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## SINCE LAST TIME-

Dear Clients,

Hello everyone! We find ourselves surprised that it is already October and time for our Fall newsletter. Summer seems to have come and gone so fast. Despite the fact this has been a wild year and most of us can't wait for it to be over, we hesitate to wish for days to pass quickly. This is a season of the year that really does offer us a chance to pause, recognize the good in our lives, and be thankful for all that we have.

This past quarter, the S&P 500 stock index was up by about 8.5%, which is a very solid performance. A concern from our standpoint is that over the past three years, six stocks (out of the 500 in the index) have provided about 60% of the index's total return. We have all seen the headlines indicating there may be a disconnect, for a variety of reasons, between the stock market and what is happening in a very large portion of our economy (New York City has seen a 40% surge in bankruptcy filings).

With a close presidential election, a month away and Covid-19 on the rise through much of the nation, we are concerned that the next several months could be a rather bumpy ride. Please rest assured that we pay close attention to your investments and believe our portfolios are well-built to withstand the negative pressure, over time.

From our standpoint, it has been very interesting to watch which companies have done well (Tupperware!!) and to discuss how many facets of the economy will change going forward. Though it feels messy while we are going through it, we remind ourselves that the country has gone through major changes several times over the past 100+ years. What an exciting time to be alive!

## MATERIAL CHANGES-

**MATERIAL CHANGES-** Ragnar Wealth Management LLC is required to advise clients and prospective clients of any material changes to our Firm Brochure ("Brochure") from our last annual update. Effective August 31, 2020, Sam Armour is no longer the owner of a separate CPA practice and no longer offers accounting services. If you would like to receive a full copy of our Disclosure Brochure, we will provide this to you promptly. Please email or call us to request your copy.



## MEETINGS AND PAPERWORK

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### Meetings or calls –

We are here to serve you to the very best of our ability. Part of that is having consistent meetings, phone calls, or Zoom calls. Some of you like to correspond with us frequently and others have said once or twice a year is enough. On our end, we are going to reach out to you for calls or meetings three or four times a year. It is VERY important to us that you personally let us know if that is too often or too infrequent for us to meet your needs well. We would also like to know what you want to hear from us that would be most helpful to you.

### Investment Advisory Services

#### Agreement-

Our primary regulator, the Washington Department of Financial Institutions, has made changes to their requirements in client advisory contracts and we have updated our Investment Advisory Services Agreement accordingly. Many of you have already signed the new agreement in the past few months. If you haven't already received that, please keep an eye out in your mailbox and sign and return the agreement to Kelli if you receive it from us. For those of you who have indicated your preferred method is to receive notices/reports by electronic mail, we will be posting quarterly performance reports on your client portal. You will receive an email notice once the report and newsletter are



## MISCELLANEOUS-

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**2019 Tax Returns**-If you have not already done so, please provide us with a copy of your 2019 income tax return, as well as your estate documents (i.e. Wills, Trust document, power of attorney). These forms are very helpful to us in your overall financial planning.

**Roth Conversion**-We have worked with several clients this year to take advantage of lower income tax brackets and convert a portion of their IRA accounts into a Roth IRA (this is called a Roth conversion). Having a copy of your income tax return is helpful in this process. We are evaluating all clients with an IRA to determine if a Roth conversion might make sense for them. If you believe this may be helpful to you, please contact us.

**Refinance**-With interest rates as low as they are, this may be a great opportunity for you to refinance your home mortgage or even your auto loan. We encourage you to allow us to be a part of the evaluation process with you. Over the past few months, we have helped several clients with this analysis and have caught instances where the option being presented by the bank needed to be adjusted to best serve you, our client. Let us know if you would like to discuss this further.

**Qualified Charitable Distribution (QCD)**-If you are 70 ½ years or older and have an Individual Retirement Account (IRA), you are eligible to make payments directly from your IRA to a charity, in what is known as a Qualified Charitable Distribution. Such distributions count towards your annual required minimum distributions and, in almost all instances, provide you with the best tax treatment as far as charitable donations are concerned. Please reach out to us if you would like to know if this makes sense for you.

**“GEN Z”**-We have had the opportunity over the summer to have phone calls and Zoom meetings with some of your children, with the goal of educating them about budgeting, investing, etc. We enjoyed the calls very much and were of course happy to do what we could to help them. If you have children, grandchildren or friends whom you believe could benefit from this, contact us and we will be happy to schedule a time to talk with them.

**Women Leaving Workforce**-According to a survey of 40,000 employees conducted by a large national consulting firm, “a quarter of women are considering leaving the workforce or scaling back on their career aspirations because of the extra demands created by the Covid-19 pandemic.” In our opinion, this could be a tragedy for those women and their families, and for our nation as a whole. We hope you will consider doing what you can to support women or a family you know who may be facing this issue.





## FROM LEANNE-

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HELLO!

How is everybody doing during this year of too many “Believe it or Not” scenarios? I hope everyone is doing well and finding something during these days to make you smile a little (maybe even laugh!).

Like most others, 2020 is not what I was expecting or planning. The travel and Jin Shin Jyutsu energy work classes I had scheduled were, understandably, wiped off the calendar, and my new volunteering schedule at the local Hospice House was stopped until the COVID-19 danger passes. The smaller things we’ve taken for granted now need to be thought out and given a protocol (like grocery shopping while staying masked and distanced). And our life of having frequent guests for overnights or dinners are no longer safe. I’m not one for Zoom and I’ve removed FaceBook from my phone -which pretty much means I’m not on social media hardly at all. It has helped with my mental state immensely, but I do feel my world has gotten very small. What strange times!!

Luckily we have so much for which to be thankful! Our home has a view of the San Juans and we have access to nature, which helps so much. The garden was pretty bountiful this year (golden raspberries, squash, brussel sprouts, broccoli, etc.) and it’s been nice to see what will grow. I’m learning that even though a plant might say it wants ‘Full Sun’, that really means ‘afternoon sun but not scorching’.....We are also doing our best to try and support our local businesses more. Restaurants and others need our help more than ever, so instead of cooking at home every night (as we’ve done for ever), we are trying to get more takeout. Mostly we take one day at a time and enjoy the moments. For example, as I write this there is a hummingbird outside my door flying straight up into the sky and then divebombing straight down. His/her call is the same chirp as a fire alarm with a bad battery. What is that dance? Anyway.....

Knowing that Sam and Kelli are continuing to provide a high level of care to you makes this transition quite a bit easier! Please stay safe and take care of yourselves and loved ones.

### Contact Us

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## PUMPKIN FUN FACTS-

- Pumpkin is a fruit. A pumpkin is a type of squash and is a member of the gourd family, which also includes squash, cucumbers, gherkins, and melons.
- Colonists sliced off pumpkin tops; removed seeds and filled the insides with milk, spices, and honey. This was baked in hot ashes and is the origin of pumpkin pie.
- Pumpkins were once recommended for removing freckles and curing snake bites.
- Pumpkin is 90% water.



## GRATEFUL-

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As always, please do not hesitate to reach out to us if there is anything at all, financial or otherwise, you want to discuss. We are here to serve you, and we are sincerely grateful for the continued opportunity to do so. Sam has been doing a lot of reflecting lately about how many people around us are in pain, feeling alone, scared, are financially stressed, and may not have others in their lives to provide them comfort. We hope you, your family, and those you care about are healthy and safe, and that you enjoy this coming holiday season!

