

CLIENT MEMO

Your Vision.
Our Priority.

IN THIS ISSUE

WELCOME
AWARDS & RECOGNITION
LEGENDARY EVENTS & EXPERIENCES
INFO ON EQUITY INDEXED ANNUITIES
TAX TIME, DELAYED REPORTING AND WHAT TO EXPECT
THE 5 BIGGEST MISTAKES • DOING WELL WHILE DOING GOOD



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WELCOME

Aside from the COVID-19 pandemic, we might look back on 2020 as a year of protest and social activism against perceived racial injustice. 2021 has started as a year of retail investor activism as small investors have banded together against hedge funds and Wall Street. The common thread is the use of social media to coordinate and organize. In a sense, social media has democratized access to information and is now doing the same for investing. As with information, however, we must be aware of “fake news.”

THE GAMESTOP “SHORT SQUEEZE”

The week of January 25th saw millions of small investors connect via social media, primarily on Reddit, in a coordinated effort to drive up the prices of several stocks, most notably GameStop. In the investing world, this is known as a “short squeeze.”

Investopedia says a short squeeze “occurs when a stock or other asset jumps sharply higher, forcing traders who had bet that its price would fall to buy it in order to forestall even greater losses. Their scramble to buy only adds to the upward pressure on the stock’s price.”

This resulted in several firms, most notably Robinhood, halting the ability for people to buy these stocks. Large hedge funds like Melvin Capital lost tens of millions of dollars. On Monday, February 1st, small investors turned their sights to silver. Prices that move up sharply were driven strictly by social media discussions, not by any fundamentals about the underlying companies or commodities. Ultimately, both GameStop and silver prices dropped dramatically, and many investors saw losses.

Investing in these types of stocks is speculative at best and certainly not a longer-term strategy. This situation highlighted the need for each individual to have a disciplined investment plan and to actively monitor and update portfolios and planning. It will be interesting to see how regulation evolves this year.

SOMETHING OLD, SOMETHING NEW...

Most of us have heard the Victorian English rhyme that goes, “Something old, something new, something borrowed, something blue and a sixpence in your shoe.” 2021 has started off with something old (market volatility and media hype), something new (a new administration and the rise of the activist retail investor) and something blue (blue represents love, purity and fidelity). The British sixpence coin is meant to signify and promote prosperity.

What’s new today will be old someday in the future.

Having worked with clients for more than 30 years and having been involved with the markets for going on 40, technology, investments and information evolve and are new for a while. Yet the fundamentals of building, protecting and passing on wealth remain the same.

The year 2020 proved, and reiterated, several things:

one We don't know what we don't know, and that's OK if you have a proper investment plan and strategy. Having cash and funds for short-term needs allows you to hold and grow investments. In 2020, the pandemic was a black swan event — an unpredictable event that is beyond what is normally expected of a situation and has potentially severe consequences. We don't know what 2021 or beyond may hold, but it should not matter if you are properly invested.

two It's impossible to time the markets — most of the best days happen during the worst times. This will never change. We cannot and should not try to time markets; however, we must actively manage and update portfolios. To invest and ignore is not a successful strategy. Technology is a great tool and can be used to monitor and rebalance, but it does not, and should not, replace human review, knowledge and judgment.

three Increased volatility — up and down — is a good thing if you are prepared. Market corrections allow us to generate tax write-offs, rebalance portfolios and convert tax-deferred investments to tax-exempt.

four **What matters is not what we make, but what we net after fees, expenses and taxes.** Taxes matter — if we can manage the tax impact of financial decisions, it can put more money in our pockets. We need to control what we can control: taxes, allocation and investments. We cannot control the markets or legislation, so it's futile to try.

WHAT WE DO KNOW

Although there are many things we don't know, we do expect that, in the longer term, inflation, interest rates and taxes will increase. And even though we can't control the markets, we can dynamically adjust your portfolio to meet your changing needs, new tax laws and economic conditions. We expect increased volatility, and that's a good thing for our clients. We can leverage volatility, as mentioned, to generate tax write-offs, rebalance portfolios and shift tax deferment to tax exemption as part of our Personal Vision Planning® process. We anticipate increased economic growth as the economy opens up later this year, once there are more widespread vaccinations and COVID is better managed. The pandemic, like other events in the past, will create new business opportunities for those bold enough to seize them. These range from testing and contact tracing to cleaning and digital connections. Just like there was an incredible boon after 9/11, we expect the same in the next couple of years from the pandemic.

The new technology we are employing to monitor and help rebalance accounts is particularly well suited to this environment. As always, we view technology as a tool, not a replacement for personal review and contact.

OUR CONTINUING COMMITMENT TO MAKE YOUR LIFE BETTER

Our core value of helping make people's lives better remains constant; how we deliver on this vision continues to evolve. Despite the continued upheavals, 2020 was an exciting year at Carver Financial Services and positioned us to provide enhanced service to you for what lies ahead in 2021 and beyond.

We launched new technology for monitoring portfolios, updated the technology for virtual meetings, deployed a new website for clients and completed the 10,000-square-foot expansion of our building.

We have a number of exciting and informative events planned for 2021. The events from 2020 are available for replay on our website.

Our next event will be with famed economist Brian Wesbury on March 31st. Brian is a well-known economist who specializes in macroeconomics and economic forecasting. He is the economics editor and a monthly contributor for The American Spectator, and he frequently appears on CNBC, Fox Business, Fox News and Bloomberg TV.

We are also excited about our Client Trip in September along the Dalmatian Coast. There is still space left for the trip, and we would love to have you join us. Please see our website for details.

We continue to do primarily virtual meetings; however, our office is open for those who need to meet in person. We look forward to more in-person meetings when it is safe to do so.

Please reach out whenever we may be of service to you, your family and/or your friends. We look forward to an exciting year in 2021 and appreciate the chance to be your partner. Your vision is, and always has been, our priority.

Best,
Randy Carver

Awards & Recognition

RANDY CARVER NAMED TO FORBES' 2021 BEST-IN-STATE LIST OF TOP WEALTH ADVISORS – RANKING #5 IN OHIO
MENTOR, OHIO, FEBRUARY 11, 2021



Randy Carver, RJFS Registered Principal, and President of Carver Financial Services Inc., was named on Forbes' 2021 "Best-In-State Wealth Advisors" list. There were more than 32,000 nominations received, 161 were recognized in Ohio, with Randy being ranked #5. This is the fifth consecutive year that he has been recognized by Forbes on this prestigious list of elite wealth advisors.

Carver Financial Services Inc. offers securities through Raymond James Financial Services, Inc. Member FINRA/SIPC. Investment Advisory Services offered through Raymond James Financial Services Advisors, Inc. Carver Financial Services Inc. is not a registered broker/dealer and is independent of Raymond James Financial Services. The Forbes ranking of Best-In-State Wealth Advisors, developed by SHOOK Research, is based on an algorithm of qualitative criteria, mostly gained through telephone and in-person due diligence interviews, and quantitative data. Those advisors that are considered have a minimum of seven years' experience, and the algorithm weights factors like revenue trends, assets under management, compliance records, industry experience and those that encompass best practices in their practices and approach to working with clients. Portfolio performance is not a criteria due to varying client objectives and lack of audited data. Out of approximately 32,725 nominations, more than 5,000 advisors received the award. Neither Forbes nor SHOOK receives a fee in exchange for rankings. This ranking is not indicative of advisor's future performance, is not an endorsement, and may not be representative of individual clients' experience. Neither Raymond James nor any of its Financial Advisors or RIA firms pay a fee in exchange for this award/rating.

DIVORCE RATE INCREASE – RANDY CARVER EARNS CDFA® DESIGNATION
JANUARY 2021



One of the side effects of the coronavirus pandemic has been an increase in the divorce rate in the United States. The number of people seeking divorces was 34 percent higher from March through June 2020, compared to the same period in 2019, according to Legal Templates Inc.

A core value of Carver Financial Services is continuing education. Every member of the Carver Financial team believes in the importance of consistently improving their skills and knowledge in order to be able to provide the highest level of service to you.

In January, Randy Carver earned the CDFA® designation from the Institute for Divorce Financial Analysts. A CDFA® professional has training to help address the unique financial issues around a divorce. If you or someone you know is going through, or considering a divorce, feel free to reach out to Randy or any of our team if we can be of service.



Receive Documents **ELECTRONICALLY**

If you haven't set up your Raymond James account to receive documents electronically, we encourage you to do so. Log into [Client Access](#) as usual and then under - [Account Services](#) > [Client Tools](#) select what you would like to receive electronically. If you do not have Client Access, we are happy to assist you in setting it up.

LEGENDARY Events & Experiences

MARCH 31ST, 2021 | 7:00 PM
Chief Economist Brian Wesbury

With a new Administration in the White House, questions of a global economic slowdown, continuing Covid Pandemic, and new tax policy the world is changing in massive ways. Add in activist banks, partisan politics, and markets that continue to hit new records – it's no wonder investors are confused. Will the aging economic expansions stumble? Will the bull market in U.S. stocks continue? Are inflation and rising interest rates in the cards?

Hear Brian Wesbury, Chief Economist with First Trust, cut through the noise to provide a solid, actionable game plan for investors in the years ahead.



BRIAN WESBURY
Chief Economist

TWO WAYS TO ENJOY!

- 1 WATCH AND LISTEN VIA LIVE STREAM :
[LIVESTREAMLV.COM/LIVE/CFS](https://livestreamlv.com/live/cfs)
- 2 DIAL IN TOLL-FREE : (877) 773 1268

There is neither a cost nor any obligation to attend this event. You are encouraged to invite family and friends. If you have questions, feel free to contact our office at carverfinancialservices@raymondjames.com or 440-974-0808.

JUNE 7TH, 2021
24th Annual Tim Groves Memorial Golf Outing

Registration is now open for our 24th Annual Tim Groves Memorial Golf Outing. We will be returning to Little Mountain Country Club on Mon, June 7th for our annual charity golf event. Join us for a fun day of golf with lots of amazing prizes! Early bird pricing until April 30th, with registration available on our website.



SEPTEMBER 2ND - 21ST, 2021
Client Trip Experience | Italy - Dalmatian Coast Experience

We start in Venice for our voyage through the Adriatic Sea to Corfu, Greece and back on the luxurious Silversea Silver Moon Yacht. More than 20 years ago, we began inviting clients to join us, along with other like-minded people, on trips to exciting destinations around the world. This excursion includes one of the hottest spots - Croatia! This trip is open to you and also any family or friends, whether they are clients or not.

Our Silversea Privilege Fares include airfare, gratuities and much more. Our travel coordinator, Libby Lane, can arrange pre- and post-trip extensions just for you! We hope that you will join us for this incredible experience in 2021.

If you are interested in joining us or just have questions please contact Libby Lane, Affiliate of Travel Experts 770-403-1897 or visit www.carverclienttrip.com.



Carver Financial and Raymond James are not affiliated with Affiliate of Travel Experts or Libby Lane

What's your favorite RECIPE?



With the world on lockdown and everyone sheltering in place for the last few months, a lot of us have had time to try new recipes or perfect old family favorites. Would you be interested in sharing a favorite recipe for our Carver Quarantine Cookbook? Please visit the Resources page on our website to learn more about the project and how you can submit your recipe. The deadline for submission is Friday, May 7th.

Three reasons why Equity Indexed Annuities may not be right for you.

BY: JOSH CROYLE *Registered Associate*

On the surface, equity indexed annuities appear to give you the best of both worlds. Participation in the market when it goes up, and protection when it goes down. However, there are features behind the curtain of these products that have a significant impact on your potential growth. While there are several reasons indexed annuities may not be the right choice for your retirement plan, there are a few that stand out.

Caps are one of the largest downfalls of an equity indexed annuity. These caps are used to place a maximum return on your investment in a given timeframe. For example, if you have an annuity with a cap of 4%, and the market goes up 10%, your investment is capped at a 4% return. These caps can be combined with a "participation rate" which can limit your return even further. Continuing with the previous example, if the market has a return of 4%, your investment should earn 4% as well. If there is a participation rate in effect however, we will say 75%, you will only receive a return of 3% (75% of a 4% return).

Another area of concern with indexed annuities are the surrender schedules which can lock up your money for several years. These are in place to discourage withdrawals from the annuity and typically last between 6 and 10 years. If you choose to withdraw from the policy within the surrender period, you will be subject to fees. These fees can result in losing money on the investment, which is the exact opposite of what these products promise to investors.

While these products advertise protection from fluctuations in the market, the long-term effects can heavily impact your retirement plan. Having a diversified portfolio with a balance of equities and fixed income helps to keep your short-term cash needs less volatile, gives you more control of your money, and over time provides more growth potential to help you meet your long-term goals.

If you have questions or would like to learn more, please don't hesitate to contact our office and speak to your advisor.

The foregoing information has been obtained from sources considered to be reliable, but we do not guarantee that it is accurate or complete, it is not a statement of all available data necessary for making an investment decision, and it does not constitute a recommendation. Any opinions are those of Josh Croyle and not necessarily those of Raymond James. Investing involves risk and you may incur a profit or loss regardless of strategy selected, including diversification and asset allocation. This is a hypothetical illustration and is not intended to reflect the actual performance of any particular security. Future performance cannot be guaranteed, and investment yields will fluctuate with market conditions. Index annuities are long-term investments intended for retirement. They are intended for individuals who have sufficient liquid assets for living expenses. All annuity guarantees and contractual obligations are subject to the claims-paying ability of the issuer. The exact terms of an annuity are contained in the contracts and any attached riders, which will control the issuing company's contractual obligations. Income taxes are due upon withdrawal. If withdrawn before 59½, an additional 10% federal tax may apply.

SOURCES:

https://www.sec.gov/oiea/investor-alerts-and-bulletins/ib_indexedannuities#:~:text=If%20you%20take%20all%20or,the%20return%20of%20your%20investment.
<https://www.fidelity.com/viewpoints/retirement/considering-indexed-annuities>



Tax Time and Delayed Reporting -What You Can Expect and When Will You Get it?

Over the last few years, there has been a pattern of delayed tax reporting due in part to delayed clarification from the IRS and legislation. We expect this to be the case for the 2020 documents. With this in mind, we recommend that while you work on your returns as soon as possible, that you wait until April to file your tax return. Consider filing for an extension if you anticipate needing the extra time. Please note that even if you file an extension, your full tax payment is due by April 15th.

EXPECT REPORTING DELAYS

If you file your taxes and then delayed documents come in, you may need to file an amended return. Raymond James does everything they can to get information out in a timely and accurate fashion. The following will give you an idea of when you can expect forms.

Because there are often last-minute corrections and delays, many companies did not mail the first round of 1099s until February. The first round of 1099s were expected to be sent between February 15th and 28th, 2021. What the IRS terms “delayed 1099s” will not be sent until March 14th. Raymond James has told us they will be mailing 1099s as soon as they receive information from investment companies, however, they expect delays just like in 2020.

All tax documents are available via the Client Access online portal as soon as they are generated. You may also give your CPA access to these electronic documents by setting up Third-Party Investor Access. Our client concierge team can help you set up Client Access and third-party access if you wish to do so.

It is important to note that certain investment types are prone to income reallocation. It is also important to note how some distributions are reported so that you avoid paying unnecessary tax. This is one reason we recommend working with a CPA. We are happy to provide a referral, if needed.

For example, if you took a Qualified Charitable Distribution (QCD) from your IRA, you do not need to pay tax on this amount. The full distribution is reported on the 1099R – there is no reporting that this is tax exempt. It is suggested that if the full distribution is reported on line 15a of the 1040 that on 15b you write, \$0 for the taxable amount (if you have no other taxable distributions). It is also suggested that you write ‘QCD’ next to the line to explain why the distribution is tax-exempt. Failure to do this can result in paying taxes that you do not owe.

The other place that we see clients sometimes overpaying tax is by missing the cost basis information and reporting on all proceeds, versus just realized capital gains. This is another reason to use an experienced tax preparer or CPA.

FORMS YOU MIGHT RECEIVE

The types of tax forms you receive will depend on the types of investments and income you have. Please note the following:

- **Widely Held Fixed Investment Trusts (WHFITs)** — Under the IRS definition, the affected market segments include Unit Investment Trusts (UITs), Royalty Trusts, Commodity Trusts and Mortgage Pools such as Fannie Mae. Trustees of WHFITs are required to report all items of gross income and proceeds on the appropriate Form 1099. The reporting deadline for these items is March 16th, so you may receive a delayed 1099 (early April) if you own these types of investments. We generally do not work with these types of investments.
- **1099-B** — If you receive a 1099-B (“Proceeds from Broker and Barter Exchange Transactions”), please keep in mind that you are responsible for reporting the gain or loss on what you sold, not the entire amount. This means that you are responsible for the difference between what you originally paid for an asset and what you sold it for. We will provide cost-basis information on holdings that we have the data for. If you have transferred an asset or cost basis and it is not showing on your statement, please call our office.
- **W-9** — You might receive a W-9 form from your mutual fund and/or annuity companies. These are used to confirm and/or update your Social Security number. These are mailed as a matter of routine every few years.
- **Nontaxable transactions** — You might receive a 1099 for nontaxable transactions such as an IRA rollover or 1035 exchange of an annuity. A 1035 exchange is reported as Code 6 in box 7, a direct rollover to an IRA is reported as Code G in box 7, and a direct rollover to a qualified plan or TSA is reported as Code H in box 7. Receiving one of these 1099s does not necessarily mean you owe taxes, but you should follow the IRS instructions carefully for reporting this type of transaction. You will also receive a 1099 for QCDs, as noted above.
- **K-1 forms** — Schedule K-1 forms (Partner’s Share of Income, Deductions, Credits, etc.) are issued by partnerships, S-corporations, trusts and estates to report a taxpayer’s prorated share of net income or loss from the entity, along with various separately stated income and deduction items. By law, these forms must be sent by March 15th following the close of the partnership’s tax year. Therefore, you might not receive your K-1 until late March or even the first week of April.

If you have a question about your tax documents, please give us a call. Tax laws are very complex. Both our office and the Raymond James 1099 Tax Reporting Department can answer many of your questions; however, we are not accountants and cannot provide specific tax or legal advice. We can recommend a qualified Certified Public Account (CPA) if you need assistance in preparing your taxes. We are happy to provide a referral if you need a CPA.

You can also get answers to many of your questions by reading free IRS Publications. You can obtain copies by calling 1-800-TAX-FORM (1-800-829-3676) or by visiting the IRS website at www.irs.gov, where you can also print tax forms.

IMPORTANT TO NOTE REGARDING SCAMS

The IRS never demands payment or personal information over the phone or via email. The IRS never asks for a credit card. If you receive such a phone call, it is most likely a scam. The IRS will only contact you in writing via postal mail if there are any questions or issues.

The IRS will never threaten to bring in local police, immigration officers or other law enforcement to have you arrested for not paying. The IRS also cannot revoke your driver’s license or immigration status. Threats like these are common tactics scam artists use to trick victims into buying into their schemes.

Raymond James and its advisors do not offer tax or legal advice. You should discuss any tax or legal matters with the appropriate professional.

The Five Biggest Mistakes Investors are Making (They are the Same as Always)

Market drops are a regular part of the longer-term investment cycle, and we expect they always will be. The real question is not ‘what will happen’ but ‘will it impact me’? With proper planning volatility can be helpful.

Some people are not hurt by market drops, some are negatively impacted, and others actually benefit from them. The choice is largely yours. What makes the difference in how market fluctuations will affect you is generally how well you plan, rebalance your portfolio and react calmly to those fluctuations. Market drops can provide an opportunity for tax-swaps, shifting from tax deferred funds to tax-exempt and for rebalancing your portfolio.

Market corrections, uncertainty and media hype is nothing new. Neither are the five biggest mistakes many investors make. Here they are, along with our recommendations for steering clear of them.

MISTAKE #1 TRYING TO TIME THE MARKETS

It is difficult, if not impossible, to time markets. You have to be right about when to get out and when to get back in. The basic principle of investing says you should buy low and sell high. You want to sell when stocks are dropping and buy when the market begins an upswing. The problem is, unless you have some kind of crystal ball or illegal insider information, you won’t know exactly when to buy or sell.

According to research from Fidelity, the cost of poor market timing could be hundreds of thousands of dollars over your investing career. If you invested \$10,000 in an S&P 500 index from Jan. 1, 1980, through Dec. 31, 2018, you’d have a whopping \$659,515 by the end of that period, assuming you were invested for all of the days in that time frame.*

But if you missed just a few key days, your portfolio would be at least 35 percent smaller — and potentially much smaller than that. And if you missed the 50 best days, you’d have 91 percent less than if you’d just left your money alone the whole time.

Pulling your money out of the stock market and putting it back in based on economic forecasts or news is never a good idea. Doing so makes it likely that you’ll miss out on most, if not all of the key days that drive your profits. Again, keep your eyes on your long-term vision. Resist the temptation to react to fluctuations in the market.



MISTAKE #2

FAILING TO UNDERSTAND THAT BUILDING WEALTH OVER TIME IS NOT ABOUT PICKING WINNERS OR CAPTURING UPSIDE, BUT ABOUT MINIMIZING VOLATILITY

Investors tend to focus on investment returns, but returns do not tell the entire story. Consider one investment that has averaged 25 percent per year over the past two years and another that has averaged 5 percent. Which one made more? We don’t know; it depends on several factors.

So how do you minimize volatility? By staying your course over the long-term. Instead of focusing on returns and stock prices, focus on how well you’re doing according to the long-term goal you’ve set.

MISTAKE #3

FOCUSING ON PERCEIVED RISKS AND MISSING THE REAL RISKS

For example, many people are concerned about market fluctuation, while they should be more concerned about being exposed to inflation risk. They keep money in cash or bonds because it seems safe, but cash and bonds might not keep up with inflation. Another mistake investors often make in this regard is that they often fail to consider interest rates — the risk that bonds will go down in value if interest rates rise.

Work with your financial advisor to determine what real risks you should focus on.

MISTAKE #4

HAVING UNREALISTIC OR SIMPLY WRONG EXPECTATIONS — THIS IS TRUE FOR BOTH WITHDRAWALS AND RETURNS

Many times, investors base their expectations on the market’s past performance. In the past 10 years, the S&P 500 returned more than 13 percent on an annualized basis. That’s higher than normal, and it could change at any moment. In 2020,

markets were coming off a strong 2019, when stocks and bonds around the world climbed. But for the next year — and decade, in fact — Wall Street is telling investors to set their expectations considerably lower.

Instead of basing your expectations on what the market has done in the past, again, slow and steady wins the race. Consider how your portfolio performs over 10, 20, or 30 years, not year to year.

MISTAKE #5
PICKING THE WRONG ADVISOR

And that advisor might be you! Some people have the time, knowledge and information to do their own financial planning. What’s tougher, though, is having an impartial view. This is why lawyers do not represent themselves in court, and doctors do not treat themselves. For that same reason, it’s not a wise idea for most people to do their own financial planning. You don’t know what you don’t know! Overlooking the tax consequences of a single decision or investing money in a less-than-ideal way during a particular life stage can cost you dearly. A trusted advisor can help you avoid the first four mistakes and create a plan that meets your needs, risk tolerance and overall vision.

A mistake that’s almost as risky as choosing the wrong financial advisor is having no advisor at all. Why leave something this important up to chance?

Vanguard, one of the world’s largest investment companies, has reported for the past 15 years that there is a quantifiable increase in return from working with a financial advisor. Vanguard calls this advantage the “Advisor’s Alpha.” The company notes that when investors follow certain best practices, the result can be an Alpha in the 3 percent range per year. And a study by Russell Investments, a large money management firm, came to a similar conclusion. Russell estimates that a good financial advisor can increase investor returns by 3.75 percent, net of expense, annually.

Establishing your financial plan with the help of a trusted financial advisor and sticking to it is the best way to avoid these common mistakes. Financial mistakes are typically costly, and in some cases, they are irreversible. An adage says, “A stitch in time saves nine.” Preventing a mistake is much easier than trying to do damage control once it’s been made!

The information contained in this report does not purport to be a complete description of the securities, markets or developments referred to in this material. The information has been obtained from sources considered to be reliable, but we do not guarantee that the foregoing material is accurate or complete. Any information is not a complete summary or statement of all available data necessary for making an investment decision and does not constitute a recommendation. Any opinions are those of Randy Carver and not necessarily those of RJFS or Raymond James. Expressions of opinion are as of this date and are subject to change without notice.

The S&P 500 index is comprised of approximately 500 widely held stocks that is generally considered representative of the U.S. stock market. It is unmanaged and cannot be invested into directly. Past performance is no guarantee of future results.

*** This is a hypothetical example for illustration purpose only and does not represent an actual investment. Actual investor results will vary.**

Doing Well While Doing Good!

The Cap on Deductible Donations is Suspended for 2021

Taxpayers who itemize their deductions are not subject to any caps on the amount of cash charitable donations they can deduct in 2021. This also is an extension of a provision that originally was part of the CARES Act, and effective only for 2020.

Usually, the limit is 60% of adjusted gross income (AGI). In other words, the amount of charitable donations you could deduct as recently as 2019, generally could not exceed 60% of your AGI. For 2021, as in 2020, that limit has been temporarily suspended so you can donate as much as you wish and receive a deduction.

Please note that you should check with your CPA on how much can be donated, as the legislation also increases penalties for overstating the value of charitable gifts. Under the new law, the penalty for overstating a deductible donation has been increased from 20% to 50% of the underpayment. There are also other limits, based on in-kind donations and the type of organization. If someone participates in the Raymond James donor advised fund, the full allowable deduction is available.

Also note that the IRS requires you to keep a record of any charitable donations of \$250 or more that you write off on your taxes.

One planning opportunity to consider is a donor advised fund (DAF), if you would like to give a larger deductible donation in 2021, but have it distributed to charities in the future. There is no expense to set up a DAF and can be started with a donation of \$10,000 or more. This allows you to take the write-off today and then have funds distributed to the charity(s) of your choice in the future. If you have questions on setting up a DAF, please reach out to your financial advisor. This is a great way to help worthy organizations, and yet maximize favorable tax deductions now.



** Donors are urged to consult their attorneys, accountants or tax advisors with respect to questions relating to the deductibility of various types of contributions to a Donor-Advised Fund for federal and state tax purposes.*



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MARCH 2021 ISSUE



RETURN SERVICE REQUESTED

Service Your Way

As we enter our 31st year, our passion to serve you at the absolute highest level possible has not waivered. Even during the pandemic, we have remained open to serve you.

Our goal is to make things as simple as possible for you to enjoy the life you deserve. Our team approach allows us to deliver individualized service at the absolute highest level possible. It is one of the many ways we differentiate ourselves.

Below are a few of the premium amenities we provide to better serve you, whenever our doors are open:

- Speak with any member of our team immediately, all of whom can assist with answering your questions.
- If your primary advisor is not available, any of our advisors can assist you with questions related to your financial plan, investments or portfolio.

GENERAL CONTACT INFORMATION

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- Any of our associates can assist you with details such as account changes, copies of statements, appointment requests, event registration, issuing checks or placing trades.
- With advance notice, we can provide space for you to meet with your attorney, CPA, realtor or family members whenever our doors are open.
- We can scan, fax or email documents for you.
- We can notarize or signature guarantee documents.
- Bring in paperwork that needs shredding and we will take care of them.

***Please feel free to contact us any time.
We are here to serve you!***

Securities offered through Raymond James Financial Services, Inc. (Member FINRA/SIPC). Investment advisory services are offered through Raymond James Financial Services Advisors, Inc. Carver Financial Services, Inc. is not a registered broker/dealer and is independent of Raymond James Financial Services.

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Raymond James and its advisors do not offer tax or legal advice. You should discuss any tax or legal matters with the appropriate professional.

Keep in mind that there is no assurance that any strategy/system will ultimately be successful or profitable nor protect against a loss. Diversification does not ensure a profit or guarantee against a loss.

Every investor's situation is unique and you should consider your investment goals, risk tolerance and time horizon before making any investment. Prior to making an investment decision, please consult with your financial advisor about your individual situation.