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Pearsall Wealth Management

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## April 2026 Pearsall Wealth Management Newsletter

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### Market Snapshot

<u>Index<sup>1</sup></u>	<u>Q1 2026</u>	<u>Year End 2025</u>
S&P 500	-4.33%	17.88%
Dow Jones Industrial Average	-3.19%	14.92%
Russell 2000	0.89%	12.81%
MSCI EAFE	-1.12%	31.89%
Barclays Aggregate Bond	-0.05%	7.30%
US Treasury Bill – 3 month	0.88%	4.29%

*Factset performance data as of 03/31/2026*

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**The past few months** have been volatile ones in most markets after a strong second half of 2025 as you can see in the table above. We've enclosed a brief [research report](#) from the UBS Chief Investment Office of Global Wealth Management reviewing the past quarter and discussing a few general thoughts. Please give us a call if you'd like to discuss how your portfolio is positioned so we may answer any questions.

**As the days get longer** (and hopefully warmer!) and taxes get filed we know many folks often set aside financial topics for later in the year. There are a few items that we encourage you to consider now:

- Given the recent volatility in the markets and updates to UBS' capital market assumptions, you may wish to update your financial plan; it is often easier to weather times of uncertainty when you know where you stand today towards your financial goals.
- Although charitable giving is often addressed at year-end, planning earlier can be beneficial. Discussing your goals now with your tax preparer may help identify the most tax-efficient strategies. Here are two options to consider, depending on your situation:
  - If you give to charities and no longer itemize deductions, a Donor-Advised Fund (DAF) may be worth considering. This approach allows you to take a tax deduction in one year while spreading charitable gifts over time. Please note that for this strategy to work the amount you contribute to a DAF must exceed the standard deduction in that year. Historically this approach tends to work well for folks with higher-than-usual income—often from business or investment sales. As the standard



deduction has increased, more people are considering DAFs to maximize tax efficiency by making a larger donation in one year. We're happy to provide more details about DAFs, but recommend consulting your tax preparer to understand the impact on your taxes.

- If you are over 70 ½ and have an IRA, a Qualified Charitable Distribution (QCD) can be a tax-efficient way to give. Keep in mind, QCDs must be taken from your IRA before any other distributions are taken for the year.

If you would like to learn more about charitable giving strategies, updating your financial plan, or simply catching up, please give us a call.

### From Melissa

**Advice Beyond Investing:** Your financial life encompasses much more than current financial markets and your portfolio. It includes your goals, priorities, and the legacy you want to leave. If protecting your wealth and leaving a legacy with family, friends, or meaningful causes is important to you, then organizing an estate planning strategy is crucial.

We recommend reviewing your estate plan each year by asking yourself the following questions:

1. Have your beneficiaries changed? Have you opened any new accounts or need to update existing beneficiary designations? Be sure all accounts—including IRAs—have both primary and contingent beneficiaries, and that Transfer on Death (TOD) or Payable on Death (POD) instructions are in place where appropriate.
2. Does your will or other estate planning documents reflect your current wishes? Have you decided to gift to a child or grandchild early? You will need to make sure you update your documents to reflect your wishes.
3. Does your Power of Attorney or Medical Directive reflect your current wishes? Have you told those people or written down your instructions in case you become incapacitated? Preferences related to medical care can change over time, so it's important the people closest to you understand your intentions.
4. Has your family dynamic changed in the past year? Marriage, divorce, remarriage, or the birth of a child are all reasons to review legal documents and policies, including:
  - Wills
  - Trusts
  - Guardianship designations
  - Insurance policies
  - Employer retirement accounts (such as 401(k)s)
  - Income tax exemptions

**National Healthcare Decisions Day:** April 16<sup>th</sup>. It seems every day there is something to celebrate whether it's National Puppy Day, Pizza Day or Avocado Day. Sometimes these special days can bring a smile to your face or even bring awareness to something important. National Healthcare Decisions Day serves as a reminder to discuss and document your care preferences before a serious illness or incapacity occurs. Too often, difficult decisions are made without clear guidance. During the pandemic we've all seen stories of people worldwide scrambling to set



up advanced health care directives. If you haven't already, consider working with an experienced legal professional this spring to establish or update advance healthcare directives. You may also wish to add Power of Attorney authorization to your financial accounts at UBS; both external (drawn up by a lawyer) and internal POAs are accepted for most account types.

**Security Questions:** This spring we will be doing a big push to make sure all clients have security questions on file as an added protection to your account. New regulations also require financial institutions to update certain account information, including the source of funds. As we review accounts we will be reaching out to many of you to update this information. If you have any questions on these required updates, or how we strive to keep your accounts safe, please give us a call—we're happy to explain how these steps help safeguard your accounts.

### From Tara

**IRA Contributions:** If you qualify to make individual retirement account (IRA) contributions, adding funds annually is an excellent way to benefit from tax-deferred investment growth. The IRA contribution limit for 2026 is \$7,500, with an extra \$1,100 available if you're over 50. If you'd prefer to set up automatic monthly contributions for this year, please contact me—I'll gladly assist you. I will send you an Electronic Funds Transfer form to sign, which you'll return along with a voided check from your bank.

### Ways to Contribute:

- Mail or drop off a check at One Broad St Plaza Suite 9, Glens Falls, NY 12801
- Authorize a transfer of funds from your existing investment account or another financial institution
- Use the UBS Mobile App to make a mobile deposit

**RMDs:** Clients turning 73 this year can take their first required minimum distribution (RMD). UBS provides an automated RMD service that lets you withdraw annually, semi-annually, quarterly, or monthly. If you wish to gift all or part of your RMD to family or friends, you can give up to \$19,000 per person per year. You are responsible for the applicable income taxes, but most beneficiaries receive the funds tax-free. Remember, you can begin making tax-free Qualified Charitable Distributions starting at age 70½.

Best wishes for a great Spring,

A handwritten signature in black ink, appearing to read "Adam E Pearsall".

Adam E Pearsall, CFP®  
Senior Vice President-  
Wealth Management  
Senior Portfolio Manager

A handwritten signature in black ink, appearing to read "Melissa Battiste".

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There are two sources of UBS research. One source is written by UBS Wealth Management Research ("WMR"). WMR is part of UBS Global Wealth Management & Business Banking (the UBS business group that includes, among others, UBS Financial Services Inc. and UBS International Inc.), whose primary business focus is individual investors. The second source is written by UBS Investment Research. UBS Investment Research is part of UBS Securities LLC, whose primary business focus is institutional investors. The individual report style, length and content are designed to be more easily used by individual investors.

The research reports may include estimates and forecasts. A forecast is just one element of an overall report. Differences may sometimes occur between the individual and institutional reports with respect to interest rate or exchange rate forecasts due to differences of opinions. The analysts preparing individual and institutional research use their own methodologies and assumptions to make their own independent forecasts. Neither the institutional forecast nor the individual forecast is necessarily more reliable than the other.

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Financial Advisor after a review of detailed information that you provide about your plan and that includes the reasons the rollover is in your best interest. UBS and your UBS Financial Advisor do not provide rollover recommendations verbally.

With respect to plan assets eligible to be rolled over or distributed, you should review the IRA Rollover Guide UBS provides at [ubs.com/irainformation](https://ubs.com/irainformation) which outlines the many factors you should consider (including the management of fees and costs of your retirement plan investments) before making a decision to roll out of a retirement plan. Your UBS Financial Advisor will provide a copy upon request.

#### **Conflicts of interest.**

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Important additional information applicable to retirement plan assets (including assets eligible for potential rollover, distribution or conversion)

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