



*SOUTH JERSEY NEWSLETTER*  
*November/December 2020*

**TABLE OF CONTENTS:**

- President's Message
- Longest Standing Member Appreciation
- December Meeting Information
- 2020-2021 Sponsors
- Sponsor Spotlight: Kulzer & DiPadova
- Van Mueller Newsletter Article "Damn Lies"
- 2020-2021 Calendar of Events

## **A Message from the President: Will Merriken**



Dear Members,

Welcome to our 3rd edition of this Newsletter covering November and December, 2020. While Covid-19 continues, we all continue serving our clients. Yes, all of us have made adjustments but our work and service to others continue uninterrupted. I frequently remind prospective new clients and existing clients “Life is a Series of Expected and Unexpected Events. Are You Prepared?” No, I was not prepared for this Covid unexpected event and

It was a WOW!! program. We had 20 members and 5 guests on the webinar. If you were one of them – Congratulations for making the time as you got a real treat and excellent power point presentations emailed to you! AND 2 CE credits!! If you weren't one of the lucky ones in attendance, please consider blocking off the 2nd Tuesday of every month from 830-1030 AM. Without any exaggeration, our programs are fantastic!! Do yourself a favor and tune in. AND—invite a colleague/friend/fellow practitioner to attend with you. You and they will be glad you took the time to reach out to them. We're a community of excellence. Please consider helping us keep growing our community.

Next month's meeting is Tuesday 12/8 same bat time and bat station! The Kulzer and DiPadova team will be presenting their annual tax update. Why do I attend these meetings? I never learn less!!

have had to hustle to learn to better use technology. While I still prefer the face to face meeting, the technology works!!! And, I'm finding most clients now prefer a virtual meeting –defined start and stop times, no driving, no traffic to fight, documents emailed instantly, etc, etc. If we stand still life will pass us by. Change and adapt!!

Speaking of change and adapting, our November meeting (Tuesday 11/10) was a block buster program done virtually and featured 3 Advanced Planning Attorneys discussing opportunities for us in Business Owned Life Insurance, Retirement Plans under the Secure Act, and Executive Retention programs using life insurance.

Knowledge and education are the key tools of our trade. Continual learning and re-learning what we've forgotten is a requirement to stay sharp. I look forward to seeing you on the call.

Lastly, this month's special article is reprinted with permission from Van Mueller's Monthly Newsletter. IT IS TITLED "DAMN LIES" and IS MUST READING.

Enjoy, be safe, stay well.

Will Merriken, ChFC, AEP, Chapter President

**"Opportunity is missed by most people because it is dressed in overalls and looks like hard work."**

**Thomas Edison**

Our hats are off to our **longest standing members**. They are:

**Longest standing FSP SJC members:**

Jack Raskin - The Brokerage Agency Inc. - 58 years

Frank Donnelly - Donnelly & Assoc. - 41 years

Joann Massanova - Estate and Pension Advisory Board, Past President - 41 years

Ronald Goldberg - Pinnacle Wealth - 41 years

Anthony Melsi - Northwestern Mutual, Past President - 40 years

John Natale - 36 years

John Crowther - 35 years

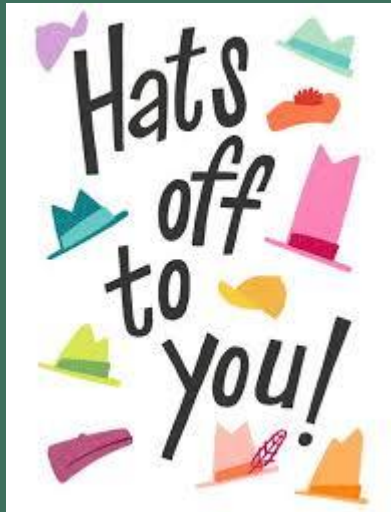
Roseann Bove - 34 years

Ted Massaro - 34 years

David Stuart, Past President - 34 years

Jim Martin, Past President - 33 years

Tom Piersanti, Past President - 32 years



---

**DECEMBER MEETING INFORMATION:**

***December's Monthly Meeting will be held virtually!!***

**Member meetings are now *FREE* for SJC Members!**

**"Annual Tax Update"**



**TUESDAY, DECEMBER 8th, 2020**  
**8:30AM - 10:30AM Program**

**ANNUAL TAX UPDATE:**

**Speakers:**

**Kulzer and DiPadova, P.A.**

What's new in taxes for 2020? What's coming in 2021?

Be the first to hear the latest Federal and State of NJ tax law changes and proposals for 2021. Valuable and important information advisors need to know for yourself and to guide your clients!

Topics to include:

Estate Tax Update – considerations for end of year planning

PPP Loans – tax treatment and consequences

Pass-through Entity Workarounds for SALT Deduction Limitation

NJ individual income tax rate increase

Biden Tax Proposals

And much more.....

Stay in the know!

**\*\*Price:\*\***

**\*\*FREE MEETING for SFSP-SJC Members\*\***

\$15 for Non-SFSP Members

This program will provide 2 NJ INSURANCE CE CREDITS AND 2 CFP CREDITS!!

Bring your questions and feel free to invite your friends and colleagues (for the reduced \$15 fee!)

---

***STEPS FOR VIRTUAL MEETINGS FOR \*\*FSP MEMBERS\*\*:***

1. Add the event to your calendar.
2. Click on the GoToMeeting link to access the meeting on the day of (meeting is *free*).

---

**GoToMeeting Information:  
SFSP-SJC Annual Tax Update Meeting**

New to GoToMeeting? Get the app now and be ready when your first meeting starts: <https://global.gotomeeting.com/install/839532885>

---

**STEPS FOR VIRTUAL MEETINGS FOR \*\*GUESTS/NON MEMBERS\*\*:**

1. Click on the Ticketleap registration link to pay and register.  
[Please click here to register for this meeting.](#)
2. Pay for your ticket type (nonmember: \$15)
3. Receive an email from SFSP-SJC@outlook.com with the GoToMeeting link to enter the virtual meeting and the Presenters slides the day before the meeting.

**Please keep in mind that guests can attend 2 of our meetings before being asked to become a member.**

Any questions regarding this program or registration process, please email [SFSP-SJC@outlook.com](mailto:SFSP-SJC@outlook.com).

---

THIS MEETING IS SPONSORED BY:  
Mark Needham

A blue cursive signature that reads "John Hancock".

---

“The only place success comes before work is in the dictionary.”

Vince Lombardi

**A BIG THANK YOU TO OUR 2020-2021 SPONSORS!!**

**BLUE SPONSORS:**





**FRIENDS OF THE CHAPTER:**



---

“Laughter is the shortest distance between 2 people.” Victor Borge

---

Sponsor Spotlight:



KULZER & DIPADOVA, P.A.  
ATTORNEYS AT LAW

It is our pleasure this month to focus the spotlight on a long time partner and supporter of our South Jersey Chapter of SFSP –the law firm of Kulzer & DiPadova.



Mike Kulzer & Art DiPadova

As a firm they have provided us with very generous financial support for a very long time. In addition, their individual attorneys have given 100's of educational presentations to us over these last 40 years. In addition, many of their attorneys have served on our and other Boards in leadership positions. Joe Kempter is currently a Member of our Board. Both Art DiPadova and Joe Kempter are Past Presidents of our chapter. From the beginning, they have been big proponents of other professional organizations, as well. Over the years, many of the firms' partners have served on the following boards —Both The SJ and Philadelphia Chapters

of The Estate & Financial Planning Council, The SJ Chapter of the New Jersey CPA Society (Jim Evans served as President), The Camden County Bar Association, The New Jersey State Bar Association, and The American College of Trust and Estate Counsel (ACTEC). Eric Feldhake is President this year of the SJ Chapter of the Estate & Financial Planning Council. There is certainly plenty of evidence to convict all of them in a court of law that they are guilty of providing lots of Volunteer Service and Leadership to their industry's professional organizations! Kulzer & DiPadova, P.A. has been serving the South Jersey and Greater Philadelphia communities as a boutique tax, business, and estate planning law firm for over 40 years. The culture of the firm stems from their dedicated attorneys and experienced staff who are committed to providing the highest level of service to their clients. For a full history, timeline and services listing please take time to visit [their website](#).

The firm's humble beginnings started when Michael A. Kulzer began his solo law practice in 1971. Arthur A. DiPadova joined Mike in 1976 as a part time law clerk while in law school. 2 years later upon graduation Mike officially hired Art and Kulzer DiPadova, P.A. was born. Initially the firm operated out of a small office in Cherry Hill, NJ. Years later, on Valentine's Day 1984, in a snow storm, Kulzer & DiPadova moved to it's current location at 76 E. Euclid Avenue, Haddonfield, NJ. Since it's inception the firm has grown to 14 attorneys, and over 20 support staff. All of Kulzer & DiPadova's attorneys have earned their Masters of Law (LLM) in Taxation, and several are also Certified Public Accountants. Their

specialized focus and knowledge allow Kulzer & DiPadova to provide exceptional counsel to their clients in a wide array of matters ranging from state & local taxes, estate planning and administration, estate litigation, civil and criminal tax controversies, business tax planning and compliance, and beyond. Both Mike and Art attribute their 40+ year success to adhering to Mike's 2 guiding principles he used when he hired Art. Mike said during our interview-- I had two criteria when I started. First, the person had to be smarter than me and Second, he/she had to be someone I would look forward to seeing each morning. Art fit both those criteria as did everyone who followed!

Art shared a funny story that occurred shortly after he joined the firm— "When I joined the firm the office was on Kings Hwy in Cherry Hill and then a year later we moved into Haddonfield in 1979 – at 35 Kings Highway East. For the move, (it seemed like a good idea at the time) we actually rented a truck and moved ourselves. It ended up being a bad idea to move ourselves as I wound up with a bloody nose when a file cabinet drawer opened and hit me in the face while we were carrying it into the new building!" Art also echoed Mike's guiding principles when asked what he attributes their success to— "When we hired people (attorneys and staff members) it was with the thought (and the hope) that they would stay for the long term and that they would become friends as well as co-workers and partners. That has worked out over the years and has been the reason for our stability – it's a nice place to work."

In a brief conversation with Glenn Henkel I asked if he would postulate on the future of K & D and he said -- “The future is bright. We’ve hired some outstanding young lawyers in recent years who are really nice people and share our values of always having our clients best interests at the top of our minds. In addition, this past year we successfully navigated the move to a virtual practice. It was a challenge, but everyone pitched in and we made it happen.”

We congratulate everyone at Kulzer & DiPadova, wish them well into the future, and thank them for their leadership and financial support to our chapter.



**Kulzer & DiPadova, P. A.** dedicates its practice of law to matters of federal and state taxation, business transactions and litigation, as well as wills, trusts, estate planning and related areas.

---

“A sense of humor is part of the art of leadership, of getting along with people, of getting things done.” Dwight D. Eisenhower

---

With permission, here are the first 2 pages of a tremendously helpful article from Van Mueller's November 2020 Newsletter. For the rest of his thoughts please go to his website [VanMueller.com](http://VanMueller.com) and sign up for his newsletter.

# ***Van Mueller***

November 2020 – "7 Ideas and Views Newsletter" by Van Mueller

There are lies. There are damned lies. And then there are statistics! Our customers face great financial danger in the years ahead. But no one is paying attention to the dramatically changing economic numbers. Even our own industry is not taking into consideration the rapidly changing environment for our products. It feels like the newest four-letter word for Americans is "Math."

Some statistics have recently come to my attention. They are derived from the [usdebtclock.org](http://usdebtclock.org) app, not the free website, as well as [truthinaccounting.org](http://truthinaccounting.org) and wage statistics for 2018.

The current measurement of our country's debt is \$27.1 trillion. It is predicted to increase to \$48.1 trillion in 2024 and dramatically increase to \$84.7 trillion by 2028. Even if interest rates were to stay at approximately 2 percent, the interest would be \$1.7 trillion by 2028. That is one-third of our current federal budget of \$6.6 trillion. That budget is forecast to increase 50 percent by 2024 to \$9.9

trillion and increase by 50 percent again four years later in 2028 to \$14.9 trillion.

The federal government is on a spending spree unlike anything we could ever have imagined. And the federal government will be spending money it does not have. Our current deficit is \$3.2 trillion. That will increase to \$5.5 trillion by 2024 and, unbelievably, will increase again by 2028 to \$9.7 trillion—which, by the way, was the entire budget in 2024. Federal income tax revenue is currently \$3.4 trillion. It is forecast to increase to \$4.8 trillion by 2024 and \$6.7 trillion by 2028. Federal income tax revenue is predicted to double over the next eight years. And it is not going to be nearly enough.

This is mathematical proof that income taxes necessarily will be higher in the future. Now look at the wage statistics for 2018. From a total of 167 million American wage earners, only 17 million made more than \$100,000 of income and 26 million made more than \$75,000. At the same time, 113 million Americans make less than \$50,000 per year. So those 26 million people should absolutely expect that they will see dramatic tax increases in the future, because without a huge decrease in spending there is no other way.

The current number of American taxpayers is almost 125 million people. That is from a U.S. population of 330 million people. Taxpayers increase to 146 million people by 2028, while the population increases to 358 million people. That means 40 percent of the population is paying to take care of 100 percent of the population.

But I just manipulated the statistics. How? Well, 85 percent of the tax revenue comes from the 26 million who make more than \$75,000 per year. So, in our country, around 8 percent of taxpayers pay for most of the benefits we receive



from the government.

This also mathematically shows the serious economic disparity in our country. However, I am not writing about that today. I am only reviewing how the math affects our customers and our industry. But one more point on economic disparity. The median income for Americans was \$37,584 in 2000. That decreased in 2020 to \$34,486. It is predicted to increase to \$39,269 by 2024 and \$44,714 by 2028. That is a 19 percent increase over a 28-year period. Most Americans have been left behind. Either we increase their median income, or we pay more taxes and print more money to take care of them. That is math.

Here is a terrifying example that shows the government has gone economically insane. In 2020, federal, state and local spending is 50.6 percent of our Gross Domestic Product (GDP). GDP is the measure of the value of all the goods and services provided by Americans. In 2019, that measure was \$21 trillion. It has since decreased to \$19.6 trillion. By comparison, China's GDP is around \$14 trillion. They are the second largest economy.

Now let's see some scary numbers. The information in the updated [www.usdebtclock.org](http://www.usdebtclock.org) forecasts that by 2024, federal, state and local spending will take 56 percent of our GDP and by 2028, are you ready, 62 percent. That means there will only be 38 percent of our GDP left for the private sector. That is not enough for our economy to recover. When you share this with prospects and customers ask them, "Do you think income taxes will be higher in the future?"

Then, make it personal. "Doesn't that mean they will be coming after you, Mr. & Mrs. Prospect?"

Haven't you painted a gigantic target on your back?" Ask: "Do you want to be one of the ones who pays those higher taxes in the future? Would you be interested in ways to prevent that?"

There has never been a greater time to sell Roth 401K's, Roth IRA's and cash value life insurance of every variety.

[Read the rest of the article by signing up here.](#)

---

"I am a great believer in luck, and I find the harder I work, the more I have of it."

Thomas Jefferson

---

### 2020-2021 Upcoming Events:

December 8, 2020:

Virtual Meeting

Topic:

"Annual Tax Update"

Speakers:

Kulzer and DiPadova Panel

January 12, 2021:

March 9, 2021:

Virtual Meeting

Topic:

"Free Throws for Financial Professionals: Lessons I Learned as a Student Manager"

Speaker:

Mike McGlothlin, ChFC®, CLU®,

Virtual Meeting

Topic:

“Current Trends and Future of  
Employer Sponsored Healthcare  
Plans”

Panel:

Lenny Katz, President, Katz Pierz,  
Ryan Petrizzi, Amerihealth &  
Doug Lubenow, President,  
The Lubenow Agency

February 9, 2021:

Virtual Meeting

Topic:

"College Planning/College Funding"

Speakers:

Beth V. Walker  
Beatrice Schultz, CFP®

CFP®, LUTCF®

EVP, Retirement, ASH Brokerage

April 6, 2021:

Location TBD

Topic:

"Planning for LTC Cost and  
Retirement"

Panel:

Archer Law & AI Sorichetti with  
Nationwide

May 11, 2021:

Location TBD

Topic:

"Tax Efficient Investing:  
Alternatives"

Speaker:

TBD

---

“Any Society that would give up a little liberty to gain a little security, will  
deserve neither and lose both.” Benjamin Franklin

---

[Visit our Website](#)

For more information regarding our events, members and other resources,  
please visit our website.

[Please click here to download our 20-21 Calendar of Events.](#)



---

*Copyright © 2020 SFSP-SJC, All rights reserved.*