

# SUMMIT PERSPECTIVE

## CELEBRATING ONE YEAR WITH RAYMOND JAMES *A Heartfelt Thank You to Our Valued Clients*



One year ago, Summit Financial Group embarked on a significant journey by transitioning our broker/dealer partner from Securian to Raymond James. The decision was made based on our commitment to you and Raymond James' reputation of excellence, integrity, and client-centered service. As we reflect on the past year, we are filled with immense gratitude for you, our clients, whose trust and support have been the cornerstone of this successful transition.

From the outset, our decision to join Raymond James was driven by a shared vision of providing unparalleled financial advice tailored to meet the unique needs of each client. The alignment of our core values with those of Raymond James promised a seamless integration and enhanced capabilities that would ultimately benefit you. In short, our mission of *Enriching Lives* was enhanced by our affiliation with Raymond James.

The transition to the new platform has enabled us to leverage a broader spectrum of resources, cutting-edge technology, and comprehensive financial solutions. Whether it's through innovative wealth management tools, access to an extensive

network of experts, or the integration of the latest market research, our commitment to serving your financial interests has been significantly strengthened.

We understand that transitions can be challenging, and your unwavering support during this period was truly remarkable. You have been instrumental in making our first year with Raymond James a resounding success. As we look to the future, we remain steadfast in our dedication to providing you with exceptional service and innovative financial solutions. The foundation we have built over the past year with Raymond James is just the beginning. We are excited about the ability to bring new products and services that simply were not available to us before.

Thankfully, the one thing that never changes is our dedication to our clients and our focus on your unique goals and circumstances. We are truly thankful for the trust you place in us as it is an honor to serve both you and those you have referred over the years. Our firm's success is in direct proportion to the impact we have on the lives of our clients, and we would not have it any other way! Thank you for taking us on your journey!



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*Teaching kids about money is never just about dollars and cents. It's about character and responsibility.*

**– Dave Ramsey**

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# KUDOS!

## Summit Spirit Award:

### Dash and MeWater

Each quarter, Summit recognizes one team member who receives kudos from their peers and managers for going the extra mile. The winner receives \$1,000 to donate to the charity of his or her choice. Congratulations to Financial Advisor Dash Grammer as the recipient of this quarter's Summit Spirit Award!



*Dash: I am donating my Summit Spirit Award to the MeWater Foundation.*

Based in San Francisco, MeWater is run by surfers and mental health professionals who provide surf camps to underprivileged youths and families. Their purpose is to use surfing to address trauma and stress in young people from backgrounds of poverty and violence by providing a different way to relate to the communities they live in, all through the power of the ocean.

The MeWater Foundation is more than surfing. It is about increasing one's self-reliance and purpose, leveraging strengths, and reducing social isolation by growing positive connections and using the ocean as a conduit for improving physical and mental well-being.

The organization pairs vulnerable youth with positive-minded community members, creating opportunities for them to develop new skills, practice new coping mechanisms, and form relationships with trusted peers.

For additional information about MeWater visit:  
[www.mewaterfoundation.org/](http://www.mewaterfoundation.org/)

# SUMMIT UNIVERSITY



## Upcoming Workshops

### TEENS AND MONEY: SETTING THE STAGE FOR FINANCIAL SUCCESS

Thursday, July 25 • 3:00 – 4:30 pm  
Inklings Coffee & Tea, Pleasanton

Chances are your kids first learned about saving by adding change to a piggy bank. As they grew, they traded in those piggies for a savings account. Now it is time to look ahead. Learning how to become financially independent adults is vital for their future success. This interactive workshop will lay a foundation that will last a lifetime.



Registration is open for our fall retirement seminars!

### RETIREMENT PLANNING TODAY

Whether you plan to retire 20 years from now or have just recently retired, the information you'll learn in this class can deliver rewards throughout your lifetime. During this two-evening workshop, you will learn how to create an informed retirement plan and set goals for a successful retirement.

Learn more and register for classes through the Summit University page on our website:

[summitadvisors.com/education/university/](http://summitadvisors.com/education/university/)

OR call 925-866-7800.



Financial Professionals do not provide specific tax/legal advice and this information should not be considered as such. You should always consult your tax/legal advisor regarding your own specific tax/legal situation.

## SUMMIT TRIVIA CHALLENGE



The answer to this quarter's question can be found on the Summit Facebook page [facebook.com/summitfinancialgroup/](https://facebook.com/summitfinancialgroup/).

Each person submitting the correct response will be entered to win a \$25 Starbucks gift card.

Ready? Here it is ...

Which nonprofit did Summit support during June?

Know the answer? Email it to [angela@summitadvisors.com](mailto:angela@summitadvisors.com) by August 31. The Trivia Challenge winner will be notified via email.

# MONEY LESSONS FOR KIDS: By Jeneen Slack

## A GUIDE TO FINANCIAL LITERACY



Ever notice the excitement a child feels when they find a quarter or receive a dollar from the Tooth Fairy? It's because they grasp that money has value! Financial literacy is important, but many schools and families neglect to educate children on the topic. A Cambridge University study shows that children as young as 3 can grasp basic financial concepts, and by age 7, they have already formed money habits. As they grow, introducing more complex financial topics is crucial. Teaching our children about money early sets them up for success and helps them make informed and responsible financial decisions as they mature toward adulthood. **Here are some key lessons to share with children, designed to equip them with the knowledge they need for a financially responsible future:**

### Understanding the Value of Money

**Currency Basics** – Teach kids to recognize and count different denominations using real coins and bills for a tangible and engaging learning experience.

**Earning Money** – Set up a simple allowance system where kids can earn money by completing tasks around the house. This not only teaches the value of money but also instills a work ethic.

### The Importance of Saving

**Setting Savings Goals** – Encourage kids to set goals and use a visual chart to track progress, teaching patience and the importance of saving for future needs or desires.

**Savings Accounts** – Start with a piggy bank for young children to introduce saving money, then transition to opening a savings account with older kids. Take them to the bank and let them participate in the process, making it more tangible.

**Understanding Interest** – Explain the concept of interest and how money can grow over time in a savings account. This can be a powerful motivator for kids to save more.

### Budgeting Basics

**Income and Expenses** – Help kids create a simple budget, tracking their income (allowance, gifts, etc.) and expenses. This helps them visualize where their money is going and how to manage it.

### Smart Spending

**Comparison Shopping** – Take kids shopping and explain how to read price tags, compare product features, and assess value, helping them become smart consumers.

**Delayed Gratification** – Teach the importance of delayed gratification. Explain that waiting and saving up for something can be more rewarding than buying it immediately.

### Investing

**Basic Investment Concepts** – Introduce older kids to basic investment concepts such as stocks, bonds, and mutual funds. Use age-appropriate language and examples to explain how investing works and the potential for growth over time.

**Compound Interest** – Illustrate the power of compound interest with simple calculations, showing the benefits of saving and investing early.

### Credit and Debt

**Borrowing** – Explain that borrowed money must be repaid with interest, using simple scenarios to illustrate the responsibilities involved.

**Credit Cards** – Teach older kids how credit cards work, the importance of monthly payments, and the risks of high-interest debt. Consider adding your teen as an authorized user for hands-on learning.

### Building Good Financial Habits

**Share Personal Stories** – Have family and friends share stories about how they managed money during difficult times, like a recession, or how they stretched a budget creatively. Real-life examples can make financial lessons more relatable.

**Emergency Fund** – Highlight the importance of having an emergency fund. Explain that unexpected expenses can arise and having savings set aside can provide financial security.

### The Joy of Philanthropy

**Charity and Giving** – Teach kids to set aside money for charity, discuss causes they can support, and let them choose one, fostering social responsibility and empathy.

### Entrepreneurship and Earning

**Starting a Small Business** – Encourage kids to explore entrepreneurship. Help them start a small business, like a lemonade stand or dog-walking service. This teaches them about earning money, marketing, customer service, and the satisfaction of running their own venture.

**Work Ethic** – Encourage a strong work ethic by emphasizing the importance of hard work, dedication, and perseverance. Explain that success often requires effort and that earning money through work is rewarding.

### Practical Activities and Resources

**Educational Games and Apps** – Use fun and interactive games and apps to teach money management skills. Websites like [www.ngpf.org/arcade](http://www.ngpf.org/arcade) offer games such as “Money Magic” and “Payback” for engaging learning.

**Interactive Tools** – Utilize online tools and calculators to help kids understand budgeting and saving. These resources can make financial concepts more accessible and practical.

### A Solid Foundation Starts at Home

By teaching these money lessons to kids, you provide them the tools they need to navigate the financial challenges of the future. Remember, they are taking cues from you! Promoting a solid foundation in financial literacy will empower them to make informed decisions, achieve their financial goals, and become responsible and resourceful adults.

Sources: T. Rowe Price 2019 Parents, Kids & Money Survey; Forbes; Next Gen Personal Finance

# SUMMIT SPOTLIGHT

## Rachael Kepke Receives Prestigious Raymond James Award



We are proud to announce that Rachael has been honored as the Raymond James Financial Services Outstanding Branch Professional. This recognition celebrates her exceptional contributions to her team and branch, reflecting her unwavering commitment to excellence.

### A Client-First Approach

As Director of Advisor Services at Summit, Rachael's role encompasses financial planning, trading, and compliance along with support for client services. She consistently prioritizes the client experience, embodying the "Client First" mindset that is central to our core values.

### Commitment to Security

Safeguarding client data and assets is paramount to Rachael. Her meticulous attention to security ensures our clients can rely on Summit to manage their financial matters with the highest level of integrity and care.

### Fostering Education and Team Development

Rachael proactively seeks educational opportunities and leverages available resources. Her enthusiasm for continual learning not only enhances her expertise but enriches the team. Rachael routinely spearheads initiatives that facilitate knowledge sharing, best practices, and professional development among her associates. Her efforts to promote a culture of learning and collaboration exemplify our core value of Commitment to Growth.

### A Well-Deserved Recognition

"We are ecstatic that Raymond James recognized what we have known for years," said Summit Financial Group Partner, Nathan Bennett. "Rachael is an outstanding professional and our firm is better for her efforts. No one is more deserving!"

Rachael's achievement reflects the very best of Summit Financial Group's values, and we are thrilled to celebrate this well-deserved honor with her!

## Welcome to Summit, Neil!



Neil Hunter-Smith has joined Summit as an Associate Advisor. He brings with him operational and strategic excellence specializing in growing and scaling start-up companies focused on the consumer service space. He made the switch to the financial services industry initially starting out in the insurance business, but his personal coaching background and dedication to guiding customers through life's challenges quickly drove him to holistic financial planning.

He has lived and worked in multiple countries in his lifetime and believes those experiences helped nurture his ability to deliver exceptional customer service. Neil takes great pride in his ability to listen to and understand the needs of each individual, creating strong, long-term relationships built on trust and mutual respect. He is excited to be a key player within the firm helping clients make the best financial decisions for themselves and their families.

Neil is from the United Kingdom originally but spent most of his youth in Saudi Arabia. He now resides in Danville with his girlfriend, Kylie, their dog and two cats. Outside of the world of finance, Neil is a sports fanatic. He lives an active lifestyle playing competitive golf (for which he once played professionally), hiking and exploring everything that California has to offer with Kylie and their dog, and competing in as many Curling Bonspiels as he can.

Neil holds his CA Insurance Lic. #4295648, Series 6, 7, 63 & 65 securities registrations and is currently in the process of acquiring his CFP®.

The RJFS Outstanding Branch Professional Award is designed to recognize support professionals in RJFS branches who contribute to the success of their advisors and teams. Each year, three winners are selected and recognized during this year's National Conference for Professional Development. To be considered for this award, Branch Professionals must have been affiliated with Raymond James for at least one year and could not have won the award in the past.

## CONTACT US



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