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Master Your Retirement Plan

Financial Consultant Joseph DeRenzis is driven to improve the lives of retirees through transparent education.

No one can accuse Joseph DeRenzis, CFEI, CSSCS, president of JD Financial Solutions & Insurance Group, Inc., of playing his cards close to the vest. What he knows about investing, he shares at no charge—whether you are his client or not.

DeRenzis cut his teeth in the financial services industry working for a captive agency. It didn't take him long to realize he could offer clients much more if he were independent. "I was told what to sell, had quotas to meet, and could only offer certain products," says DeRenzis. "Educating investors is my passion. 'Selling' just isn't in my vocabulary."

Leaving the brokerage behind in 2003, he founded JD Financial Solutions & Insurance Group, Inc. in central Florida, focusing primarily on investors age 50 and older.

"For those near retirement and recently retired, a financial plan that helps them preserve, increase, and disburse their wealth is vital," he explains. "Unfortunately, too few people understand what is in their portfolio and if it serves their needs."

Education Is Key

A rarity in the financial services industry, DeRenzis offers to take a deep dive into the portfolios of both individuals and families free of charge. After learning investors' goals, he looks at every aspect of their financial plan. Investors receive a complimentary analysis of their holdings and walk away with different reports that will include a Social Security plan, Lifetime Income plan, Required Minimum Distribution (RMD) plan, and suggestions on how to protect their assets now and for future generations.

"I don't manage anyone's assets. I'm not motivated by large fees for handling clients' money; my personal mission is to educate," says DeRenzis, a former high school algebra teacher. He regularly conducts public 90-minute, high-level workshops—a master retirement course that covers everything.

DeRenzis has found that many investors aren't aware of the recently rewritten rules on retirement within the SECURE Act that was passed in 2019, and how it affects their qualified plans at death by eliminating the stretch IRA. "Many brokers aren't incentivized to talk about these changes or even about new

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opportunities that are available to get more tax-free income in retirement," he says. "However, I want to ensure my clients stay informed."

It's little wonder, then, that DeRenzis has never lost a client during his career. He carefully nurtures long-term relationships through weekly newsletters, and his door is always open for casual chats with clients. With the addition of his son Thomas to the team, DeRenzis plans to continue this high-touch service. "Knowing I can help improve lives

and give people strategies to avoid financial retirement pitfalls keeps me excited about coming to work every day," he concludes.



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