Get Your Financial House In Order

March 8th, 2021

Women & Wealth

SouthState Wealth

SouthState

Meet Our Team

Donna S. Murray, CFP®, ChFC

Senior Vice President

Director of Financial Planning

Donna is the Director of Financial Planning for South State Wealth. She partners with clients to help them identify, monitor and achieve their goals by creating customized financial plans delivered in real-time. These plans serve as the foundation for the investment strategies we deploy in client portfolios.

Donna began her career in financial services at a boutique firm in Asheville, NC in 1992. She became a CFP® in 2001 and a Chartered Financial Consultant in 2002. Donna is a graduate of the University of North Carolina at Asheville with a Bachelor of Science degree in Management.

Donna serves as President for the Spartanburg Estate Planning Council and is a member of the Greenville Estate Planning Council. She is a former member of the advisory board for eMoney, the software we use for Financial Planning.

Donna lives in Asheville, NC with her husband, Jerry, and their three children. Donna is an avid runner and has participated in various races, including four marathons. She enjoys serving in various mission projects with her church, primarily focused on veterans and those in need.

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Meet Our Team

Jaclyn M Giglio, JD

Vice President

Wealth Advisor

Jacci is a Vice President and Wealth Advisor for South State Private Wealth, based in Columbia. Focused on developing client relationships, she is dedicated to providing high quality service at every level. Jacci develops comprehensive financial and estate planning solutions to meet her clients' needs, and cultivates long term relationships with her clients as she administers personal and institutional trusts, investment and retirement accounts.

Jacci began her career in Wealth Management and Trust Administration in 2011. Prior to joining South State, Jacci was a Senior Relationship Manager for a large, regional trust company serving South Carolina.

Jacci earned her Juris Doctor from Capital University in Columbus, OH, and her Bachelor of Science from the University of South Carolina. She is a graduate of Cannon Financial Institute.Originally from New York, Jacci is proud to call the Carolinas her home. When away from the office, Jacci enjoys spending time with family and friends, cycling, traveling, and spoiling her rescue dog, Jane Doe.

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Meet Our Team

Sara Johnson

Senior Vice President
Wealth Relationship Manager

Sara Johnson is a Senior Vice President and Wealth Relationship Manager in Richmond, Virginia, and surrounding areas. She takes pride in developing meaningful, lasting relationships with her clients while providing sound, advocacy-based advice that filters through multiple generations.

A graduate of Averett University, Sara received her Bachelors of Business Administration. Before coming to South State in 2020, she spent the last 14 years of her career at a regional bank. Her roles included Retirement Plans, Mutual Funds specialist, Financial Advisor, and Wealth Advisor.

For the past 6 years, Sara has spent considerable time with ChamberRVA's women's programs, serving on the planning committee for 3 years. She has been nominated for the 2020 class of Richmond's Finest, which represents the area's most accomplished and innovative young professional leaders who commit to raising funds and awareness for the Cystic Fibrosis Foundation, moving closer to a cure.

Sara lives in Glen Allen, Virginia with her husband, Jason, of nearly 20 years and their two teenage children. She enjoys watching her children athletically compete, and serving as a leader in her local church.

Women & Wealth

Financial Challenges Women Face

- Gender Pay Gap
- Maternity Leave
- Need for Flexible Working Conditions
- Lower Risk Tolerance
- Longer Life Expectancy

Managing the Next Decade of Women's Wealth, BCG, April 2020, Anna Zakrzewski

Women & Wealth

Important Statistics

- Half of all married women in the US and 54% of married millennial women defer to their husbands regarding major financial decisions.

- Eight out of ten women become solely responsible for their financial affairs at some point during their lives.

Women Still Aren't Managing Their Money. What's Holding Them Back. Barron's, 12/7/2020, Sarah Max

International Women's Day 2021

Choose to Challenge

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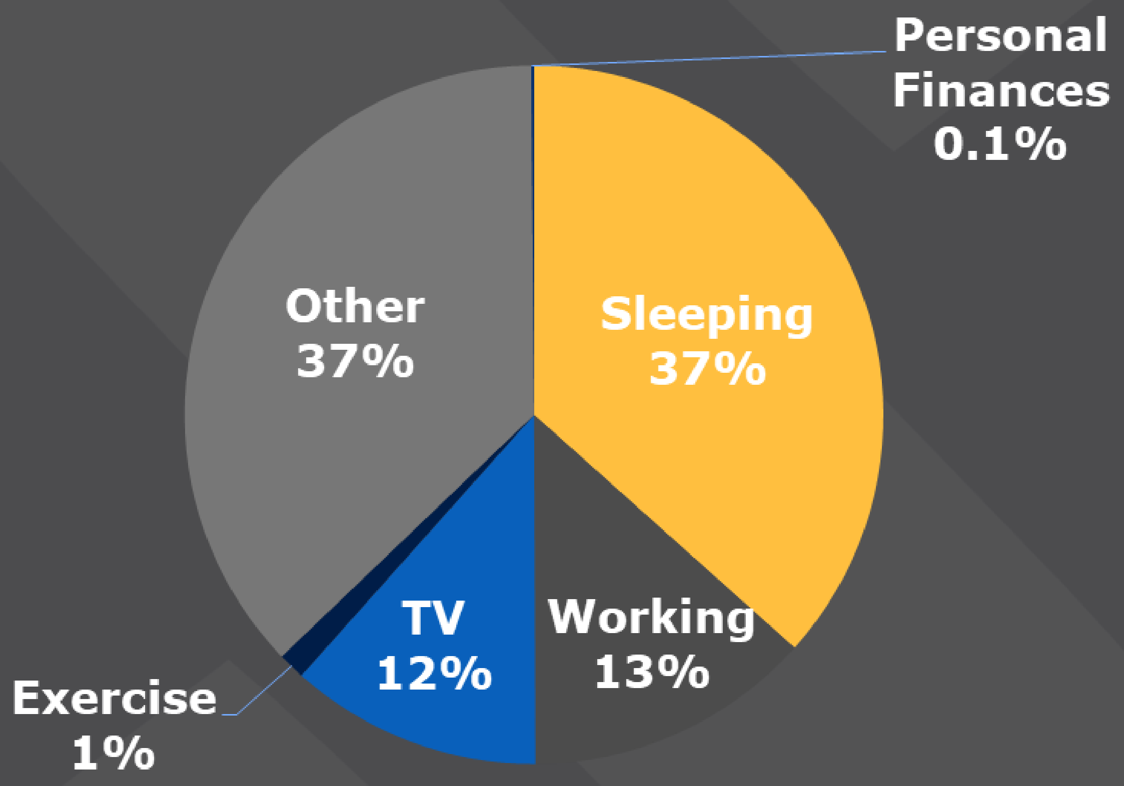
American Time Use Survey (hrs / day)



Why Do We Avoid Personal Finances!?!

- 48% of People Say They Want to be Prepared for their Financial Futures...
- ...But More than 97% Do Not Spend Enough Time On The Activity

Do Not Be Intimidated!

The Ascent, The Motley Fool, How Much Time Does the Average American Spend on Personal Finance? October 2019;

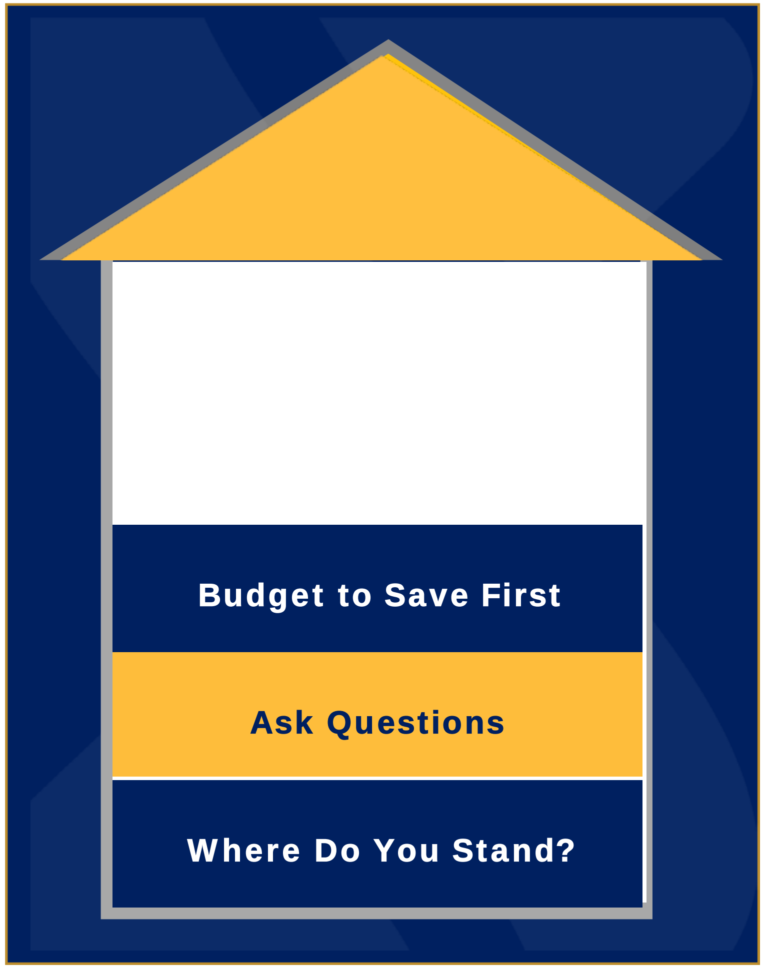
U.S. Bureau of Labor Statistics, 2019

Know Where You Stand (1-10)

- What Are the Components of My Net Worth?
- How Do I Think About Budgeting?
- How Much Money Do I Need to Achieve Certain Life Goals (Retirement, School, etc.)
- What Risk Management Items Do I Have In-Place to Address the “What-Ifs”?

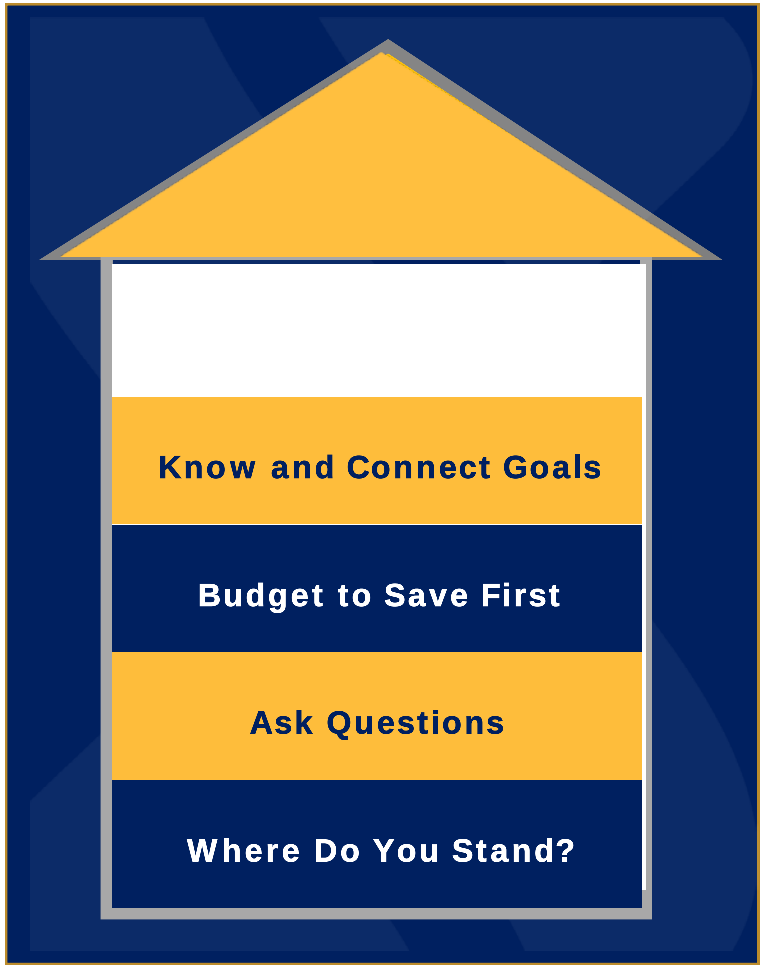
Talk To Improve Your Understanding

- **Understanding My Assets**
    - (1-5 Answer) "I have investments with XYZ"
    - (6-10 Answer) "I have investments with XYZ in a dividend stock allocation targeting 6-7% per year"
- **Understanding My Liabilities**
    - (1-5 Answer) "We have a mortgage with ABC"
    - (6-10 Answer) "We are in Year 4 of a 15yr Fixed, 3.5% Mortgage with ABC"



The “B” Word – 2 Approaches

- **Common Budgeting Thought Process**
  - “What We Make (Income) – What We Spend (Expenses) = **What We Can Save (Savings)**”
- **Ideal Budgeting Thought Process**
  - “What We Make – **What We Need to Save** = What We Can Spend!”



Know ***and Connect*** With Your Goals

Did You Know?

$25,000 Invested Annually ($2,083/monthly) in the S&P 500...

...Over the Past 20 Years (2001-2020)

...Is Worth $1.6 Million Today

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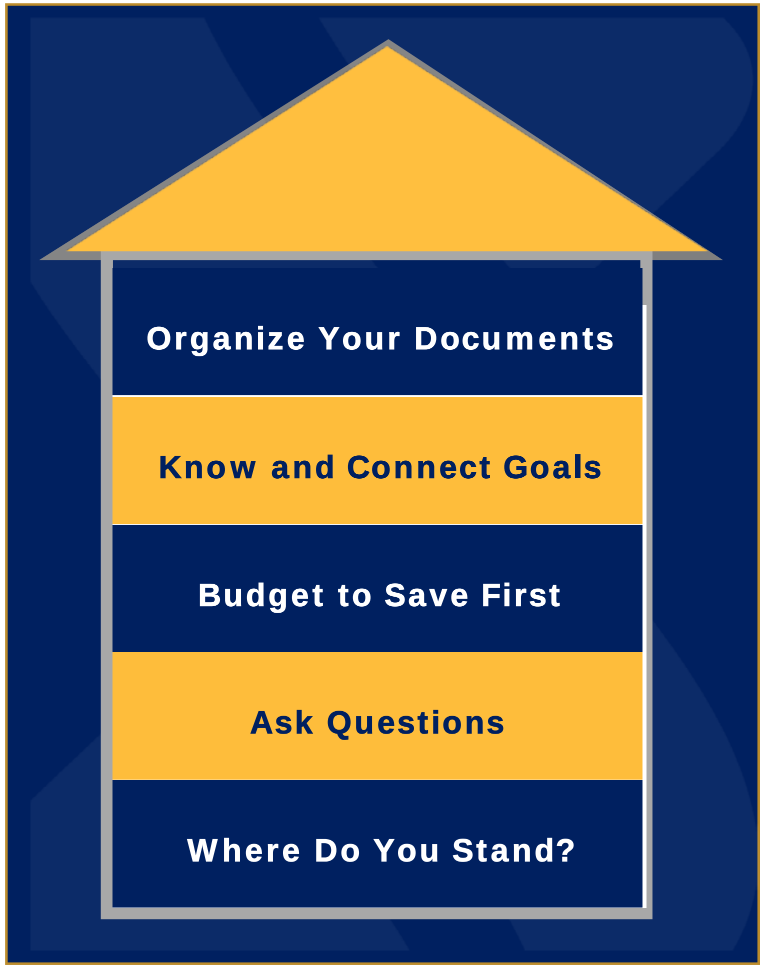
Disclosures: Hypothetical Illustration is per MorningStar Direct software. ***Past performance is not indicative nor a guarantee of future results.*** *Analysis assumes $2,083 is invested monthly at month-end from January 2001 through December 2020 into the S&P 500 Index ETF (SPY). Illustration is gross of taxes and any advisory fees. Dividends are re-invested.* ***Investment and insurance products are not insured by the FDIC insured nor any other government agency; are not bank guaranteed; are not bank deposits or obligations; and may lose value.***



The "What-ifs": Step 1

- **Wills, Health Care Proxy, Power of Attorneys, Guardianships, Insurance Policies**

Organize!

- *Tax Returns*
- *Insurance Documents*
- *Mortgage Statements*
- *Investment Accounts*
- *Warranties*

- *Think About General Concepts*

Topics for Future Discussion

Future Topics

- Investments/Investment Planning
- Risk Management & Insurance Planning
- Financial Planning
- Banking/Credit/Cash Flow Planning

Future Topics

- Charitable Giving
- Estate Planning
- Unique Assets
- Business Succession Planning

"There is no force more powerful than a woman determined to rise."

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Thank You

Important Disclosures

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