**Michael:** “Disclosure: The opinions voiced in this show *Financial Edge* are for general information only and are not intended to provide specific advice or recommendations for any individual. To determine which investment(s) may be appropriate for you, consult with your attorney, accountant, and financial advisor or tax advisor prior to investing. Securities offered through LPL Financial, Member FINRA/SIPC. Investment advice offered through NewEdge Advisors, LLC dba Silver Edge Financial Group, a registered investment advisor and separate entity from LPL Financial.”

Welcome to *Financial Edge with Silver Edge Financial Group*, where we bring clarity and expertise to financial planning, every Sunday morning. I’m Michael Bass, a financial advisor here at Silver Edge.

**Howard:** And I’m Howard Silver, founder of Silver Edge Financial Group. Every week, we tackle the financial questions that matter most—whether it’s saving for retirement, managing complex portfolios, or creating generational wealth. Today, we’re talking about how to take control of your financial future and unlock your full potential, whether you’re just starting out or have already achieved significant success.

**Michael:** That’s right, Howard. Financial planning isn’t just about numbers—it’s about empowering people to reach their goals, enjoy peace of mind, and secure their legacies. But it’s easy to get overwhelmed. Questions like “Am I saving enough?” or “Am I making the right investment choices?” often lead to procrastination.

**Howard:** And that’s where we come in. At Silver Edge, we believe that personalized, professional guidance can make all the difference. If you’re ready to take the next step, give us a call at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com). We’ll help you create a plan that’s tailored to your unique needs and aspirations.

**Michael:** Whether you’re 25 or 65, the decisions you make today can shape your financial future. Let’s dive in and explore how to get started, avoid pitfalls, and build a lasting foundation for success.

**Segment 1: The Cost of Waiting**

**Michael:** Let’s kick things off with one of the most common financial mistakes: waiting to save or invest. Howard, the impact of procrastination can’t be overstated, can it?

**Howard:** Not at all, Michael. The cost of waiting can be staggering, especially when you consider the power of compounding. Let’s break it down. Suppose you start with $50,000 in investments. With an annual return of 6%, that grows to around $300,000 over 30 years. But add an extra 3%—the average boost that working with a financial advisor can provide—and your total grows to $1.6 million. That’s over five times your initial investment. [Compliance: This is a hypothetical example and is not representative of any specific situation. Your results will vary. The hypothetical rates of return used do not reflect the deduction of fees and charges inherent to investing]

**Michael:** That’s incredible, Howard. And it shows how every year matters. Compounding is like a snowball rolling downhill—it starts small but grows exponentially over time. The earlier you start, the bigger the impact.

**Howard:** Exactly. But here’s the flip side: waiting even a decade to start saving can dramatically reduce your results. For example, if you delay investing until age 35 instead of 25, you’ll need to save twice as much annually to reach the same goal by retirement. And yet, many people put off saving because they think they’ll have more time or resources later.

**Michael:** That’s such a common misconception. Life gets busy—mortgages, kids, unexpected expenses—and before you know it, retirement is on the horizon. Starting small and early is always better than waiting for the “perfect” moment.

**Howard:** And it’s not just about retirement. Waiting to invest can also mean missing opportunities to grow your wealth for other goals, like buying a home, funding a child’s education, or building a legacy. If you’re listening and wondering where to begin, call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com). We’ll help you take that first step.

**Segment 2: Why Work with a Financial Advisor?**

**Michael:** Let’s shift gears and talk about why working with a financial advisor can make such a difference. Howard, we’ve seen time and again how clients who partner with advisors pursue better outcomes. Why is that?

**Howard:** It comes down to expertise, discipline, and perspective. First, financial advisors bring years of specialized knowledge to the table. We understand market trends, tax laws, and investment strategies in ways that most people simply don’t have the time to learn. But just as important, we provide discipline. Managing your own money can be emotional, and emotional decisions often lead to costly mistakes.

**Michael:** That’s such a key point. During market downturns, for example, people often panic and sell low, locking in their losses. Then they wait too long to reinvest and miss the recovery. A financial advisor acts as a buffer against those emotional reactions, helping clients stay focused on their long-term goals.

**Howard:** Exactly. Behavioral coaching is one of the most valuable things we offer. For instance, during the 2020 market crash, many investors wanted to pull their money out of stocks. Those who stayed the course—and even added to their investments during the dip—saw significant gains in the recovery. Advisors help clients avoid short-term panic and focus on long-term growth.

**Michael:** And at Silver Edge, we go beyond just managing emotions. Our strategies are dynamic and personalized. Every client’s needs are unique, so we tailor portfolios to align with their risk tolerance, time horizon, and financial goals. We also focus on areas like tax efficiency, cost minimization, and legacy planning.

**Howard:** That’s right. And let’s not forget access. At Silver Edge, we have the resources and connections to offer investment opportunities that most people—and even many advisors—don’t have access to. From alternative investments to exclusive real estate deals, we open doors that can enhance your portfolio.

**Michael:** If you’re listening and wondering how an advisor can help you, let’s have a conversation. Call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com). We’ll show you how skilled guidance can make a measurable difference in your financial journey.

**Segment 3: Personalized Portfolios**

**Michael:** Howard, one of the key areas where we add value is creating personalized portfolios. Let’s talk about why this approach is so essential for long-term success.

**Howard:** Absolutely, Michael. Financial planning isn’t a one-size-fits-all process. Every person’s goals, risk tolerance, and timeline are unique, and their portfolio should reflect that. For example, someone in their 30s saving for retirement may have a portfolio heavily weighted toward growth-oriented investments like equities, while a retiree might prioritize income and capital preservation through bonds or dividend-paying stocks.

**Michael:** And it’s not just about what you invest in—it’s also about where you invest. Asset **location** is just as important as asset **allocation**. Howard, can you explain that concept for our listeners?

**Howard:** Sure. Asset location is about placing the right types of investments in the right accounts to maximize tax efficiency. For instance, growth investments like equities often perform best in tax-deferred accounts, such as a 401(k) or IRA, where taxes on gains are postponed. On the other hand, tax-efficient investments like municipal bonds or index funds might be better suited for taxable brokerage accounts.

**Michael:** It’s these kinds of nuanced strategies that can make a big difference in overall returns. And let’s not overlook costs. Many investors don’t realize how much high fees can erode their wealth over time.

**Howard:** That’s a great point, Michael. At Silver Edge, we prioritize minimizing fees without sacrificing performance. The average mutual fund charges an expense ratio of about 1.38%. We design portfolios with expense ratios around 0.38%, saving our clients tens of thousands of dollars over the long term.

**Michael:** And for anyone wondering how their portfolio stacks up, we offer complimentary portfolio reviews. Call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com) to see how personalization and efficiency can transform your investments.

**Segment 4: Avoiding Common Mistakes**

**Michael:** Let’s talk about mistakes. Howard, what are some of the most common pitfalls you’ve seen that derail even the best financial intentions?

**Howard:** One of the biggest mistakes is waiting too long to start saving. People often think they’ll “catch up” later, but the truth is, waiting even a decade to begin can mean needing to save two or three times as much annually to reach the same goal. Time is your greatest ally in building wealth.

**Michael:** Another major pitfall is chasing trends. We’ve seen it with everything. People often jump into “hot” investments without understanding the risks, and they end up buying high and selling low. It’s a costly cycle.

**Howard:** And then there’s the issue of improper risk management. Many investors don’t know how much risk they’re taking—or how little. If your portfolio doesn’t match your risk tolerance, you could find yourself panicking during a downturn or failing to capitalize on market growth.

**Michael:** At Silver Edge, we use tools like Riskalyze to align portfolios with each client’s comfort level and long-term goals. It’s not just about maximizing returns—it’s about creating a plan you can stick to, even when markets get rocky.

**Howard:** Another mistake we see is a lack of diversification. People often think they’re diversified because they own several stocks or funds, but true diversification involves spreading investments across different asset classes, industries, and even geographic regions. A well-diversified portfolio reduces risk and improves long-term outcomes.

**Michael:** And for anyone listening who’s worried they’ve made these mistakes, don’t stress. It’s never too late to get back on track. Call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com) to schedule a no-obligation consultation.

**Segment 5: Why Don’t More People Work with Advisors?**

**Michael:** You know, Howard, it’s surprising how many people choose to navigate their finances alone. Only about four in 10 Americans work with a financial advisor. Why do you think that is?

**Howard:** That’s a great question, Michael. There are a few reasons, but pride is a big one. Many people believe they can handle their finances themselves, and to be fair, there are a lot of tools available for DIY investors. But tools alone don’t replace expertise. Most people lack the time, knowledge, and experience to create and manage a truly comprehensive financial plan.

**Michael:** And even when they have access to information, it’s easy to feel overwhelmed by it. The financial world is complex, and the stakes are high. The fear of making the wrong decision often leads to inaction or poor choices, which can cost far more than the price of professional advice.

**Howard:** That’s absolutely true. Another reason people hesitate to work with advisors is the perceived cost. They think, “Why should I pay someone to tell me what I can figure out myself?” But what they often don’t realize is the value an advisor provides. It’s not just about investment returns—it’s about optimizing every part of your financial life, from reducing fees to minimizing taxes, managing risk, and avoiding costly mistakes.

**Michael:** And let’s be honest: mistakes can be incredibly expensive. Whether it’s pulling out of the market at the wrong time, paying too much in taxes, or missing out on opportunities for growth, these errors add up. Working with an advisor can save far more than it costs, especially over the long term.

**Howard:** Another hurdle is trust. According to the 2022 Edelman Trust Barometer, only 54% of people trust financial institutions. That’s a problem for our industry, but it’s also why we operate differently at Silver Edge. Transparency is non-negotiable for us. We’re fiduciaries, which means we’re legally and ethically bound to act in our clients’ best interests—always.

**Michael:** That’s a critical distinction, Howard. Many people don’t realize that not all financial professionals are fiduciaries. Advisors tied to banks or large institutions often have incentives to push proprietary products. At Silver Edge, we don’t play that game. Our advice is tailored solely to what’s best for the client, not for us or anyone else.

**Howard:** And then there’s embarrassment. Many people feel ashamed about past financial mistakes or worry they’ve waited too long to start planning. They might think, “It’s too late for me to fix this,” or “I don’t want to show someone my financial mess.” But the truth is, it’s never too late to make a change, and we don’t judge anyone for where they’re starting.

**Michael:** That’s such an important message. At Silver Edge, we meet clients exactly where they are—whether they’re just starting to save or managing millions. The point isn’t where you’ve been; it’s where you want to go. We’re here to provide guidance, not criticism.

**Howard:** And I think it’s worth mentioning one more thing: time. Many people don’t work with an advisor simply because they’re too busy. They’re running businesses, raising families, or managing other responsibilities, and financial planning falls to the bottom of the list. But delegating that responsibility to a professional can save time and improve confidence.

**Michael:** It’s like anything else in life—if you’re not a professional, why spend your time trying to figure it out alone? Just like you’d hire a lawyer for legal advice or a doctor for medical concerns, working with a financial advisor ensures you’re getting qualified guidance for something as important as your financial future.

**Howard:** If you’ve been hesitant to reach out to an advisor, we encourage you to take that first step. At Silver Edge, we offer a no-obligation consultation to help you understand how we can support your goals. Call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com) to get started. It’s never too late to take control of your financial future.

**Michael:** That’s right, Howard. Whether you’re building your first portfolio or optimizing a complex financial plan, we’re here to help. Don’t let fear, pride, or misconceptions hold you back. Let us show you what’s possible.

**Segment 7: The Proven Value of Financial Advisors**

**Michael:** Let’s flip the script, Howard, and talk about the proven benefits of working with a financial advisor. There’s plenty of research on this topic, right?

**Howard:** Absolutely, Michael. The evidence is overwhelming. For instance, a 2019 Vanguard study showed that advisors can add an average of 3% annually to a portfolio’s performance. Over 25 years, that extra 3% can be transformational. Take an initial investment of $500,000. Without an advisor, it might grow to $1.69 million over 25 years. With that additional 3%, however, it could grow to $3.4 million. That’s double the wealth with the same starting amount—just by making smarter decisions.

**Michael:** Those numbers are compelling, Howard. But what’s even more important is how advisors achieve that additional growth. It’s not magic—it’s a combination of sound strategies, well versed guidance, and avoiding common mistakes. For example, a Morningstar study found that individual investors who manage their own money often underperform the funds they invest in by 1.5% annually. Why? Because they buy high during market surges and sell low during downturns.

**Howard:** And that’s where advisors make all the difference. We provide what I like to call “behavioral discipline.” When markets get volatile, emotions tend to take over. Fear and greed lead to bad decisions—like panic selling when the market dips or chasing trends when it’s overheated. As advisors, we act as a buffer, keeping our clients focused on their long-term goals instead of reacting to short-term noise.

**Michael:** And let’s not forget about the role of proper planning. Advisors help clients create detailed financial plans that serve as roadmaps for their goals. Whether it’s saving for retirement, funding education, or creating a legacy, having a clear plan in place ensures that every financial decision aligns with those objectives.

**Howard:** That’s right, Michael. And one of the key ways we add value is through tax optimization. High-net-worth individuals, in particular, can benefit significantly from strategies designed to minimize their tax burden. Whether it’s asset location, tax-efficient withdrawal strategies, or careful estate planning, these adjustments can save clients tens or even hundreds of thousands of dollars over time.

**Michael:** Another often-overlooked benefit of working with an advisor is cost efficiency. Many people don’t realize how much high fees and expense ratios eat into their returns. Advisors at Silver Edge help clients identify and transition to low-cost, high-value investments. Even a small reduction in expenses can make a big difference over the long term.

**Howard:** And let’s talk about the fiduciary standard, Michael. A 2014 Princeton Survey found that financial professionals operating under fiduciary responsibility see stronger client trust and satisfaction. At Silver Edge, we take this standard seriously. It’s not just a legal requirement for us—it’s a moral one. Every recommendation we make is based solely on what’s best for our clients.

**Michael:** That trust is key. Financial planning is about more than numbers—it’s about building relationships. When clients trust us, they’re able to make decisions with confidence, knowing we’re looking out for their best interests every step of the way.

**Howard:** That’s why so many of our clients recommend us to their friends and family. They see the tangible benefits—like higher returns and lower fees—but also the intangible ones, like meaningful clarity in their financial journey. It’s not just about growing wealth; it’s about creating a financial life that aligns with their values and aspirations.

**Michael:** And here’s the thing: the benefits of working with an advisor aren’t limited to those starting out or with small portfolios. Even the wealthiest clients, managing millions, find value in our expertise, especially when it comes to navigating complexity and optimizing outcomes.

**Howard:** If you’re ready to experience those benefits for yourself, give us a call at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com). Whether you’re looking to grow your wealth, protect it, or plan for future generations, we’re here to help.

**Michael:** At Silver Edge, we believe in empowering our clients to make informed, confident decisions about their financial future. Let’s start that conversation today.

**Segment 8: How to Choose the Right Advisor**

**Michael:** Let’s get practical, Howard. For listeners ready to work with a financial advisor, how do they choose the right one?

**Howard:** Great question, Michael. Choosing an advisor isn’t just about finding someone who knows investments—it’s about finding a valued partner who can guide you through every stage of your financial journey. The first step is to understand what makes a great advisor.

**Michael:** That’s key, Howard. A great advisor doesn’t just offer cookie-cutter solutions. They take the time to understand your unique goals, challenges, and values. So when you meet with a potential advisor, ask yourself, “Do they listen to me? Are they tailoring their approach to my needs?” If the conversation feels generic or rushed, it’s a red flag.

**Howard:** Absolutely. Another critical question to ask is whether they’re a fiduciary. Advisors who operate under a fiduciary standard are legally required to act in your best interest. At Silver Edge, this is a cornerstone of everything we do. You want to know that every recommendation is based solely on what’s best for you, not on commissions or corporate incentives.

**Michael:** And let’s talk about fees. Transparency is essential. At Silver Edge, we’re upfront about our fees, which are based on assets under management. There are no hidden costs, and we provide a clear understanding of what you’re paying for—and the value you’re getting in return.

**Howard:** That value is key, Michael. It’s not just about managing investments. A great advisor looks at your entire financial picture—tax efficiency, risk management, estate planning—and works to optimize every part of it. That’s the difference between a transactional relationship and a true partnership.

**Michael:** Communication is another important factor. How often will you meet or check in? Does the advisor’s approach fit your preferences, whether it’s virtual updates, in-person meetings, or quarterly reports? At Silver Edge, we tailor our communication style to what works best for you.

**Howard:** And here’s the most important part, Michael—do you trust them? This is about more than credentials. It’s about feeling confident that your advisor understands your goals and has your best interests at heart. That trust is the foundation of a successful financial relationship.

**Michael:** Here’s the good news: at Silver Edge, we’ve built our entire approach around these principles. Transparency, fiduciary responsibility, personalized strategies, and trust are the hallmarks of what we do. When you work with us, you’re not just hiring an advisor—you’re gaining a partner who’s as invested in your success as you are.

**Howard:** And we’re here to make that process easy. If you’re ready to explore what a true financial partnership looks like, call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com) to schedule a free consultation. It’s a no-pressure conversation to see if we’re the right fit for you.

**Michael:** Because choosing the right advisor is one of the most important financial decisions you’ll ever make. Let’s make sure it’s the right one. Call us today, and let’s start building the financial future you deserve.

**Segment 9: Why Uniquely Successful Individuals Choose Silver Edge**

**Michael:** Now, Howard, let’s speak directly to the “uniquely successful” individuals listening today—those who’ve achieved significant financial milestones and are looking for an advisor who understands the complexities of managing substantial wealth. What sets Silver Edge apart for these clients?

**Howard:** Michael, it comes down to three things: **expertise**, **independence**, and **access to sophisticated solutions**. Managing significant wealth isn’t about basic strategies—it requires advanced, dynamic approaches to address complex needs. At Silver Edge, we offer access to investments like **CLOs (collateralized loan obligations)**, **long/short strategies**, **managed futures**, and **BDC (business development company) funds**, which are designed to deliver diversification and strong performance in all market conditions.

**Michael:** These aren’t the kinds of investments you’ll find in a typical portfolio, and that’s by design. Our clients come to us for solutions that go beyond the conventional. But what’s just as important as what we offer is how we offer it—our independence ensures that every recommendation is made with one thing in mind: the client’s best interest.

**Howard:** That independence is crucial. Unlike advisors tied to banks or large institutions, we’re not here to sell proprietary products or follow a corporate agenda. We take pride in crafting portfolios tailored specifically to each client’s goals, risk tolerance, and financial situation—using tools and strategies that many advisors don’t have the expertise to manage.

**Michael:** Let’s talk about risk management for a moment. For uniquely successful individuals, protecting wealth is as important as growing it. At Silver Edge, we use advanced strategies to mitigate risk, whether it’s through diversification across asset classes, long/short strategies to hedge market exposure, or managed futures to capture opportunities in both rising and falling markets.

**Howard:** And then there’s the matter of tax efficiency. High-net-worth individuals often face complex tax situations. We specialize in designing portfolios and plans that not only grow wealth but also minimize tax liabilities—whether through tax-efficient investment structures, strategic withdrawals, or careful estate planning.

**Michael:** And speaking of estate planning, for many of our clients, creating a legacy is just as important as achieving financial growth. Whether it’s setting up trusts, funding philanthropic goals, or ensuring a smooth wealth transfer to the next generation, Silver Edge excels at helping clients turn success into a lasting impact.

**Howard:** Privacy and discretion are also key. Managing substantial wealth often comes with public visibility, and our clients trust us to handle their financial details with the utmost confidentiality.

**Michael:** If you’ve achieved significant financial success, you deserve a partner who can provide expertise, independence, and sophisticated solutions that match your ambitions. Call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com) to see how we can help you preserve, grow, and optimize your wealth.

**Howard:** At Silver Edge, we don’t just manage portfolios—we help clients create legacies. Let us show you what’s possible when expertise and innovation meet your financial goals.

**Michael:** Today, we’ve covered everything from the value of starting early to the benefits of working with an advisor and how Silver Edge delivers for those with complex financial needs. But here’s the bottom line: no matter where you are on your financial journey, having the right partner makes all the difference.

**Howard:** That’s right, Michael. Whether you’re building your financial foundation, navigating significant wealth, or managing a complex portfolio, Silver Edge is here to provide the expertise, guidance, and comprehensive strategies you need to succeed. Our approach is simple: your goals become our goals. And while we work with clients at many stages of financial success, the more complex your portfolio and your goals, the more value we can provide. The bigger the challenge, the more rewarding the partnership. That’s where Silver Edge thrives—solving intricate problems and uncovering opportunities you might not even know exist.

**Michael:** The truth is, managing wealth—whether it’s a growing portfolio or a substantial estate—requires more than just knowledge. It takes a partnership built on trust, transparency, and a commitment to delivering results. At Silver Edge, we don’t just manage your finances—we empower you to make the most of your success.

**Howard:** Call us at **561-300-0090** or visit [**www.silveredgefg.com**](http://www.silveredgefg.com) to schedule your complimentary consultation. It’s a no-pressure opportunity to explore how we can help you preserve, grow, and optimize your wealth for today and generations to come. At Silver Edge, we specialize in creating clarity out of complexity and opportunity out of challenge. Let us show you how our expertise can work for you.

**Michael:** Thanks for tuning in to *Financial Edge.* Until next Sunday, take care and remember: your edge is our expertise.

[Compliance: Alternative investments may not be suitable for all investors and should be considered as an investment for the risk capital portion of the investor’s portfolio. The strategies employed in the management of alternative investments may accelerate the velocity of potential losses. Bonds are subject to market and interest rate risk if sold prior to maturity. Bond values will decline as interest rates rise. Bonds are subject to availability, change in price, call features and credit risk. Asset allocation does not ensure a profit or protect against a loss. There is no guarantee that a diversified portfolio will enhance overall returns or outperform and non-diversified portfolio. Diversification does not protect against market risk. LPL Financial representatives offer access to Trust Services through The Private Trust Company N.A. an affiliate of LPL Financial.