saturdays from 10 a.m. to 6 p.m. ET.



*App now available for  
all devices*

*“Experience the freedom of mobile wealth management”*

## Coming Soon!

Coming soon to the Pink Wealth Management Group (PWMG) website, a brand new ‘Look for Us’ page. The new page will include locations you can look for the team in magazines, newspapers and other media. The page will also include past and future event information, and PWMG happenings.

Places you can currently look for us include; quarterly in Artful Living magazine, bi-monthly in the St. Croix Valley Life newspaper, and in various golf publications at courses around the cities.

Be sure to also visit the ‘Newsletter’ page at [www.pinkwmg.com](http://www.pinkwmg.com) to view past and current newsletters digitally, on your laptop, computer, or mobile device.

If you have any questions about the new RBC online layout, or the newly updated PWMG website, feel free to reach out to us at any time!

*- Tyanna & Anna*



## American Red Cross



*Tyanna, Anna, Muddonna, Tom*

The American Red Cross tests blood, platelet and plasma donations for COVID-19 antibodies through early January of 2021

## St. Paul Saints Blood Drive

The COVID-19 outbreak caused the cancellation of thousands of blood drives across the country. This led the Red Cross to reach out to partners with enough space to host new blood drives. On Friday, June 26th, CHS Field hosted a blood drive for people in the community to help those in need.

The Pink Wealth Management Group, having sponsored events with the St. Paul Saints baseball team in the past, received an email invitation to the event. The team took a half day to be able to donate during the pandemic. Their donations went to three separate hospitals, and will help up to nine different people in need.



*Tom & Anna donating blood at CHS Field*

## Charitable Gifting



### Support a worthy cause which may lower your tax bill

Charitable giving is a powerful financial tool. It provides double satisfaction—by helping a worthy cause, and possibly lowering your tax bill.

Perhaps you want to support your favorite charity or create a new program to address a specific concern in your community. Whatever your personal goals, charitable giving can help you achieve them. In fact, charitable giving strategies often provide solutions unavailable through traditional estate planning.

### Three valuable tax benefits

You may receive an income tax deduction in the year you make the gift

The federal gift tax rule does not apply to charitable gifts

Charitable gifts may help reduce your potential estate tax liability

### Other benefits

Transform an illiquid asset into an important source of future income

Restructure a non-diversified portfolio without incurring an immediate capital gain

Help avoid current capital gains tax on the sale of a business

Take an immediate tax deduction on a future gift

Investment and insurance products offered through RBC Wealth Management are not insured by the FDIC or any other federal government agency, are not deposits or other obligations of, or guaranteed by, a bank or any bank affiliate, and are subject to investment risks, including possible loss of the principal amount invested.

## Pink Wealth Management Group



## Tom's Corner

What a year it has been.

I am so grateful for the patience of our clients as we transitioned to working from home as fast as we possibly could. I am thankful for the hard work and dedication of Tyanna, who not only led the practice management of our business in exceptional ways, but also furthered her professional career, obtaining her MN Insurance License this summer. Anna, who in her first month with our group, witnessed a global pandemic, a stock market crash, and a disruption to the normal workplace environment, has been a valuable addition to the team. Despite having to learn and train in a new industry from home, she has advanced in impressive ways, all the while continuing to study for her own licensing exams.

We are growing here at Pink Wealth Management Group, and we did so even in 2020. We enjoy our work (and believe me, we worked hard this year), because we truly enjoy our roles in planning for your future. Our growth is very much a product and result of you, our clients. Thank you for your loyalty during this amazingly unique and challenging year, and for all of your referrals to friends, family, neighbors and work colleagues that we began to work with as well this past year.

Like any reset in our lives, I think it is immensely important to look for positive changes that we can appreciate and build from. Despite the difficult year, there are many memories I will never forget. For the first time, my wife and I felt like our daughter wasn't growing up so fast this summer!! We welcomed a new puppy into the family, and he has already brought us so much joy. I also purchased a meat smoker and began learning that fun hobby. Most of all, I've learned that I have needed to slow down my calendar schedule a bit, which for me, was a wake-up call. Learning that it's okay to not plan so many things in so little time.

As my friend Frank Roffers from Artful Living Magazine put it in his column for their issue this Autumn: "May we have the wisdom to reimagine new directions and the courage to make changes for a better future."

Until Next Time,

-Tom

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Pink Wealth Management Group



**Wealth  
Management**



This issue is dedicated to our former colleague, good friend, and hero Rob Andringa. During his life, Rob inspired many to value what he called the "Four F's – Family, Faith, Friends and Fun" – his recipe for a life well-lived.

*#ringostrong*



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