MedTech Wealth Advisor Podcast

Episode 25: Investment FAQs Answered: CDs, Interest Rates, and the Election

[00:00:00] **-:** Welcome to the MedTech Wealth Advisor Podcast, a show dedicated to teaching professionals and entrepreneurs in the MedTech field how to save more money, pay less taxes, and become financially independent. Join certified financial planner professional Matthew Nelson as he draws from years of experience and speaks with guest experts to solve the biggest challenge, aligning your money with your values while thriving in the mission-driven world of med tech.

[00:00:28] **Matt Nelson:** Today on the show we're gonna run through some common investment questions we're getting from clients as we head into the end of the year. We've got the election coming up and a lot of questions about the economy and some of the basics too. So stay tuned. Welcome back everybody to the MedTech Wealth Advisor.

[00:00:44] **Matt Nelson:** Show the show dedicated to helping professionals in the med tech industry make smarter decisions with their money. We discuss a wide range of personal finance topics like retirement planning and equity, compensation and investments, and it's all with the goal to help you save money, pay less in taxes, and try to align your capital with your values.

[00:01:05] **Matt Nelson:** I'm your host, Matt Nelson. I'm a senior advisor here at Prospective Six Group. If you wanna learn more about the firm, just check out our website at perspectivesixgroup.com. Today I'm joined by my partner Matt Finley. He's also a senior advisor here on the team, and, uh, he's been on the show before. He dedicates a lot of his time to the, to the investment side of the portfolios or managing our portfolios and that kind of work.

[00:01:32] **Matt Nelson:** It's always good to have you on the show, Matt. Thanks

[00:01:35] **Matthew Finley:** for having me back on.

[00:01:36] **Matt Nelson:** Yeah, absolutely. Um, some of our, some of our most listens when you come on, they're, they're, they're more interested in you than, than me, I think.

[00:01:45] **Matthew Finley:** Or am I more controversial? It may,

[00:01:47] **Matt Nelson:** may. That could be, that could be. You know, since it's been a, uh, a minute, uh, I think, um, before we jump into our topic, we should just get an update on, uh, well from you on the Finley family.

[00:01:59] **Matt Nelson:** It's, uh, you know, regular listeners of the show and definitely our clients know that you have a budding pro golfer in your midst. And, uh, I wanted to find out, I actually haven't heard how, how the summer tournaments are going and what's happening with the, uh. I understand the, the Finley defacto college savings plan.

[00:02:19] **Matthew Finley:** Yeah, yeah. There you go. Um, obviously I have three kids. Oldest is gonna be a senior in college this year. Crazy. Um, my middle one daughter is a senior in high school. Well, I'll mention the golf year, and my youngest is a freshman in high school now, which is mind blowing to me. So I won't say my age, but

[00:02:41] **Matt Nelson:** yeah.

[00:02:41] **Matt Nelson:** Yeah. How's it been going for her? So,

[00:02:44] **Matthew Finley:** um, but yeah, summer was, um, summer's always the busy year for junior golfers. Lots of tournaments all around the country. Um, lots of challenges, lots of victories, you know, things like that. But, uh, the big thing with, with her age group is what are they gonna do next? And while you mentioned pro golfer, obviously that's her dream, but next step is the collegiate golf.

[00:03:04] **Matthew Finley:** So, um, she has committed to play at the Top 50 program in the University of Minnesota. Very nice. Um, which is excellent. Um, she had a lot of opportunities at some fantastic. Schools around the country and that one just felt great to her. So, um. So four year full ride. That's the college savings plan worked out pretty good.

[00:03:28] **Matt Nelson:** It's working out. That's very good. The dedication is paying off good for good for her. That's good for, good for all of you.

[00:03:35] **Matthew Finley:** She's tickled pink, so Of course my pocket poke is too Exactly

[00:03:40] **Matt Nelson:** that. You know, it's not one of our specific college saving strategies here at the, at prospective six group, but you know, it, it works like we'll.

[00:03:48] **Matt Nelson:** We'll we'll give that one to you.

[00:03:50] **Matthew Finley:** Exactly.

[00:03:52] **Matt Nelson:** Well, so, you know, in the past episodes, Jacob and I have covered a lot of really financial planning heavy topics, and I was thinking as we come into the end of the year, um, it'd be a good time to just talk about some investment related questions we're getting from clients.

[00:04:08] **Matt Nelson:** So, as I mentioned, you know, there's, there's a lot on their mind. Uh, election is coming up, a lot of e economic, um. Pieces that are up in the air, interest rates are changing to solve that. It, it, there's no way we're gonna be able to get into all that. But we just pulled, you know, three or four questions we're getting kind of commonly.

[00:04:27] **Matt Nelson:** And, um, we'll just have a chat about it. We didn't even prepare that much for, for this line. For line. We just wanted to answer how we would if this came to us in a client meeting. So. Sounds good to me. Yeah, I think this will be good. You know, so this one's kind of basic, but I, I think it, it maybe speaks a little bit to interest rates and just not knowing what to do with their money right now.

[00:04:50] **Matt Nelson:** But we get, we've gotten this question, so my CD is maturing. Is it a good idea to let the bank roll it over into a new one? Well, okay. Uh, maybe we, when, maybe we need to start with what is a cd? First of all, you wanna answer that?

[00:05:08] **Matthew Finley:** Sure, I mean, real simple. Uh, certificate of deposit, um, usually can get those through your banking institution or credit union.

[00:05:19] **Matthew Finley:** All you're doing is giving them whatever capital for a predefined length of time and a, uh, a, a rate back. So it might be six months, seven month, all the way out to, usually five years is the longest we see. Sometimes you can see a little longer. Um, and right now with, you know, the Fed reserve is, is gonna start reducing rates it looks like, uh, in the next few weeks here.

[00:05:47] **Matthew Finley:** Um, so we're going off of historical high rates of about five and a quarter on the Fed reserve rate, which impacts all of our rate structure. In the country. Uh, and that's starting to come down. So yeah, there is an opportunity to lock in a higher rate as rates are dropping. Um, opposite of 2022, right?

[00:06:06] **Matthew Finley:** Where rates were going up and CD rates were maybe half a percent. Um, so that's, that's kind of what CDs are in the marketplace and you get 'em through your financial institution, the bank or credit union,

[00:06:20] **Matt Nelson:** right? I mean, some other similar. Instruments might be, you know, fixed annuities from insurance companies or maybe maybe US treasury bills, something like that, that's got some guarantee element to it.

[00:06:34] **Matt Nelson:** Um, you know, I, so it's a great question and it's, there's a lot to impact there. Um, but you know. One of the first things we'd have to answer is, what's your liquidity needs? You know, do you, right. So do you need the money? I mean, this presumably that this, this, uh, question didn't really give us a lot of details when it came in, but is is more, um, let's just have the assumption that none of this money is needed at the moment.

[00:06:59] **Matt Nelson:** Um, well then the next question's really, well, how much safety are you really looking for? And not just looking for, could be. You think you need a certain level of safety, but what you really need is, is different from your portfolio level. Um, so once you, once you understand whether you need the money, how long you, it will be till you need it, and how much safety you really have to have, and you can start tackling that question of, okay, regardless of interest rates, is the CD even the right, the right instrument?

[00:07:28] **Matt Nelson:** Um, What would be some other options we would have to tackle? Let's, let's say presumably someone wants. To minimize their interest rate risk, have a good amount of safety, and they're not sure what's gonna happen with the money in the next two or three years.

[00:07:45] **Matthew Finley:** Yeah, so I, I would lean into probably directly a treasury bond, right?

[00:07:50] **Matthew Finley:** We can lock in, um, the rate on the day that we purchase, and that is guaranteed as a United States Treasury for the term, you know, as long as the intent is to hold to the end of the term. So if it's. If we can lock in 4.8% on a two year treasury, we know on that date in two years, they're gonna get 4.8% times, you know, the two years that, that they held it without risk.

[00:08:15] **Matthew Finley:** Right. That's, that's those really the safest investment in the world. Um, other vehicles would be, uh, we have access to institutional money market funds, and currently money markets are paying right around 5%, which sounds great, and they are. However, they will slide down a lot faster in moving, you know, the rates ahead.

[00:08:38] **Matthew Finley:** So if rate, you know, fed drops rates a percent by end of year, let's say that same Schwab money market fund or other institutions money market fund is not gonna be paying five moving forward at, on January one, it might be four or four and a quarter. So that's some of the risk there, but it's. Fully liquid,

[00:08:57] **Matt Nelson:** right?

[00:08:58] **Matt Nelson:** Yeah. You get, you trade the liquidity access to it at any, any day versus Correct. Maybe interest rates move down. So yeah, a lot lot to kind of unpack there. But I guess really answering the question, hopefully that helps. Uh, this, this listener is like, uh, should I let it roll over? Well, it a little bit depends, depends on what you're gonna do with the money and depends on, um, you know, what, what your idea of the, the best trade off is liquidity versus tying it up.

[00:09:27] **Matt Nelson:** For three or four or five years longer.

[00:09:29] **Matthew Finley:** Yeah. And what the banks are offering right now, I mean, in general, banks will not offer, um, CD rates that we can get in the money market or treasury market. They're always gonna be less than that. 'cause that's part of their margin, their profitability. So, um, like local banks right now are in the three to 3.5% range.

[00:09:49] **Matthew Finley:** Credit unions might be giving you up to 4% on a two or three year treasury. They have to watch it too, as rates come down and, and so forth. They're future dollars, they're not gonna be able to get as much return. So that's why they're only paying three to three and a half Yeah. At the moment. So that's where, uh, locking in a treasury, if you wanted to stay in that cash market might be the best option.

[00:10:13] **Matthew Finley:** Might be a better option. But again, it depends on some questions that we'd have to ask that, that this specific client.

[00:10:19] **Matt Nelson:** Very good. Well, okay, so let's let, let's kind of address this next one. It's, I, I think it's got some, um, it's related a little bit to interest rates as well, but, uh, the question is, should I pay cash or use a loan to buy my home?

[00:10:34] **Matt Nelson:** Right now,

[00:10:35] **Matthew Finley:** we've had plenty of those questions, right? Oh yeah. A lot of 'em are

[00:10:39] **Matt Nelson:** coming up. I mean, you know, so there's a lot to unpack there again, because it's. It, it, it's involves assumptions about the, um, the real estate market where that's going. Assumptions about what else you could do with the cash, should you invest that assumptions about interest rates and loans.

[00:10:55] **Matt Nelson:** So there's a lot there. Um, I'll tackle the first part, just kind of financial planning related. Um, again, thinking about liquidity needs and taxes. So, you know, presumably this, uh. This question is coming from, Hey, I've got this, I've got cash available, and I could use it, um, or I could invest it. Well, that, that becomes, now there's no tax question that's easier.

[00:11:20] **Matt Nelson:** Um, but you would have to decide whether you wanna give up the liquidity. If you just trade the cash to buy the home and now you have an emergency, you've got no, no cash to use. Um, so let's decide if you have enough emergency fund on hand. The money, in fact, is sitting in some other type of account where you'd have to pay taxes to get at it, to use, to buy the the home.

[00:11:42] **Matt Nelson:** Well, that's a whole different set of analysis because now it's not just an investment question. Now it's how much of this are we giving up for taxes First? What would you say about maybe address kind of the interest rates slash our expectation for investments in relation to this question?

[00:12:00] **Matthew Finley:** You know that that's a big part of the equation of people are getting a mortgage, is, is that the best use of those dollars?

[00:12:07] **Matthew Finley:** Right. One of the benefits of having a mortgage on a home is leveraging the bank's money for your gain. Right. And you might speak a little more to that, but, um, mortgage rates right now are sitting, they've come down to about six point a half, 6.7% on a 30 year fixed on the national average. So definitely have come down and with the Fed, again, reducing rates coming up, they will continue to trickle down.

[00:12:33] **Matthew Finley:** Um, I wouldn't be surprised if they're under six by year's end. Is that, does that change the math? Well, it's exact question. The math is what are our expectations on that set of money invested, let alone the taxes you mentioned and so forth, versus paying that interest on that loan. Right. Um, so it, it's a little more maybe a client specific analysis, but in general, if rates are high, it, it makes sense to pay more cash.

[00:13:09] **Matthew Finley:** Right. And if rates are low, it pay, it makes more sense to get, I. Market, or like we were just saying, treasuries at 5%. If mortgage rates are at three, that's a two, 2% easy spread. Things like that. So it's, it's just understanding the markets, and again, we can't predict the future markets, but we know what history tells us.

[00:13:29] **Matthew Finley:** Real estate averages around 3% annual growth over the long term. Mm-Hmm. And, you know, the s and p 500 average is, you know, closer to nine to 11% depending on the timeframe you're looking at.

[00:13:42] **Matt Nelson:** Right, right. Yeah. But in the short terms, we could have, you could have huge numbers, you know, in the, in the investment markets.

[00:13:48] **Matt Nelson:** And so both ways. So some of it is kind of the, exactly both ways is this house we're, we're discussing just, uh, the next five years until you have a, a job change and you change where you're living anyway. So lot goes into that. But, but I would say, you know, it comes down to, well, a couple things that you, um.

[00:14:06] **Matt Nelson:** You know, the pros, the pro in investment, uh, real estate investors, they're not usually paying cash for their, their properties. It doesn't work well that way. Um, so one, one way would be to take a queue from how investment pros work. They're typically gonna use the bank's money, um, if they feel like they can get the property at a good enough price.

[00:14:30] **Matt Nelson:** So just apply that to your own situation. Do you really want to use your cash? I. You could use the bank's cash and do something else with that,

[00:14:38] **Matthew Finley:** and yet you still benefit from valuation changes over time, not the bank

[00:14:44] **Matt Nelson:** a hundred percent. Right. So

[00:14:45] **Matthew Finley:** that's using the leverage of the bank, just like the pros do in their whatever property they're in.

[00:14:50] **Matt Nelson:** Right? I mean, it ultimately just comes down to what we like to call as sort of a, a regret minimization question here. I mean, there's sure neither of us know exactly the direction of the market. We have a pretty good idea that markets. Investment markets go up over time. Um, longer the timeframe, the more, more probability that you should just have your money invested.

[00:15:12] **Matt Nelson:** 'cause it's gonna turn out better than, uh, the loan to the bank. But in the short term, you know, you could use this, this cash you have put in the investment markets next two years are mediocre at best and maybe even negative. And you would've been wishing you'd paid down the. Paid down the loan. Right.

[00:15:30] **Matt Nelson:** And then you're upset with us. Right. And on the other hand, I've seen plenty of times we people use way too much of their liquid cash. Um, should have invested it and markets take off so. Some of this question could be philosophical. What's gonna make you feel the worst if you, if you get, you get the answer wrong?

[00:15:51] **Matt Nelson:** Hopefully that was clear as mud on that question. I dunno if we to cover that at some point later. But I, it kind of relates to this, this question number three we, we were gonna cover, which is, um, okay, I have a big pile of cash from an inheritance, but I'm not sure what to do next. Um. Probably need a little more color on this.

[00:16:11] **Matt Nelson:** Um, but my assumption, I think from what this, uh, listener's asking is, um, do I invest it? Like do I have to save some for taxes? You know, there's a lot of those questions. Um, again, I'll, I'll just address kind of the, the planning side of it. We would first look at the, the balance sheet, your personal balance sheet.

[00:16:34] **Matt Nelson:** You've got this big pile of cash that's new to you. Um, are there debt, um, items that need to be paid down first? Kind of, uh, like we were talking about earlier, if you've got an auto loan at 3%, well good for you, first of all. 'cause auto loans are a lot higher than that now. But if you're still holding an auto loan at 3%, uh, maybe you don't need to pay that off.

[00:16:58] **Matt Nelson:** But if you're sitting on a bunch of credit card debt at 16, 17%, yeah, maybe this pile of cash, you pay some of that debt down first. Um. Then we, we might look at, do you have some current needs or goals that you've been deferring for a while, you know, that, that, um, small remodel you've been waiting to do, you're gonna do it eventually.

[00:17:19] **Matt Nelson:** You might have to take a loan out. This might be the perfect time, delayed vacations, et cetera. Um, you know, to some extent, right? So you, you may use it for some of those deferred needs. And, and after that, just looking at liquidity for the next few years. So use that sort of frame of reference. How much money will, uh, for debt.

[00:17:36] **Matt Nelson:** Things I need. Now, what will I need in the next maybe two to five years? But once you understand what you have left over, we like to approach it from let's, let's get it invested the most tax friendly way. So we got waterfall things into get your 401k match, get your HSA covered, maybe fund a Roth IRA, if you qualify more back into 401k, and then maybe just regular investment.

[00:18:05] **Matt Nelson:** So that's kind of the, the, the planning side of it. But I want you to talk about, Matt, it, it's still a big pile of cash, let's say we get to that answer and most of it gets invested. I, is this a good time? Like should they wait, do it over 12 months? Like how do, how do they do that?

[00:18:22] **Matthew Finley:** Yeah, that's, that's probably one of the most frequent questions we do get from clients is, is this a good time for me to put that money into the market?

[00:18:32] **Matthew Finley:** And, you know, data shows, us history shows us that, um, Dollar cost averaging when you have lump sums really doesn't, doesn't work because you're, you're making an assumption that you know what the market's doing. And while we have a good idea of overall direction like it, it doesn't make sense if we're in the middle of a recession and markets are.

[00:18:58] **Matthew Finley:** Clearly heading down to just put it in at just some random time. Um, but down markets only happened two or three years out of 10 on average. So on the other seven or eight years, it makes sense to invest it. And you know, I, I just read an article this last week and if I can find the link, I will, um, you know, we can post it here, but it, it specifically talked about what are the results of investing at peaks of the market.

[00:19:27] **Matthew Finley:** So if somebody does put that, let's say it's a million dollars and it happens to be the current high of the market, what does that look like? 5, 10, 20 years out? And surprisingly, the difference between that and trying to time other points in the market was extremely marginal over time.

[00:19:45] **Matt Nelson:** Sure.

[00:19:47] **Matthew Finley:** And of course the article was trying to state that don't, don't try to overthink it.

[00:19:51] **Matthew Finley:** Get it invested.

[00:19:52] **Matt Nelson:** Yes. In other words, the odds are, even if you get it completely wrong, from a perfect timing standpoint, you invest it at the peak. As long as you have enough time to pass, it's just, you're not gonna, it's not gonna matter. Just generally isn't gonna matter. And I, I'm glad you kind of brought that up because I've, we've seen in the past clients who.

[00:20:15] **Matt Nelson:** Just wanna continue waiting and waiting. Well, this is around the corner. Well, this tax law's coming out. Well, the election's coming up. Well, this is coming up and before you know it, we've missed out on, you know, 6, 12, 18 months worth of earnings. It just, yeah, so if you have a big pile of cash, I mean, once you address it from a financial planning, you know, framework.

[00:20:41] **Matt Nelson:** Just get it invested. Like don't, don't wait. Just, uh, just move on.

[00:20:46] **Matthew Finley:** Yeah. And I'd interject again. Um, going all the way back to our investment philosophy podcast we did months ago. Like we are investors, we are not, um, traders, right? So a trader looking for that ideal time to hold it for a, a small period and get a, a, whatever potential gain they may have.

[00:21:06] **Matthew Finley:** Investors, we have time on our side and history on our side. It's about time in the market that really will reflect your returns. And so that again, probably gets back to the question of what's the liquidity need for this inheritance over the rest of your life, or do you wanna maybe even pass it on to your kids or grandkids?

[00:21:26] **Matthew Finley:** Start expanding that timeframe if that's what it's for.

[00:21:29] **Matt Nelson:** Yep. Absolutely. I, I think this last question will, we, we might have time for here. This one's on everybody's mind and it probably is on the. Listen, who asked about the inheritance is, um, well, how is the election gonna affect my investments? Mm-Hmm.

[00:21:45] **Matt Nelson:** We've got, unless you've been under a rock, we all have been hearing ad nauseum about a pretty significant election coming up. A lot of news around that. A lot of changes that have happened really just in the last few weeks with this. Um, I think, Matt, you did a. We've got an article up that you wrote specifically about this topic in June, and a ton has changed since then, but I want you to speak to your thoughts on that, how we're approaching it and if, if listeners really should care or not.

[00:22:20] **Matthew Finley:** Sure. Will it affect my investments? The answer to that is absolutely it will. Are we concerned about that? The answer is no. So that's what my article alluded to. And you know, maybe that's a whole, uh, podcast on its own that we could break down and as we get close to the election or something. But, um, the, the, the gist of it is history shows that, um, you know, the United States is a growing economy.

[00:22:47] **Matthew Finley:** So as long as we're a growing economy, uh, again, that investing mentality, things will appreciate over time and it doesn't matter who the president is, who's elected. And we all know every four years in our client meetings, um, depending on what way the election looks like it's gonna go. Half of our clients think the world's gonna go to, you know what, and they wanna sell everything and the other half opposite.

[00:23:12] **Matthew Finley:** And, you know, just, it's the emotions of it. But the reality is no matter what, um, what party or what candidate. Is potentially gonna get in. The markets are up, uh, virtually every time over their term, four years later. In fact, over the last a hundred years, there's only been three, four year terms that have been negative Wow.

[00:23:36] **Matthew Finley:** In all presidential elections. And for those that have two terms, it's only one of those elections was negative. So the odds are definitely in our favor over the next four years. And what's even more interesting about it is, you know, we, we tend to sell off and do an election a little bit, and we may or may not see that a little more this year.

[00:23:55] **Matthew Finley:** Um, but almost every single time, I think all but one, if I remember my, my data all but one time, uh, has the market not been up over the next 12 months from election day? Hmm. So again, the odds are in our favor that the markets will be up from November until November next year.

[00:24:16] **Matt Nelson:** So that, I mean, actually it speaks right back to the, what we were saying earlier is as long as you have your liquidity needs covered and you know that if there's an emergency and you can, you can handle the next 12 months, 18 months, you've got, you've got cash on hand.

[00:24:33] **Matt Nelson:** We really shouldn't worry about it, the election pending or not. Um, the odds are that you, that your investment portfolio will be up. But I think the key there is you have to have that cash on hand to do. That's just, that's just smart financial planning. Right? And then you should be able to worry less about the portfolio.

[00:24:53] **Matthew Finley:** And it doesn't mean there won't be changes in the investment structure like. Certain parties may have things that favor certain sectors of the economy. Right. So there might be some adjustments in what works, but not that the overall investments work or not. 'cause history shows us that they, they will work.

[00:25:14] **Matthew Finley:** Right. Right. Right until it doesn't, I suppose

[00:25:19] **Matt Nelson:** haven't seen it happen yet. I've been doing this long enough to That's right. No, I think I, I think you're right. We, we could spend a lot of time on this topic and, but, but at the same time, maybe, maybe not really. Maybe just leave it theres is Right. It it does an election matter.

[00:25:36] **Matt Nelson:** Yes. Ultimately, uh, did there are key decisions that are made for the country, but should it affect, I. Your investment, you know, your short-term investment decisions? Probably not.

[00:25:50] **Matthew Finley:** Yeah. An easy analogy I usually use is, um, is Apple still gonna sell a an iPhone? If Kamala Harris is president, or Donald Trump is president, the answer is both.

[00:26:01] **Matthew Finley:** And therefore, Apple's still gonna have revenue and profits, right? The amount of revenue and profits are dictated by other forces and rarely by presidential can, in fact, what presidents say they want to do. Is always different than what gets passed through Congress anyhow. That's right. So there's a lot of checks and balances and measures in there, but apple's still gonna sell regardless.

[00:26:23] **Matthew Finley:** Right, right. So that's the markets.

[00:26:25] **Matt Nelson:** That's right. Markets only care about knowing what the rules are. They don't necessarily care who's in office. So, yeah. Very good. Well, I, I think that's, you know, we, we knocked out four of 'em. Today we've got other, other listener questions and common questions we could tackle in another episode.

[00:26:44] **Matt Nelson:** Um, but we're kind of coming up on time. Hopefully that was helpful. Um, love having you on the show, Matt. We're gonna get you involved more as we address some of these as well. Maybe we'll get all three of us on the show at some point.

[00:26:56] **Matthew Finley:** Hmm. That'll be

[00:26:57] **Matt Nelson:** interesting. Yeah. I don't know the, the audio engineers might have to.

[00:27:00] **Matt Nelson:** Deal with our fighting and cackling to get on the, uh, get on the mic. But, um, that's their problem, I guess. So, yeah, this, this has been fun to, to tackle some of these, you know, it, that's what we have for today. I, I, I, thanks for spending the valuable time with us. Um, if you know anybody who needs guidance like this, just click the share button and share it with them directly.

[00:27:19] **Matt Nelson:** Um, you know, if you're a fan of the show, uh, give us a, like, give us a review. It really does help us out. And, you know, if you just wanna learn more about the team behind MedTech Wealth Advisor. Uh, visit our website. Our our groups website is perspective six group.com. It's perspective the number six and group.com, or you can call me directly, (952) 225-0333.

[00:27:43] **Matt Nelson:** And until next time, remember, financial freedom takes a lot more than money. So find your purpose, make a plan to live your life well. If you need any guidance, we're here for you. Take care of each other out there.

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[00:29:16] **-:** Hey, sorry for the interruption. I know you are listening to the MedTech Wealth Advisor podcast and we are so happy you're here. If you have any questions, please head over to prospective six group.com or the show notes to find out how to reach us. We would love to hear from you.