



HANSEN'S

ADVISORY SERVICES, INC.

Investing in companies that give a hoot.

7067 East Genesee Street

Fayetteville, NY 13066

315.637.5153

info@hansensadvisory.com

www.hansensadvisory.com

Securities offered through Cadaret, Grant & Co., Inc. Member FINRA, SIPC ~ Hansen's Advisory Services and Cadaret, Grant are separate entities.

Magic on a Budget

As the holiday season is upon us, it brings with it the opportunity to give our loved ones gifts. For many of us this presents a challenge. While we might like to be able to spend money freely, that is often not an option. We might feel pressured into spending more than we're able to, in the spirit of the holiday, but then face the financial repercussions later. This year, we'd like to offer an alternative.

To create the magic of Christmas morning can be difficult when you're on a tight budget, but it allows us the opportunity to be creative. Instead of purchasing new items that might be difficult to afford, what if we instead buy items second hand. Estate sales and second-hand stores often times have toys and clothes that are difficult to find at the stores we have available to us now. In addition to saving money, this is also better for our planet. Not everything has to be new. For younger children, the looks on their faces when they see what Santa has put under the tree is worth more than anything money could ever buy. Wrapping pieces of gifts individually, rather than putting them all together in one box, can help create that moment for them.

The holidays are about generosity, but instead of thinking about material goods, what if instead we focused on generosity of spirit. Children will remember forever the time spent together on Christmas day, making breakfast as a family, or playing a board game. They might quickly forget a new toy. The greatest gift we can give our loved ones is that of ourselves. Our time, our attention, and our love. If there's one thing we can all agree on, it is the things that money cannot buy that are truly the most valuable.

The Gift of Conversation

Presence of mind could be the best present ever! It is so much fun to give toys, gadgets, or clothes during the holidays! Perhaps, another type of gift would bring as much joy for giver and receiver although a bit delayed.

What if we gave education in a casual way? Each year on appropriate occasions we had conversations about planning. The topic might come up at Halloween when candy is there for the asking. Talking about how eating too much at a time makes you sick but how you can savor one or two pieces a day, have it last longer and be extra pleasing.

The conversation could take place when talking about exercising and how your body loves to move. If it does too much during a day, there may be soreness which could keep you from pleasing the body with movement on the next day. Spacing your aerobic, weight bearing, and flowing exercises into routine habits make life more amenable to regular stresses.

In the area of finances, the lessons could happen anytime there is a desire for something special that costs money. Discuss these questions with a learner:

Why is it special? What is the cost? How much would I need to save this week toward the cost? How many weeks would I need to save? Do I want to keep saving for other fascinating projects or objects?

If these were continual conversations, what a gift you would give!

*Be kind
whenever
possible.
It is always
possible.*



Dalai Lama

Your Taxes and Charitable Giving

The Tax Cuts and Jobs Act (TCJA) made sweeping changes to the federal tax laws that will affect virtually all taxpayers. The standard deduction has nearly doubled for most taxpayers. As a result, many taxpayers will no longer itemize their deductions. Since charitable contributions are often deducted as part of itemized deductions, it is time to explore alternative ways to make charitable giving financially beneficial to both the donor and the charity.

If you are at least 70 ½ and are required to take distributions from your retirement accounts (IRA's or 401k or 403b), you can contribute all or some of those distributions to your favorite charitable organization. The amount contributed directly to the charity is not taxable to you or the charity because they are tax exempt.

Another way to aggregate your charitable gifts, and perhaps be able to deduct them, is to set up a donor advised fund. You are able to deduct your contribution to the fund in the year you make it. Then you can make gifts to charities over time from that donor advised fund.

We would be happy to discuss these strategies further with you and determine if they could be helpful in your situation.

HAS NEWS

It's been a busy fall at HAS. The Reinvestment Alliance Campaign has had us presenting to many local communities about the rewards of divesting from companies that harm our society, reinvesting in local community businesses and learning about the possibilities of shareholder influence.

We appreciate the many compliments about our bright green Socially Responsible Investing road sign! More people are calling because of the sign and the Facebook posts they have seen.

Soon we are launching our new web page. This has been many months in the planning stage with collaboration of the whole team and our media consultant, Dee Perkins.

We welcomed an additional Administrative Assistant to our team, Leanne Boulware Morphet. Her background is in engineering and she has been and is involved in non-profit enterprises.

We wish you a delightful holiday and thank you for the gift of your presence in our lives!

Katelyn Featured in Syracuse Woman!

Katelyn was featured in the December issue of *Syracuse Woman Magazine* discussing Socially Responsible Investing, the Reinvestment Alliance and the Reinvest CNY! campaign! The interview focused on how a number of organizations and individuals have come together to see sustainable finance as a common interest that can help and support the entire community.

Be sure to check out the full article at <https://tinyurl.com/y7onz5nn> or pick up a free issue of the magazine at a number of shops and restaurants.

Good Tidings to All, and to All a Good Year!



**Generosity of
Imagination and
Fullness of dreams
Towards our best selves**