



VICTORY

WEALTH MANAGEMENT, INC.

YOUR MONEY. YOUR VISION. YOUR RETIREMENT.

Two Locations

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Securities, insurance and investment advisory services offered through FSC Securities Corporation, member FINRA/SIPC. Certain insurance products are offered independent of FSC Securities Corporation. Tax Preparation Services offered through Victory Wealth Management, Inc., which is not affiliated with FSC Securities Corporation.



Your Team



Midge Suite-Arnold, MRFC, CRTP
Financial Advisor

President and Owner, Victory Wealth Management, Inc.

Approachable....analytical....sensible.... all descriptors for Midge's approach as a financial planning professional. With over 30 years of experience, Midge skillfully discerns her client's needs, helps them gain clarity on their financial goals and designs a plan towards pursuing them.

Financial independence is something we all desire. Midge is committed to providing clear, simple explanations for the many financial products and services available to investors. There are a lot options for wealth management and she offers an independently personalized strategy as a roadmap toward a secure financial future.

As the President of Victory Wealth Management, Inc. Midge is tightly networked with other financial professionals all over the United States who are considered to be leaders in the financial planning arena. These associations ensure Midge stays up to date with the best financial planning products available, including market indicators and retirement strategies for her clients. She also sits on the Women's Advisory Board for Advisor Group, one of the nation's largest networks of independent wealth management firms. In this capacity, Midge and a small group of peers offer strategic guidance on the company's growth strategies related to women advisors and clients.

Additionally, Midge holds Series 7, Series 63 and Series 65 registrations and is an Investment Advisor Representative with state securities registrations in CA, CT, NC, SC and VA. She is also licensed in Life, Health and Long-term Care insurance.



Cathy S. Foster, CFP®, RFC
Director of Operations

Cathy has been with Victory Wealth Management, Inc. since early 2007, having worked in the field of financial management since 1999. Her primary focus is the financial planning process with an emphasis on retirement income planning.

Through her commitment to the financial services field, she has earned the distinguished designations of Certified Financial Planner (CFP®) and Registered Financial Consultant (RFC). Cathy earned a Bachelor of Business Administration from Catawba College and holds FINRA Series 7 and 66 securities registrations through FSC Securities Corporation. She also holds NC Life, Accident, Health, Long-term Care and Medicare Supplement

Insurance Licenses.

Acting upon her strong beliefs on the importance of giving back to the community, Cathy has been an active volunteer with Rufty-Holmes Senior Center for over eight years and served in several leadership capacities including Board Secretary and Finance Committee member. On a personal note, Cathy and her husband, Lynn, have two children. Their oldest is a recent Appalachian State University graduate and the youngest is a student at West Rowan High School. Cathy has a passion for genealogy and is an active member of the Daughters of the American Revolution (DAR). When she's not digging into her family lines, she enjoys attending her son's baseball games and walking to stay fit.

Frances Weant
Administrative Assistant

Frances was welcomed into the Victory Wealth Management family in 2018. She has a wealth of experience working with Rufty-Holmes Senior Center in Salisbury and the YMCA, where she was employed for over 29 years. With a natural gift for making people feel at home, Frances's friendly voice and humor help our clients feel at ease when they walk into the office. She also has a strong background in customer service which is a perfect fit for our firm and our commitment to going above and beyond for our clients. A southerner by birth, she grew up in Atlanta, Georgia and attended the University of Tennessee, Knoxville before moving to Salisbury.

Frances and her husband, Ted, have three grown children. Her oldest lives in Charleston while the other chose to stay closer to home, living and working in Salisbury, where she and Ted are also proud to call home.





Cindy Houser
Marketing Director

Cindy joined the Victory team in October of 2015. Having spent over 15 years working in Corporate Communications and Marketing at Bank of America, she brings a wealth of experience in client and company engagement.

Utilizing her writing and creative thinking skills, Cindy is responsible for client communications, seminars and all external marketing efforts.



A University of North Carolina at Charlotte graduate, she has lived in Charlotte most of her life. Her love for community involvement is evident as an active volunteer in both the school her children attend and the community in which she lives. She has been a Board member for the Lincoln Charter School PTO for over eleven years, Booster Club Communications Lead and Western United Soccer Club Board member.

For fun, Cindy plays tennis and is an avid runner. However, the true love of her life is partnering with her husband of 26 years in raising their three children. Their oldest is a sophomore at Clemson University, the next is a Junior at Hopewell High School and the youngest is in 8th grade at Lincoln Charter School. They are all active in sports which keeps their family busy on the weekends.



Is Your Financial Advisor a Fiduciary?

There's a lot riding on the choices you make regarding your financial future. You work with a Financial Advisor because you appreciate the value of experience, training and knowledge. Indeed, your Financial Advisor is positioned to help you every step of the way as you map out a strategy designed to address your unique situation. But, are they a fiduciary?

What is a fiduciary? A fiduciary manages another party's assets and has a legal and ethical obligation to put the other party's interests first. For a Financial Advisor, that means helping a client make decisions in his or her best interest, even if it means reduced compensation – or no compensation – for the advisor. Here's the important part....not all Financial Professionals are held to a fiduciary standard.

In 2018, the federal government proposed implementing the "Department of Labor Fiduciary Rule" which required Financial Advisors who provide advice regarding retirement plans covered under the Employee Retirement Income Security Act of 1974 (ERISA) to act as fiduciaries, meaning they must put their client's needs first. The law, however, was officially defeated in March 2018 by a split decision in the Fifth Circuit Court, allowing broker dealers, insurance salespersons and advisors the freedom to offer financial advice and investment options operating under the "suitability standard." This is where they are merely required to ensure an investment is *suitable* for a client at the *time* of the investment. With the fiduciary rule, also known as the "Conflict of Interest" rule defeated, investors are not protected from financial advice that may not be in their best interest. We, however, are Investment Advisor Representatives registered with the SEC. We are also associated with the International Association of Registered Financial Consultants and the Master Registered Financial Consultant Certification Board with professional designations that require continued education, professional transparency and ethical behavior towards our client base.

Here's the good news – We have always been a fiduciary.

Victory Wealth's core value - Clients first. Being a fiduciary is an ethical and legal obligation that we have always held ourselves to.

Engaging an impartial financial professional to create and implement an investment plan can be the difference between achieving your objectives and falling short of your goals. Make sure your Financial Advisor is a Fiduciary. If you don't know, ask them! It seems like common sense, but understand the fees on your account. Know what you are paying for. A good advisor will have a customized plan, should be grounded by a solid philosophy and have many years of experience with economic cycles and market volatility.



Regulation Best Interest

On June 30, 2020 new federal laws (known as Regulation Best Interest, or Reg BI for short) aimed at protecting investors went into effect. While many financial professionals are already acting in the best interest of their clients, Reg BI adds four requirements to help ensure investors are getting unbiased financial advice that meets their individual objectives:

Disclosure: Increasing transparency between clients and financial professionals, providing more information about fees, services and firm relationships.

Care: Ensures and documents that recommendations made by financial professionals are in the client's best interest, particularly related to cost and benefits.

Conflict: Potential conflicts of interest on the part of the financial professional when making recommendations must be clearly identified and communicated to clients, and then mitigated against or eliminated if possible.

Compliance: Reg BI requires detailed documentation of recommendations and the rationale for them to ensure the best interest standard is met.

So, what does this mean for you?

In the short-term: More mail. This summer all our clients received **Form CRS** (Customer Relationship Summary), which helps provide context for the financial services I offer. Going forward, clients will get an updated Form CRS anytime we discuss new recommendations to help achieve their financial goals. Clients with brokerage accounts will also receive an informational brochure from my Broker Dealer firm.

In the long-term: Continued service in your best interest. These disclosures change nothing about our relationship, and I will continue to manage and monitor your accounts. Reg BI is a federal safeguard to ensure all financial advisors make investment choices with their client's personal interests first and foremost. For us, however, it's business as usual. As registered financial advisors with FINRA, the International Association of Registered Financial Consultants and the Master Registered Financial Consultant Certification Board, we have professional designations that require continued education, professional transparency and ethical behavior towards our client base.



3 Reasons Why a Financial Professional is Better than the Do-It-Yourself Approach

Opinions are free. Advice has value.

When it comes to managing your personal finances, paying someone else to decide where to put your money may feel counter-intuitive. After all, who knows and understands your financial needs and goals better than you? Well, the truth is that a financial professional is far better suited to the task.

Hiring a financial professional could be one of the best financial moves you make this year. Their utility is far greater than your capacity to manage your own finances, regardless of how well you think your do-it-yourself approach is working. Here are just a few reasons why you should choose a financial advisor going forward:

Long-Term Planning Support

When it comes to investing your current and future financial resources, the key to success is long-term planning. While you may be able to do this on your own to an extent, only a financial professional can ensure that all your financial moves are well-aligned to your financial goals. In this way, a financial professional can be a crucial resource when planning and executing a retirement savings account, along with utilizing other investment vehicles. Long-term plans need diversity to help soften the market ups and down that occur naturally.

Emotional Poise and Experience

Investing your own money in stocks, bonds, or even a retirement plan can be challenging work, especially when the markets turn sour. When this happens, an inexperienced investor might pull out of the market, locking in losses. An experienced financial professional, on the other hand, can practice the emotional poise needed to stay the course through an unexpected downturn.

A financial professional can also provide you with financial insights and advice regarding your investments based on their experience and facts, rather than speculation alone. This can help you chart a path forward that can provide you with a greater sense of comfort in investment decisions that have been implemented. (Something to this effect. We cannot guarantee results and we cannot guarantee reduced risk.

Tax Considerations

Regardless of your income or how much you invest, you'll need to pay taxes on your financial assets each year. Completing taxes on your own can take weeks, that is, if you are able to fill out all the forms without making any errors.

A financial professional, by comparison, can help you plan for and manage taxable income. It is part of servicing a client's total investment portfolio. With all these considerations, your financial advisor could potentially save you enough in taxes to help pay for their own services.

The Bottom Line

Once again - Opinions are free. Advice has value.



Trained financial advisors can provide invaluable insights on all the pieces of a long-term investment plan. It's your money, your vision and your retirement. Trust a fiduciary to help you do it well.



Press Release



ADVISOR GROUP NAMES VETERAN FINANCIAL ADVISOR MIDGE SUITE-ARNOLD TO WOMEN'S ADVISORY BOARD

New Advisory Board Member Brings Over 30 Years of Experience and Insights to Support Company's Strategy on Development of Women Financial Advisors

PHOENIX, July 23, 2019 – Advisor Group, one of the nation's largest networks of independent wealth management firms, comprising FSC Securities Corporation, Royal Alliance Associates, SagePoint Financial and Woodbury Financial, today announced that Midge Suite-Arnold, a North Carolina-based financial advisor with 30 years of experience guiding clients financial journeys, has been appointed to its Women's Advisory Board.

The board's mission is to provide Advisor Group senior management with practical perspective and strategic guidance on the company's growth strategies related to women as advisors and clients. It is composed of 16 members, including home-office staff and top-producing female advisors from Advisor Group's four subsidiaries.

"I am excited to serve on the Women's Advisory Board, and to further amplify women advisors' voices across the Advisor Group community, and throughout the independent wealth management industry," Ms. Suite-Arnold said. "I'm especially honored to take on this Advisory Board role with a company that has repeatedly demonstrated its commitment to increasing the number of women financial advisors and nurturing their career success. I share Advisor Group's focus on empowering women advisors and providing them with the professional development opportunities they need to thrive."

Susan Theder, Chief Marketing Officer of Advisor Group and fellow Women's Advisory Board member, said, "We are thrilled to welcome Midge to our Advisory Board, and we look forward to benefiting from her experience and expertise. We seek to constantly be in our advisors' corner when it comes to delivering the comprehensive support they need to grow. Toward this end, gathering insights and perspectives from leading advisors is essential. This is particularly true with respect to our women advisors, who will be an even more significant part of our future success story."

Ms. Suite-Arnold has been affiliated with FSC Securities Corp. for the past 10 years. She strives to discern and understand her clients' financial goals and help them gain clarity on how to reach them. She works with clients in China Grove, Concord, and surrounding areas of North Carolina. She holds Series 7, 63 and 65 registrations and is licensed to sell life, health and long-term care insurance. She also provides tax preparation services.



The Women's Advisory Board is part of Advisor Group's broader Women Forward Initiative, an enterprise initiative to contribute thought leadership for the advancement of women in the independent financial space. Other facets of the initiative include networking opportunities through the W Source and the Women Forward Facebook group; W Pulse, a podcast that delivers career insights and best practices for female advisors; the Women Forward Mentorship Program; and the W Forum, an annual conference offering education and networking opportunities for all women in the Advisor Group network.

About Advisor Group

Advisor Group, Inc. is one of the nation's largest networks of independent financial advisors serving over 7,000 advisors and overseeing \$268 billion in client assets. Headquartered in Phoenix, AZ, the firm is mission-driven to support the heroic role that advisors can play in the lives of their clients, offering securities and investment advisory services through its subsidiaries FSC Securities Corp., Royal Alliance Associates Inc., SagePoint Financial, Inc. and Woodbury Financial Services, Inc., as broker/dealers, registered investment advisors and members of FINRA and SIPC. Cultivating a spirit of entrepreneurship and independence, Advisor Group champions the enduring value of financial advisors and is committed to being in their corner every step of the way. For more information visit <https://www.advisorgroup.com>.

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Securities and investment advisory services offered through FSC Securities Corporation (FSC) member FINRA/SIPC. FSC is separately owned and other entities and/or marketing names, products or services referenced here are independent of FSC.

Victory Wealth Management, Inc., 603 North Main Street, China Grove, NC 28023



What to Gather

Helpful Data For a Financial Planning Interview

(Naturally, ALL data is held in confidence)

- Complete listing of all liabilities. Current interest rates, term, monthly payment and balance owed. Let me know on which accounts you are paying extra
- Budget. What are your current monthly living expenses?
- Complete listing of all assets. These would include: stocks, bonds, mutual funds, annuities (variable and fixed), IRA's, 401k and retirement plans, fair market value of real estate, fair market value of business interests etc. Please list date acquired, amount paid as well as current/fair market value if known. Most recent statements are helpful.
- Tax returns from last 2 years
- Most recent pay stubs
- Any expected or currently received pension or annuity payments. Do these continue for surviving spouse?
- Most recent Social Security statements. These statements are no longer mailed so please go to www.ssa.gov, create an online account, and print your statement.
- All insurance policies and/or most recent statements. Car, home, liability, life, disability, long-term care, etc.
- Retirement plan information. Plan data showing investment options. What is your contribution? What is employer match?
- Copy of Wills, Living Trusts, POA's (durable and medical), Trust agreements, etc.
- Names and phone numbers of any advisors, such as your CPA or attorney
- What are your short- and long-term goals and objectives?
- How do you handle market fluctuations? Do you buy, sell or hold?
- What "big" events are coming up or have recently occurred?
- Any other items you feel would be of help to me when looking at the "big picture"



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Location Information

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