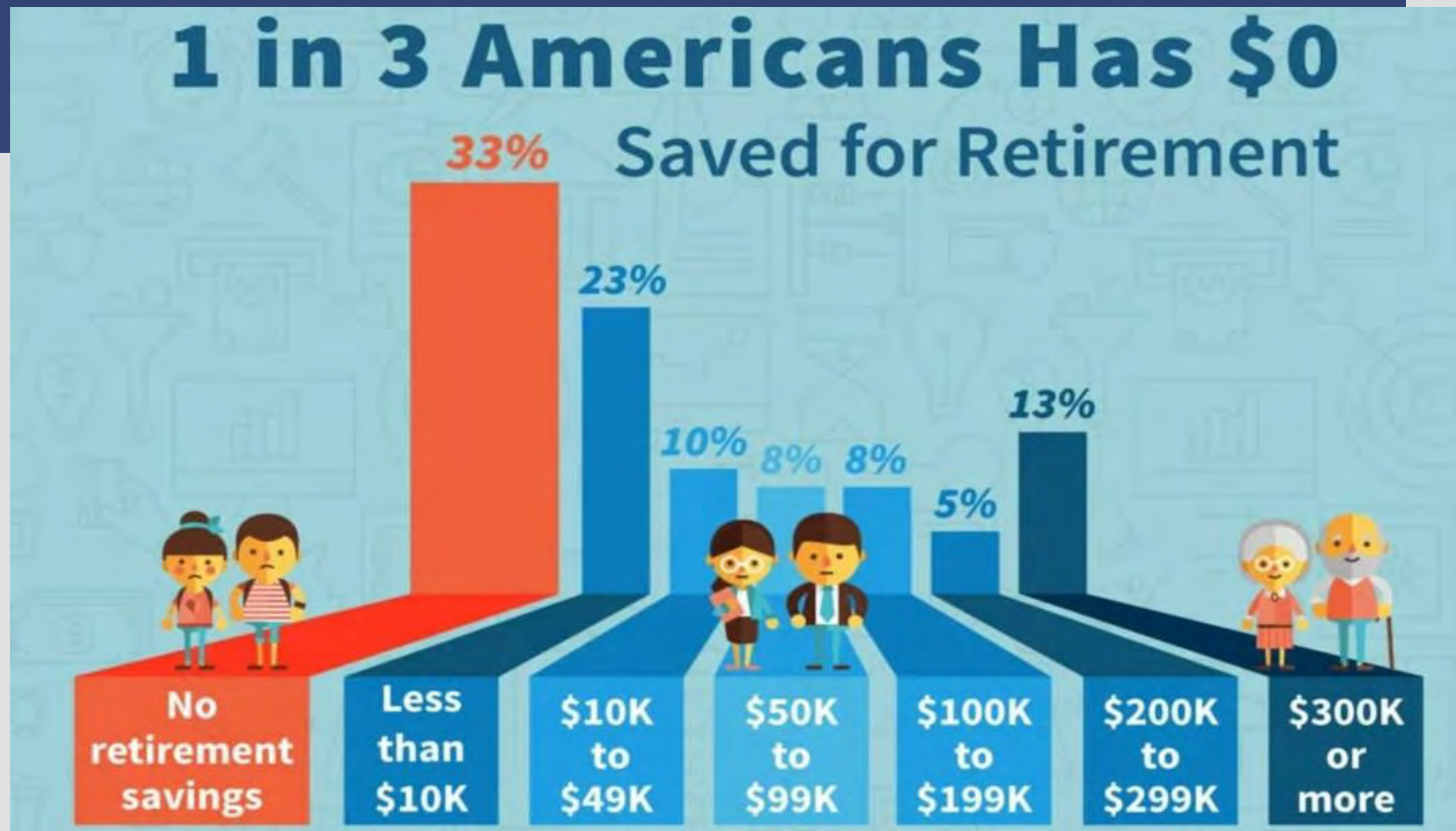


How To Build A Multi-Million Dollar Wealth Portfolio In The Fitness Industry The Right Way?

*Michael Romig DHS(c), MBA, MS, MT, CSCS, CSS, PES, CES,
RES, YFS, YNS & CNC*

Facts

- Over 60% of Americans are living paycheck to paycheck
- 40-50 year olds have less than 50K saved for retirement
- Most retirees live on 33K a year



Your #1 Wealth Building Tool



Your #1 Biggest Problem



Dave Ramsey's Baby Steps

1. Save \$1000 for your starter emergency fund
2. Pay off all debt (except for the house) using the debt snowball
3. Save 3-6 months of expenses in a fully funded emergency fund
4. Invest 15% of your household income in retirement
5. Save for your children's college fund
6. Pay off your home early
7. Build wealth and give



MRD
CONSULTING

Your Offense = Your Income

2025 Ordinary-income Tax Brackets				
Tax rate	Single	Head of household	Married filing jointly or surviving spouse	Married filing separately
10%	\$0 – \$11,925	\$0 – \$17,000	\$0 – \$23,850	\$0 – \$11,925
12%	\$11,926 – \$48,475	\$17,001 – \$64,850	\$23,851 – \$96,950	\$11,926 – \$48,475
22%	\$48,476 – \$103,350	\$64,851 – \$103,350	\$96,951 – \$206,700	\$48,476 – \$103,350
24%	\$103,351 – \$197,300	\$103,351 – \$197,300	\$206,701 – \$394,600	\$103,351 – \$197,300
32%	\$197,301 – \$250,525	\$197,301 – \$250,500	\$394,601 – \$501,050	\$197,301 – \$250,525
35%	\$250,526 – \$626,350	\$250,501 – \$626,350	\$501,051 – \$751,600	\$250,526 – \$375,800
37%	Over \$626,350	Over \$626,350	Over \$751,600	Over \$375,800

Standard Deductions

Filing Status	2024	2025
Single	\$14,600	\$15,000
Married Filing Jointly	\$29,200	\$30,000
Head of Household	\$21,900	\$22,500

Core Tax Strategies

- S Corporation
- Home Deduction
- Cell Phone, Internet & Technology Purchases
- Travel & Meals
- Hiring Kids
- Education
- Healthcare
- Automobile
- Leverage Purchases & Strategic Charitable Donations

Your Defense = Risk Mitigation

Personal

Health, Dental & Vision

Auto

Home & Flood

Identity Theft Insurance

LTD & LTC

Will & Trust

Business

Liability Insurance

Business OH Policy

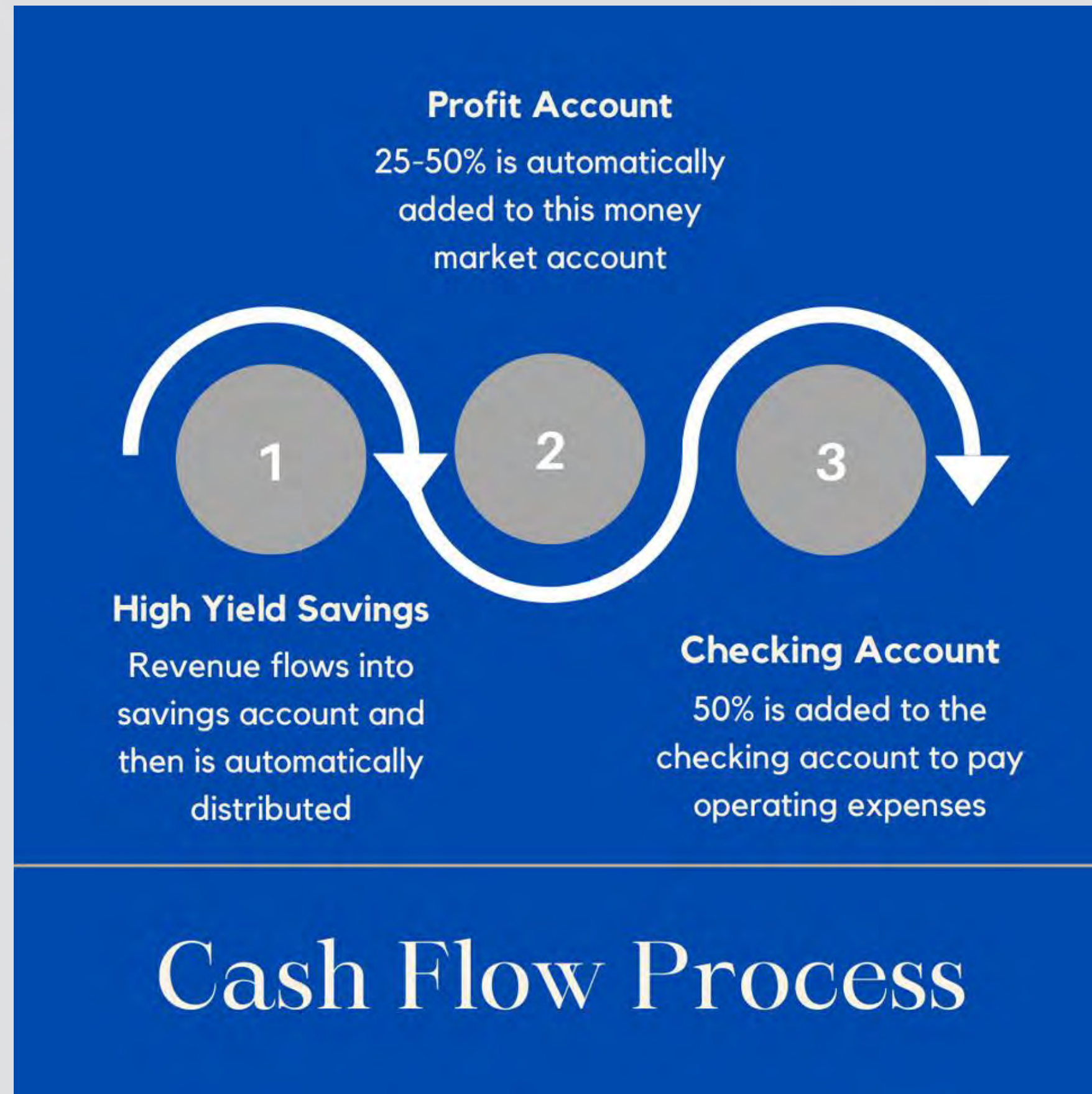
Medical, Dental & Vision

Safe Harbor 401k Plan

Buy-Sell Agreement

Keyman Insurance

Profit First Simplified



Retirement Buckets

Multi-Bucket Retirement Income Planning

More Buckets = More Tax Planning Options



401K, ROTH IRA & HSA

Account	2024 Limit	2025 Limit	Percent Increase
IRA	\$7,000	\$7,000	No Change
HSA (Individual)	\$4,150	\$4,300	+3.6%
HSA (Family)	\$8,300	\$8,550	+3.0%
401(k) Deferral	\$23,000	\$23,500	+2.2%
401(k) Catch-Up	\$7,500	\$7,500	No Change
401(k) Annual Additions	\$69,000	\$70,000	+1.4%

Open a Vanguard ROTH IRA

Target Dates, Mutual Funds & ETFs

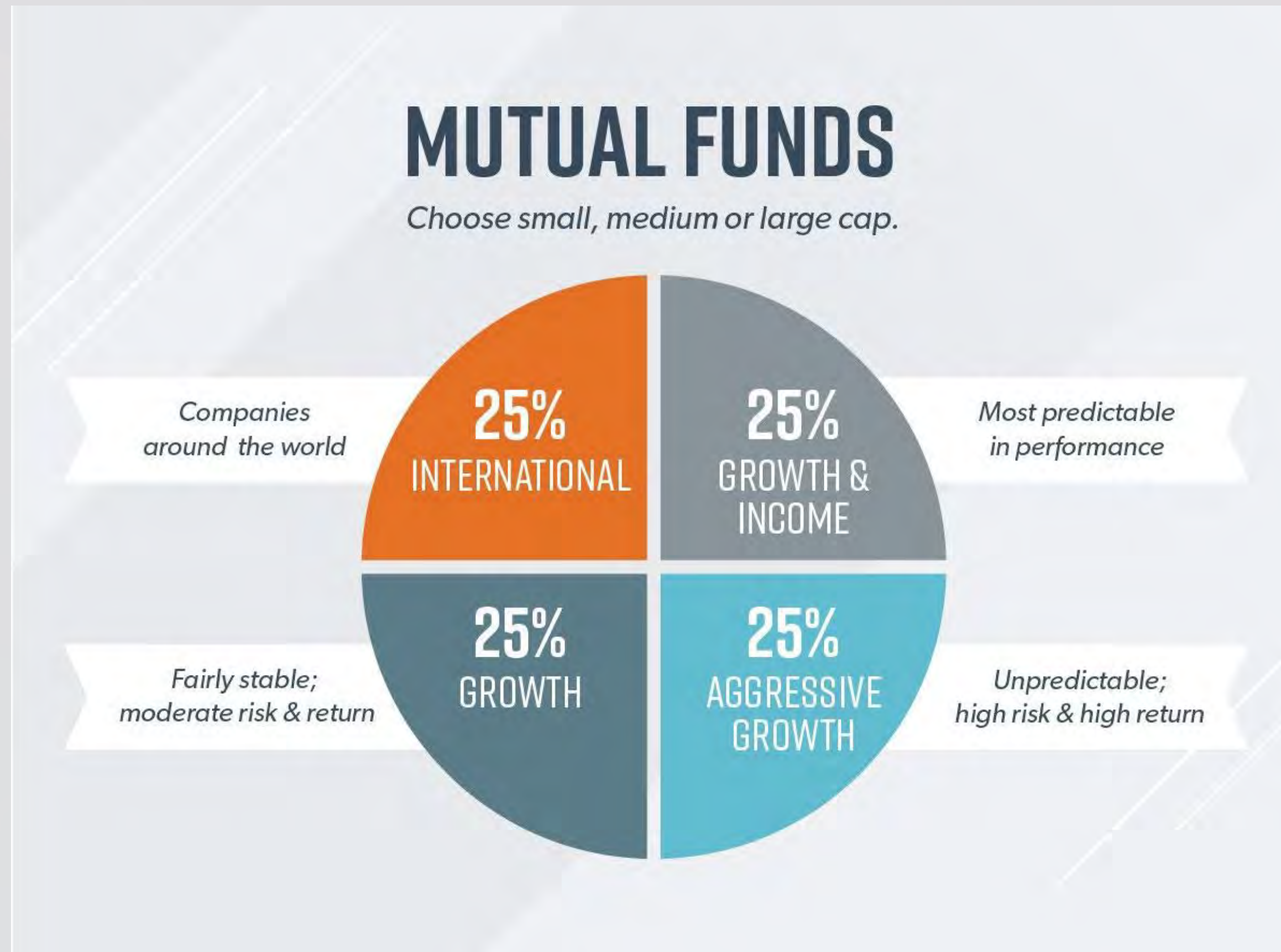


Roth IRA

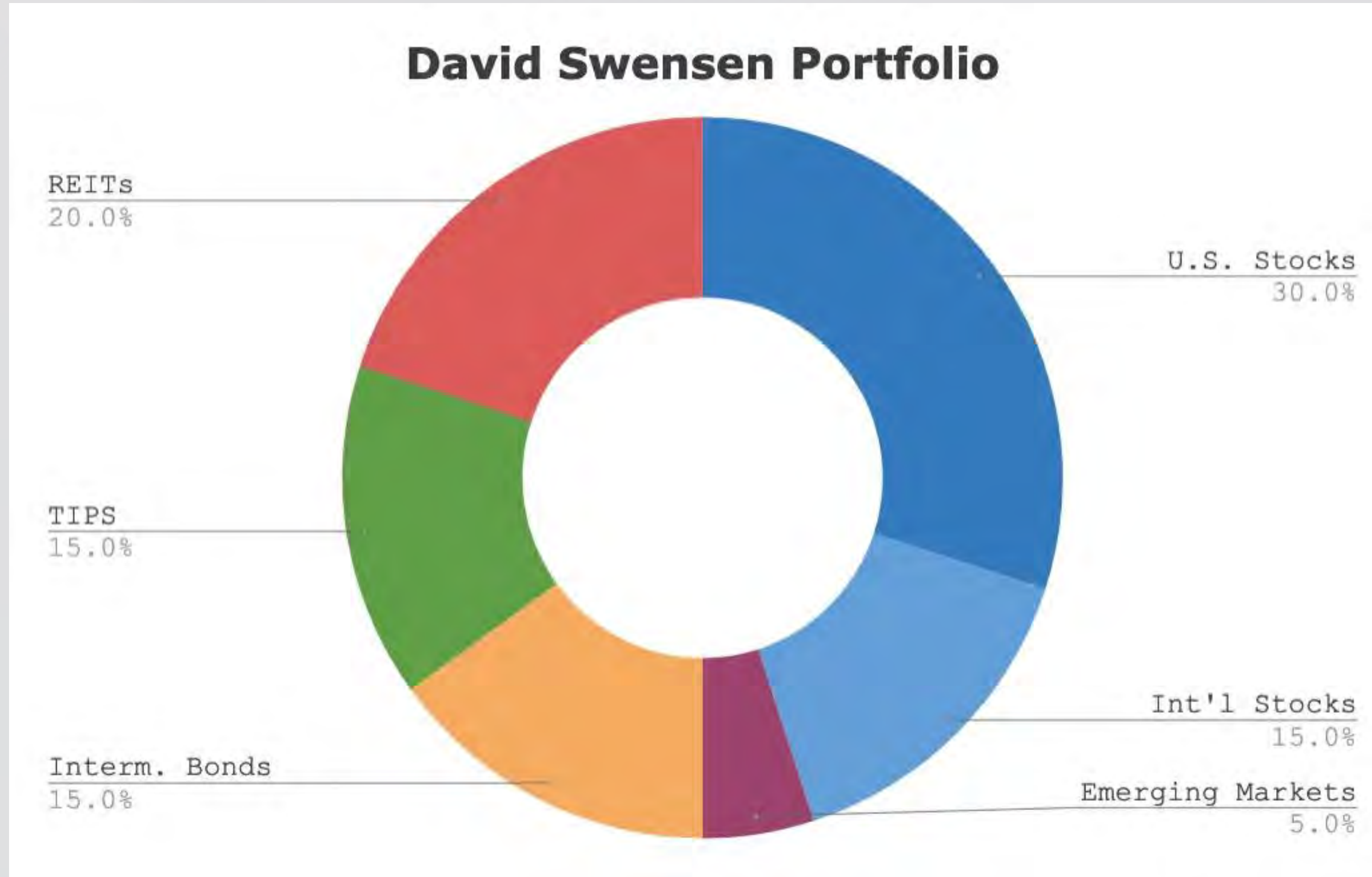
Maximize your retirement savings with a Roth individual retirement account (IRA).

[Open an account](#)

Dave Ramsey's Model



The Endowment Model



Daniel R Solin

The Smartest Investment Book You'll Ever Read

ASSET ALLOCATION:

LOW RISK = 14% stocks, 6% int'l stocks, 80% bonds

MEDIUM-LOW RISK = 28% stocks, 12% int'l stocks, 60% bonds

MEDIUM-HIGH RISK = 42% stocks, 18% int'l stocks, 40% bonds

HIGH RISK = 56% stocks, 24% int'l stocks, 20% bonds

#1 = An index fund representative of the US stock market in its broadest terms. (Fidelity: FSTMX, Vanguard: VTSMX, Schwab: SWTSX)

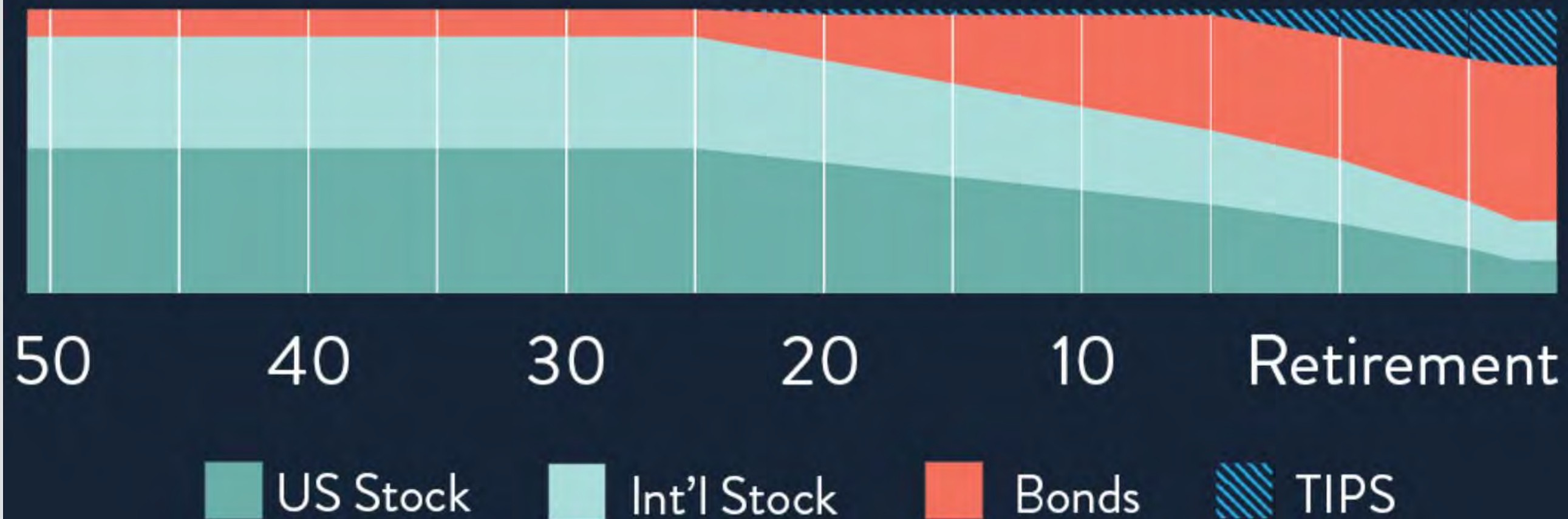
#2 = An index fund representative of the international stock market in its broadest terms. (Fidelity FSIIIX, Vanguard: VGTSX, Schwab: SWISX)

#3 = An index fund representative of the US bond market in its broadest terms. (Fidelity: FBIDX, Vanguard: VBMFX, Schwab: SWLBX)

Brokerage Account

TARGET DATE FUNDS

Target Date Funds are “Funds of Funds” that are designed to be all-in-one, fully diversified investments.



Sound Financial Advice

- Open a High Yield or Money Market Savings account - 4.65% interest, no fees, several good options
- Contribute a minimum of 5% to 401K to get the match
- Open a ROTH IRA
- Open a Fidelity Investment HSA if eligible
- Open a brokerage account using index or target date funds
- Open accounts only with Vanguard, Fidelity, T Rowe Price, or Charles Schwab
- Avoid picking individual stocks unless <10% of the portfolio

Advisor Fees, Expense Ratios, & Loads

- Most financial advisors charge 0.8-2% for an advisor and/or maintenance fee
- Fund managers charge an expense ratio of 0.5-2% on mutual funds
- Sales Charges - Front End Loads (purchase price) or Back End Loads (sales price) on actively managed portfolios
- 1% can eat up to 28% of returns & 2% can eat up to 63% of returns (compound interest)
- <https://www.nerdwallet.com/article/investing/mutual-fund-calculator>
- Look for a fiduciary advisor through the National Association of Personal Financial Advisors... <https://www.napfa.org/>
- Use a fee-based financial advisor or discount broker

David McKnight - Look Before You LIRP

					Non-guaranteed scenario (using the current illustrated rate)		
Age	End of Policy Year	Premium Outlay	Net Distributions	Total charges	Current Value	Cash Value	Death Benefit
47	1	\$50,000.00	\$0	\$10,002	\$43,296	\$13,295	\$738,417
48	2	\$50,000.00	\$0	\$8,044	\$92,061	\$62,831	\$787,182
49	3	\$50,000.00	\$0	\$8,081	\$144,570	\$116,105	\$839,691
50	4	\$50,000.00	\$0	\$8,141	\$201,088	\$173,387	\$896,209
51	5	\$50,000.00	\$0	\$8,195	\$261,933	\$234,997	\$957,054
		\$250,000.00	\$0				
52	6	\$50,000.00	\$0	\$8,280	\$327,409	\$301,238	\$1,022,530
53	7	\$50,000.00	\$0	\$8,378	\$397,861	\$372,454	\$1,092,982
54	8	\$0.00	\$0	\$4,803	\$423,713	\$402,546	\$695,121
55	9	\$0.00	\$0	\$4,784	\$451,589	\$434,656	\$708,995
56	10	\$0.00	\$0	\$4,755	\$481,658	\$468,958	\$722,487
		\$350,000.00	\$0				
57	11	\$0.00	\$0	\$4,748	\$514,065	\$505,599	\$750,535
58	12	\$0.00	\$0	\$4,808	\$548,924	\$544,690	\$779,472
59	13	\$0.00	\$0	\$4,872	\$586,419	\$586,419	\$809,258
60	14	\$0.00	\$0	\$4,931	\$626,761	\$626,761	\$839,860
61	15	\$0.00	\$0	\$4,977	\$670,183	\$670,183	\$871,238
		\$350,000.00	\$0				
62	16	\$0.00	\$0	\$1,251	\$720,856	\$720,856	\$922,695
63	17	\$0.00	\$0	\$1,336	\$775,370	\$775,370	\$976,966
64	18	\$0.00	\$0	\$1,414	\$834,031	\$834,031	\$1,034,198
65	19	\$0.00	\$81,384	\$1,490	\$896,605	\$813,017	\$1,010,270
66	20	\$0.00	\$81,384	\$1,553	\$962,895	\$791,540	\$984,119
		\$350,000.00	\$162,768				
67	21	\$0.00	\$81,384	\$1,701	\$1,033,049	\$769,537	\$965,817
68	22	\$0.00	\$81,384	\$1,842	\$1,107,316	\$747,040	\$946,357
69	23	\$0.00	\$81,384	\$2,044	\$1,185,892	\$724,015	\$925,616
70	24	\$0.00	\$81,384	\$2,305	\$1,268,989	\$700,430	\$903,468
71	25	\$0.00	\$81,384	\$2,587	\$1,356,870	\$676,295	\$879,825
		\$350,000.00	\$569,688				

The Biggest CEO Secret

Brokerage vs. IUL

Year	Age	Taxable Account Values				Insurance Policy Values			
		Contributions	Distributions	Fees	Account Value	Contributions	Distributions	Value	Death Benefit
1	47	50,000	0	(160)	53,200	50,000	—	13,295	738,417
2	48	50,000	0	(330)	109,805	50,000	—	62,831	787,182
3	49	50,000	0	(511)	170,033	50,000	—	116,105	839,691
4	50	50,000	0	(704)	234,115	50,000	—	173,387	896,209
5	51	50,000	0	(909)	302,299	50,000	—	234,997	957,054
6	52	50,000	0	(1,127)	374,846	50,000	—	301,238	1,022,530
7	53	50,000	0	(1,359)	452,037	50,000	—	372,454	1,092,982
8	54	—	0	(1,446)	480,968	—	—	402,546	695,121
9	55	—	0	(1,538)	511,751	—	—	434,656	708,995
10	56	—	0	(1,637)	544,503	—	—	468,958	722,487
11	57	—	0	(1,742)	579,352	—	—	505,599	750,535
12	58	—	0	(1,853)	616,432	—	—	544,690	779,472
13	59	—	0	(1,972)	655,884	—	—	586,419	809,258
14	60	—	0	(2,098)	697,861	—	—	626,761	839,860
15	61	—	0	(2,232)	742,525	—	—	670,183	871,238
16	62	—	0	(2,375)	790,048	—	—	720,856	922,695
17	63	—	0	(2,527)	840,612	—	—	775,370	976,966
18	64	—	0	(2,689)	894,412	—	—	834,031	1,034,198
19	65	—	81,384	(10,664)	857,000	—	81,384	813,017	1,010,270
20	66	—	81,384	(10,940)	816,797	—	81,384	791,540	984,119
21	67	—	81,384	(11,196)	773,637	—	81,384	769,537	965,817
22	68	—	81,384	(11,431)	727,341	—	81,384	747,040	946,357
23	69	—	81,384	(11,647)	677,719	—	81,384	724,015	925,616
24	70	—	81,384	(11,841)	624,568	—	81,384	700,430	903,468
25	71	—	81,384	(12,014)	567,672	—	81,384	676,295	879,825
26	72	—	81,384	(12,163)	506,804	—	81,384	651,824	840,326
27	73	—	81,384	(12,285)	441,723	—	81,384	627,204	797,582
28	74	—	81,384	(12,375)	372,178	—	81,384	602,598	751,455
29	75	—	81,384	(12,423)	297,913	—	81,384	578,219	701,821
30	76	—	81,384	(12,409)	218,671	—	81,384	554,338	648,579
31	77	—	81,384	(12,290)	134,223	—	81,384	530,344	630,891
32	78	—	81,384	(11,926)	44,463	—	81,384	506,268	613,492
33	79	—	44,463	(5,642)	—	—	81,384	482,136	596,429

Wealth Accumulation



Dollar Cost Averaging

- *3-6 months of savings*
 - *401k - \$23,500*
 - *ROTH IRA - \$7000*
 - *HSA - \$4300*
 - *Brokerage Account \$50,000*
 - *LIRP - \$50,000*
 - *Real Estate?*
- Total = \$34,800***

Introduction to Dollar-Cost Averaging

Understanding Dollar-Cost Averaging

Mitigating Market Volatility

Disciplined and Consistent Approach



Lowering the Risk of Making Poor Investment Decisions

Dollar-Cost Averaging with Different Asset Classes



What Has a Higher Return...

Stocks or Real Estate?

Between 1992 and 2024, stocks performed better on average than real estate.

During this period, the S&P 500 returned 8.27% annually (10.24% when including dividends), while the U.S. housing market grew 5.5% annually.



Exponential Growth



COMPOUND INTEREST:

$$A = P \left(1 + \frac{r}{100} \right)^n$$

where :

A = total amount after n years

P = principal or original value

r = rate of interest per annum

n = number of years the money is invested

Best Way To Transfer Wealth

1. Contribute to a 529 College Savings Plan
2. Pay their college tuition directly
3. Put money towards a ROTH IRA
4. Transfer money to a UTMA Account
5. Gift the child money every year



THANK YOU

Michael Romig

michael@pgfit.com

Romigconsulting.com