RETIREMENT DISTRIBUTION & WEALTH PRESERVATION

Done with precision and care

Jeffrey Kercorian, Registered Investment Advisor • April 18, 2026

Will Your Retirement Income Last as Long as You Do?

When your working years end, so does your paycheck. Bills, taxes, and unexpected expenses don't stop. Most people aren't caught off guard because they didn't save enough. They're caught off guard because they never planned how to spend it.

Saving for retirement — the accumulation phase — is the straightforward part. The harder problem is the distribution phase: turning what you've built into income that lasts, without handing more than necessary to the IRS, and without running out before you do.

The mistakes are predictable. People claim Social Security too early and leave significant money on the table. They ignore how taxes compound over a 30-year retirement. They get hit by a market downturn in the first three years and never fully recover. Or they simply outlive their money — not because they were reckless, but because nobody showed them a real plan.

What we do at Wisdom Financial
Build a personalized, written income and distribution plan — not a pie chart.
Coordinate Social Security, pensions, annuities, IRAs, and investments for efficiency.
Structure and time distributions to minimize your lifetime tax burden.
Keep you in control: flexible, protected, and never dependent on one outcome.

We are independent fiduciaries. We are not tied to a bank, a brokerage, or an insurance company. Our family-office approach means no generic solutions and no conflicts of interest — just a dedicated team working in your interest only.

In 2022, when markets fell 22%, our clients knew what to do. They had a plan. Their income was secure. They didn't panic because they didn't need to.

Wealth Management

The Investment Committee

Our investment committee includes ten people: portfolio managers, CFAs, two analysts who are not advisors, the chief investment officer of a major pension fund, and the CIO of CG Financial.

An independent economist provides ongoing data and analysis. The committee's job is to debate, pressure-test, and improve every investment decision we make.

We also have access to institutional-grade research and portfolio modeling from firms including JPMorgan, BlackRock, and First Trust. That's not a name-drop. It means our work gets reviewed by people who manage money at a scale most advisory firms never touch.

How We Invest

Every portfolio starts with a clear objective: bucket-specific time horizons, defined risk parameters, or income generation with risk management. From there we establish a benchmark — stock, bond, or blended depending on the goal — and determine how much deviation from that benchmark is acceptable.

We ask two questions about every position: where is the best risk-adjusted opportunity, and does this fit the size and purpose of this portfolio? Performance gets evaluated on metrics that matter — beta, standard deviation, Sortino ratio, up/down capture, cost efficiency, and yield. We focus on intelligent risk-taking, not risk elimination. Those are different things.

Tax Efficiency

Taxes are the most controllable cost in a long-term portfolio. We use ETFs over mutual funds to reduce capital gains distributions. We maintain legacy sleeves to avoid triggering unnecessary tax events on existing holdings. Our trading software is tax-budget coded — it optimizes for after-tax outcomes, not just pre-tax returns.

We harvest losses opportunistically to offset gains. We use direct indexing technology for tax-efficient transitions. For clients with qualifying 401(k) plans, we leverage Net Unrealized Appreciation treatment where it applies. None of this is exotic. It's disciplined, consistent execution that compounds over time.

Trading

Our trading team prioritizes ETFs and individual stocks over mutual funds. Mutual funds distribute capital gains to all shareholders regardless of whether you sold anything — you can owe taxes on gains you never personally realized. We minimize that. We target inherently tax-efficient assets for after-tax accounts and reduce trading frequency to limit taxable events. The goal is to keep more of what the market gives you.

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