

SAN FRANCISCO FINANCIAL

Experienced Team Helps Clients Maximize Retirement Benefits

The advisors of **The Olin Financial Group** help oil and gas industry employees prepare for and plan their financial futures.



Twenty years ago, Larry Olin, CFP®, Founder and Managing Director - Investments of The Olin Financial Group of Wells Fargo Advisors, noticed a disturbing trend among his Chevron-employee clients. "The company provides generous but complex benefits, and many clients didn't know what exactly their retirement benefits were or what they meant in terms of future financial security," he says. "I saw an opportunity, and my team have become the experienced professionals Chevron-employee clients need to help navigate their financial futures."

Stressing that their goal is to do everything possible to help ensure clients—everyone from refinery workers to C-suite executives—maximize their retirement benefits, they emphasize financial preparedness and provide wealth planning services that are individualized and proactive.

Envision® Planning

"With our firm, there are no standardized investment plans," says Andrea DeVincenzi, CFP®, Senior Vice President - Investments. "Our plans are comprehensive and built around the real-life goals and circumstances of our clients."

The Olin Financial Group uses Wells Fargo's proprietary investment planning tool, the Envision® process, to help clients prioritize goals.

"We look at everything from health care to stock options, pensions to deferred compensation," says Bob Schwarz, CFP®, CLU®, Managing Director - Investments. "And every plan is monitored and modified as needed, because life happens, and as it does, plans change."

Retirement Ready?

The fact is, though, that nearly 25 percent of new clients are not financially prepared to retire when they hope to.

The Olin Financial Group recommends people start taking a closer look at their finances 10 years before retirement. "We can still help position them to retire comfortably with three to five years left on the clock," Olin explains. "But less than that, there's not much we can do except emphasize the importance of budgeting and recommend catch-up strategies."

Catch-up strategies may include increasing contributions to 401(k) plans and other retirement plans, paying down debt, and delaying retirement.

"We don't want to tell anyone they can't retire, and sometimes we can get around that by helping clients reprioritize their goals," says Schwarz. "But sometimes working another couple of years is the right tactic. Time will go quickly, and it could help make a significant

difference to a client's resources."

Tax minimization strategies are another priority for The Olin Financial Group, as are planning for Social Security disbursements, long-term care planning, and estate and philanthropic planning strategies.

"More than 500 households have entrusted \$1 billion of their life's savings to us, and that's a responsibility we don't take lightly," says DeVincenzi. "It's by virtue of our team, our resources, and our commitment to clients that we can stand at the center of their financial lives and help them achieve their goals for retirement."

The Olin Financial Group has distinguished itself, earning a place among the top 1 percent of all Wells Fargo Advisors teams worldwide, managing more than \$1 billion in client assets. The group has earned many accolades and is recognized as one of the top Wealth Advisors in the Bay Area.

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