

THE DECISION URGENCY MAP

A useful framework for determining when financial planning decisions should be discussed/made

ACT NOW within weeks, not months	ACT THIS YEAR lead time required	ACT BEFORE YEAR-END last quarter of the year
<ul style="list-style-type: none"> • Review the return with your financial advisor - not just your CPA - while the numbers are still clear and complete. • Understand what the return implies about this year's income trajectory before new variables are introduced. • Map upcoming equity events against projected income while adjustments are still possible. • Begin retirement contribution analysis if you are self-employed or own a business. • Identify whether your tax withholding structure aligns with how income is actually being earned. 	<ul style="list-style-type: none"> • Inventory positions with significant unrealized gains or losses and watch for harvesting opportunities throughout the year, not just at year-end. • Evaluate whether appreciated securities are better suited for charitable giving than sale. • Review estate plan in light of changes in income or asset levels. • Revisit gifting strategy in the context of broader wealth transfer goals. 	<ul style="list-style-type: none"> • Determine whether a Roth conversion is appropriate once the full income picture is visible. • Model potential IRMAA exposure if Medicare eligibility is approaching. • Evaluate income and deduction timing decisions while they are still actionable. • Execute charitable giving early enough for transfers to be completed within the tax year. • Review total tax payments in the context of full-year income, with flexibility to true up as needed.

Important Note: *Urgency does not mean emergency. It means that some decisions are best made when the information is freshest, some require weeks or months of lead time to execute properly, and some carry flexibility early on but become constrained as time passes.*