



REBY ADVISORS
WEALTH REDEFINED

Enhancing Your Financial Outcomes in 2021 and Beyond



As we kick off 2021 and look forward to a new beginning, it seems appropriate to reflect on a positive experience that many of us shared during the challenging, often stressful year that's now behind us: a return to a simpler, family-focused life. I surely hope that trend continues even after the pandemic subsides.

I'm proud of the family-oriented culture we have built and nurtured at Reby Advisors. Our client-first focus is woven into our core values. As I often say, "advise others as you would advise yourself." It's simple yet uncompromisable.

I'm also proud to say that we have Certified Financial Planners and Client Service Managers whose commitment to that ideal spans five decades. Our recent decision to join forces with Wealth Enhancement Group (WEG) ensures you will get the advice and attention you deserve for years to come – a goal we've quietly been considering and working on for a long time.

A private firm with a national presence, WEG shares our team-based, client-centric, planning-first values. They understand the importance of the advisory team and client relationship at the local level. Just like it is now! Additionally, by removing many administrative tasks from the local advisory teams' responsibilities, advisors can spend even more time with clients and deliver enhanced value. That is ultimately why we chose WEG over 16 other competing firms!

Please realize, this is by no means an exit planning strategy. I love what I do! As Founder of Reby Advisors, I am not retiring. I look forward to being a shareholder and collaborating with the WEG team – which includes over 130 Certified Financial Planners – to continue enhancing client outcomes.

Many of you have already reached out to me directly. Thank you for your positive outlook. As you can probably tell, I'm excited, our team is excited, and we would like you to be excited! Let's go to work!

Be safe and Be well,

Bob

Our client-first
focus is woven
into our core
values.

Will Investors Benefit from a ‘Biden Boost’?

The Democratic Party will secure control of the White House and Congress on January 20, 2021, barring an unlikely turn of events.

The French investment bank Société Générale (SocGen) had projected the current election scenario as the least favorable for the stock market. A divided government, according to SocGen, would have prevented tax increases or strict business regulations.

Always remember, successful long-term investors remain calm and capitalize on opportunities that materialize when other investors make emotionally driven mistakes. So, here’s a closer look at the new political landscape and its potential effect on markets.

THE IMPACT OF DOMESTIC POLICY CHANGES

Expect at least \$1 trillion in additional government spending, new environmental regulations, and tax hikes on corporations and high-income households during the next two years. Overall, SocGen and UBS project these initiatives will reduce S&P 500 earnings by 14% and 8%, respectively.

According to Invesco’s Global Market Strategist Brian Levitt, however, larger economic stimulus bills could give us a more robust economic recovery. J.P. Morgan strategists Prabhav Bhadani and Nitya Saldanha agree, adding that President-elect Biden’s policies may lead to a weaker U.S. dollar – a potential boon to European and emerging markets equities.

MORE PREDICTABLE, COOPERATIVE FOREIGN POLICY

How will a shift from President Trump’s nationalism to Biden’s multilateralism affect your portfolio? For starters, SocGen foresees passage of a global digital tax, a significant new cost to the tech sector and possible hindrance to U.S. large cap growth funds. The Trump administration backed out of talks with the OECD in October, seeking flexibility for American companies that wish to opt out.

The “America First” doctrine that derailed negotiations on the digital tax has arguably produced some favorable outcomes – Middle East peace agreements, the USMCA replacing NAFTA, and NATO allies spending more on defense. The costly trade war with China, Trump supporters contend, is a worthwhile stand against a threatening superpower.

Though the overall merits can be debated, Trump often employed foreign policy tactics that created short-term volatility. Biden brings a more cooperative, rules-based approach favored by many global investors.

PARTING WISDOM FROM THE ORACLE OF OMAHA

Warren Buffet encourages investors to put political opinions aside and objectively assess risks and opportunities: “If you mix politics with your investment decisions, you’re making a big mistake.”

This sage advice extends beyond investing. Forthcoming legislation will likely open the door to novel financial planning strategies designed to pursue goals across all stages of life, from paying for college to leaving a legacy. Regardless of politics, we’ll be here to help you make the most of these new opportunities.

CFP MAILBAG

Q What economic relief does the new stimulus bill offer?

A The legislation includes \$600 stimulus payments, paycheck protection program (PPP) loans for small businesses, and an additional \$300 per week in federal unemployment benefits for 11 weeks.

Q How much stimulus money will my household receive?

A The most you can receive is \$600 per person, including you, a spouse, and dependents aged 16 and under. For every \$100 that your 2019 adjusted gross income (AGI) exceeds the qualifying threshold, you’ll receive \$5 less. The thresholds are \$75K for individuals, \$112.5K for heads of household, and \$150K for married couples.

Q Which notable aspects of The CARES Act have been discontinued or extended?

A Provisions of The CARES Act impacting qualified retirement accounts have been discontinued. Required minimum distributions will resume in 2021, as will penalties for early withdrawals from 401(k) and IRA accounts.

The new stimulus bill extends the tax benefits of giving to charity, including the ability to deduct up to 100% of AGI. The \$300 above-the-line tax deduction for qualified charitable contributions has even been increased to \$600 for married couples.

For additional information on the economic relief available to individuals and small businesses, visit our blog at [RebyAdvisors.com/Blog](https://www.RebyAdvisors.com/Blog)



5 Ways to Spot a Scam During Tax Season

Have you ever answered a phone call from the IRS demanding immediate payment or threatening arrest? Don't worry, you're not the only one who gets singled out with aggressive, deceptive phone scams.

Here are 5 common tax scams to be aware of:

1. The IRS Agent Phone Scam. The caller impersonates an IRS agent informing you of an alleged tax issue, then pressures you into paying by wire transfer, debit card, or cashiers check.

How can you discern a scam from a legitimate inquiry? The real IRS always makes initial contact through the mail, gives taxpayers an opportunity to appeal the amount owed, and allows payments by mail or the IRS website. Furthermore, the IRS will not threaten arrest, deportation, or other immediate consequences.

2. Fake Charities Requesting Donations. Unfortunately, some people have no shame. If you've recently lost a family member to a disease or other tragedy, con artists may contact you and pretend to be from a related charitable organization.

Prior to giving, research the charity online through the [IRS Tax Exempt Organization Search](#). Only make donations through

the official website, the listed phone number, or a confirmed address.

3. The Promise of a Larger Tax Refund. If someone contacts you promising to file your return for you so that you get a much larger refund, just hang up the phone or delete the email. More elaborate cons may also use flyers, advertisements, and even fake storefronts. They'll either take your money and run or use your information for dubious purposes.

4. Phishing for Personal Information Via Email. Phishing is a nasty scam. They usually want your Social Security number or credit card, so think twice before providing that information in any setting. Never email it to anyone. The IRS will not email you randomly, so don't bother opening emails mentioning a refund or bill you didn't expect.

5. Tax Wolves in Sheep's Clothing. If someone emails or calls you, or even solicits their tax preparation services in person... you should always do a little investigation before agreeing to hire them. Check out the [IRS Federal Tax Return Preparer Directory](#) for legitimate tax preparation companies and ask for references. You can also contact your planning team at Reby Advisors and ask for a referral.

2021 Income Tax Brackets

Marginal Tax Rate (Tax Bracket)	Single Filers	Married Filing Jointly	Heads of Household (Single, w/ Dependents)	Married Filing Separately
10%	\$0 - \$9,950	\$0 - \$19,900	\$0 - \$14,200	\$0 - \$9,950
12%	\$9,950 - \$40,525	\$19,900 - \$81,050	\$14,200 - \$54,200	\$9,950 - \$40,525
22%	\$40,525 - \$86,375	\$81,050 - \$172,750	\$54,200 - \$86,350	\$40,525 - \$86,375
24%	\$86,375 - \$164,925	\$172,750 - \$329,850	\$86,350 - \$164,900	\$86,375 - \$164,925
32%	\$164,925 - \$209,425	\$329,850 - \$418,850	\$164,900 - \$209,400	\$164,925 - \$209,425
35%	\$209,425 - \$523,600	\$418,850 - \$628,300	\$209,400 - \$523,600	\$209,425 - \$314,150
37%	Greater than \$523,600	Greater than \$628,301	Greater than \$523,600	Greater than \$314,150

2021 Long-Term Capital Gains Tax Brackets

Marginal Tax Rate (Tax Bracket)	Single Filers	Married Filing Jointly	Heads of Household (Single, w/ Dependents)	Married Filing Separately
0%	\$0 - \$40,400	\$0 - \$80,800	\$0 - \$54,100	\$0 - \$40,400
15%	\$40,401 - \$445,850	\$80,801 - \$501,600	\$54,101 - \$473,750	\$40,401 - \$250,800
20%	\$445,851 or more	\$501,601 or more	\$473,751 or more	\$250,801 or more

Changes to the Standard Deduction

Filing Status	2020 Standard Deduction	2021 Standard Deduction
Married filing jointly	\$24,800	\$25,100
Head of household	\$18,650	\$18,800
Single/married filing separately	\$12,400	\$12,550

OUR TEAM

Reby Team Holiday Photos



*Bob & Mary Reby
celebrate the holidays*



*Dawn & Claude Rancourt
with their 4 kids*



*Patrick & Carol Ann Doherty
with their 2 youngest (of 5!)*



*Dixon & Summer Downey
- Plus 3!*



*Gregg Ruais & his boys (wife
Stephanie behind the camera)*



*Flavio & Lyssa Rae Sampaio
with the new baby*



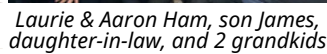
Antonio & Daniella Gonzalez



*Devone, Vivian & the McLeod
kids enjoy the city*



*Danielle & Josh Sanborn
celebrate with their two kids*



*Laurie & Aaron Ham, son James,
daughter-in-law, and 2 grandkids*



Rosanne Schepis enjoys a hike



“All financial success comes from acting on a plan. A lot of financial failure comes from reacting to the market.”

– Nick Murray



It's a Boy!

The wait is finally over – we are beyond excited to announce that Doug Kuring, Financial Planner, and his wife, Jess, welcomed their first child. Everett made his debut on January 6, 2021. Please join us in congratulating the proud parents and welcoming Everett to the world!

We are proud to recognize our employees celebrating anniversaries:



George Koeltl

CFP®

January 3
16 years



Gregg Ruais

Marketing

March 18
7 years

Securities offered through Triad Advisors member FINRA/SIPC. Advisory services offered through Reby Advisors. Reby Advisors is not affiliated with Triad Advisors. Material discussed is meant for general illustration and/or informational purposes only and is not to be construed as tax, legal, or investment advice. Although the information has been gathered from sources believed to be reliable, please note that individual situations can vary. Therefore, the information should be relied upon when coordinated with individual professional advice. There are risks inherent in all investments, such as fluctuations in investment principal. Past performance of any index, investment or strategy cannot be relied upon as a guarantee of future results. This material contains forward looking statements and projections. There are no guarantees that these results will be achieved. The views expressed are not necessarily the opinion of Triad Advisors and should not be construed directly or indirectly as an offer to buy or sell any securities mentioned herein. © 2021 Reby Advisors

Published by Reby Advisors | Main Telephone: 203-790-4949 | Toll Free: 800-769-9963 | Fax: 203-743-3381

Connecticut: 44 Old Ridgebury Road, Danbury, CT 06810 | Email: info@rebyadvisors.com | Website: www.rebyadvisors.com