



BLOOM FINANCIAL
SERVICES

Gaining financial
confidence through
a divorce:
How we can help

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Meet the Financial Advisor

Here to deliver personalized advice and services to help you achieve your financial goals, today and tomorrow.



Tracy Gran Financial Advisor

Tracy joined the financial industry in 1998 and has been a licensed representative since 2012. She enjoys helping clients maximize their money to work towards accomplish their lifetime goals. Tracy works closely with business owners, small businesses and individuals.

Tracy graduated from Mount Marty University with a Bachelor of Arts degree in Business Administration and Management. She specializes in life insurance, disability insurance, long term care, financial consulting/planning, investments, and retirement planning. Tracy holds series 6, 63 and 65 FINRA registrations as well as her Life and Health Insurance License.

Tracy is a member of the Family Selection Committee for the Sioux Falls Habitat for Humanity and has been since 2005. In her spare time, she enjoys reading, listening to podcasts, playing golf for fun and traveling. She resides in Sioux Falls and has a daughter and a son, both in college. She also has a yorkie, Stella.

Our divorce planning approach

Going through a divorce isn't easy—emotionally, mentally, or financially. We're here to help ease some of that stress with personalized support to help you understand your financial picture and feel confident in your next steps. We will work through this process together, touching on the various topics/steps as needed.



PRE-DIVORCE

We provide financial education, analysis, and guidance at each stage of the divorce process.



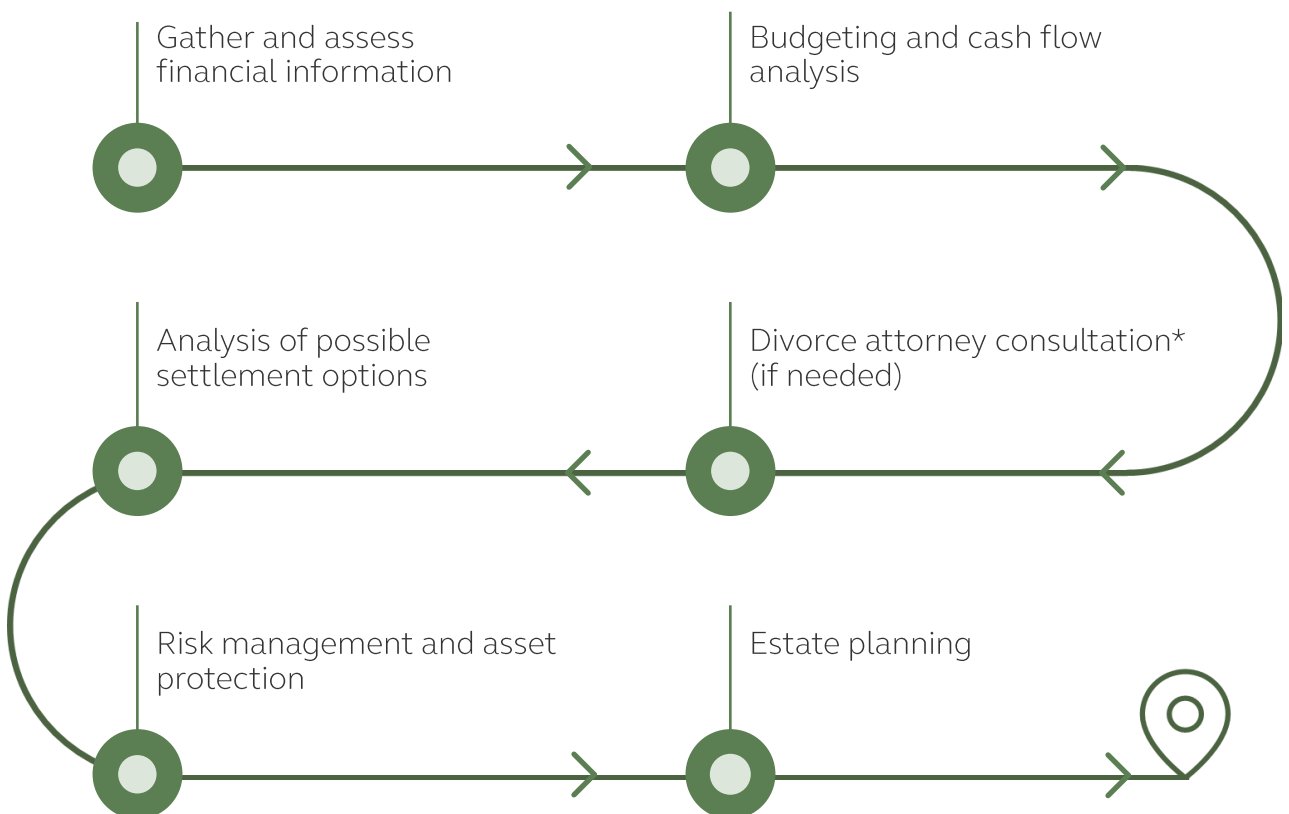
DURING DIVORCE

We help you make educated decisions, offering you the best chance for a smooth financial transition.



POST-DIVORCE

We help you set-up and achieve your long-term financial goals.



*Your financial professional may assist you, along with your attorney, who may charge a separate fee for this consultation.

Topics covered in divorce planning

Our first step is an analysis of your financial situation. This is covered by a flat or hourly fee.

Pre-divorce financial planning

Asset division strategies

- Valuation of assets: We assist in accurately valuing your assets, including real estate, investments, businesses, and personal property, to ensure a fair and equitable division.
- Negotiation strategies: Our team will use effective negotiation strategies to help you achieve an equitable outcome in the asset division process.
- Tax implications: We'll help you understand and minimize the tax implications of asset division, ensuring that you make informed decisions that protect your financial well-being.

Retirement planning and Qualified Domestic Relations Orders (QDROs)

We assist with retirement planning and QDROs, ensuring a fair distribution. We help you understand the intricacies of Qualified Domestic Relations Orders (QDROs) and navigate the complex process of preparing and submitting them to retirement plan administrators.

Spousal and child support

We help you understand the requirements of spousal and child support, offering strategies for negotiation and modification if needed. Navigating the complexities of these obligations can be challenging, but we'll help ensure the protection of your financial well-being and the best interests of your children.

Tax planning and strategies

We'll help you understand the tax implications of your divorce, ensuring compliance with relevant tax regulations, and assist in identifying potential tax-saving strategies. During and after the divorce process, we continue to work closely with you to minimize any adverse tax consequences, navigate complex tax issues related to asset division, and provide guidance as needed, ensuring a smoother transition into your post-divorce financial life.

Topics covered in divorce planning

Divorce financial planning

Assessment of assets

- A critical component of divorce financial planning is the thorough identification and valuation of assets. By accurately assessing the full range of assets accumulated during a marriage, our advisors can help you and your spouse reach a fair and equitable distribution of assets in the divorce settlement.
- Ensuring fairness: Accurate asset valuation is crucial to guarantee that both parties receive an equitable share of the marital estate.
- Minimizing disputes: Identifying and valuing assets can help reduce disagreements and facilitate a smoother divorce process.
- Future planning: Understanding the value of assets enables our advisors to create a comprehensive financial plan for your post-divorce life.

Determining the value of assets

- Appraisals: Real estate, personal property, and business interests may require professional assessments to establish fair market value.
- Account statements: Bank, investment, and retirement account statements can provide accurate valuations of financial assets.
- Expert assistance: In some cases, we may consult specialized professionals like business valuation experts, art appraisers, or actuarial analysts to determine the value of complex assets.

Tax implications of dividing assets

- Identifying potential tax liabilities: We'll assess the tax implications of dividing certain assets, such as capital gains tax on the sale of investments or real estate.
- Considering retirement account rules: We'll help you understand the tax implications of dividing retirement accounts—including using Qualified Domestic Relations Orders (QDROs)—to avoid penalties and taxes.
- Structuring the settlement: Our team will support the financial aspects of the divorce settlement in a tax-efficient manner, helping to minimize the tax burden for both parties.

Topics covered in divorce planning

Post-divorce transition support

Identifying personal and financial documents to update

To avoid financial complications, we ensure that your personal and beneficiary information are accurate across all accounts and documents. We must also review your estate planning documents, including wills, trusts, and powers of attorney, to confirm they reflect your new circumstances.

Separation of joint accounts

Separating joint accounts is crucial to achieving financial independence. To ensure a clean break from shared financial responsibilities, we help identify joint bank accounts that may need to be closed or divided and establish individual accounts for both parties. This process helps to evaluate how to divide assets by account while considering any outstanding debts or financial obligations.

Budgeting and financial goal setting

Establishing a realistic post-divorce budget allows us to assess your income and expenses, identify areas for cost-saving, and help you make necessary adjustments to accommodate your new financial reality. We can also work together to set short-term and long-term financial goals, empowering you to take control of your finances and enabling us to create strategic plans that align with your priorities.

Retirement planning

As you transition to a new phase in life, we will review and provide recommendations on how to adjust your retirement account contributions to ensure they align with your current financial situation and long-term goals, reassessing as needed.

Insurance considerations

We work closely with you to review and help you update your health, life, and disability insurance policies to ensure they provide adequate coverage that aligns with your new circumstances. We can help you build a comprehensive financial plan that safeguards your well-being and assets by thoroughly addressing insurance-related matters.

Investment and tax planning

We work with you to rebalance your investment portfolio, considering your risk tolerance, financial goals, and any changes in your assets resulting from the divorce. We also help you understand the tax implications of your new circumstances—including filing status changes—and guide you through the process to optimize your tax strategy.

*The review of these topics are specific to Financial Planning Services and Financial Consulting Services, implementation of any recommendations are separate and distinct activities.

Post-Divorce Service collaboration sessions

Understand, get organized, analyze, & plan

You'll hear from us throughout the year.




Financial Management/ Health	Investment/ Asset Allocation Consultation	Risk Consulting	Education	Business
<ul style="list-style-type: none"> • Budget • Cash flow • Debt reduction • Social Security • Mortgage • Annual budgeting & Debt review • Check annual credit score • Salary benchmarking review • Quarterly newsletters • Mid-year cash flow • End-of-Year tax planning review 	<ul style="list-style-type: none"> • Investment/ market discussion • Risk tolerance • Asset allocation • General market commentary • Investment/Market discussion • Capital gains tax reporting • Asset allocation review • IRA contribution check-in 	<ul style="list-style-type: none"> • Discuss and describe different types of insurance products • Analyze insurance needs to determine adequacy of coverage and/or change recommendations • Insurance needs review/Check-in • Employee benefits review 	<ul style="list-style-type: none"> • Goal planning • Types of savings solutions • Financial aid • Student loan options/types of financing • Update college projections 	<ul style="list-style-type: none"> • Informal business valuation • Benefits benchmarking • Key employee - benefits • Contingency plans • Exit strategies - buy/sell review • Employer benefits review

*This is not an all-inclusive list. Topics may vary.

The value of advice | Post-divorce ^{1,2,3}

Our goal is to make sure our clients live the best life possible given their financial situation. Comprehensive post-divorce planning is designed to ensure a smooth transition to financial independence, empowering you to face the next chapter of your life confidently. Quantifying the value of financial planning services is a difficult task, but below is a summary of the significant economic and well-being benefits from working with a high-quality financial planner.

Types of impact

	Financial gain
	Risk reduction
	Behavioral change

Financial planning strategy	Estimated economic benefits*
Income tax strategies	
Tax deferral—retirement contributions, tax loss harvesting	Up to 1.00%
Investment planning benefits	
Selecting lower-cost investments	0.30%
Asset location	Up to 0.60%
Investment selection for Alpha	Up to 0.67%
Rebalancing	0.14%
Retirement planning benefits	
Withdrawal and distribution strategy (withdrawal order)	1.20%
Behavioral benefits	
Behavior coaching	Up to 2.37%
Financial coach for implementation <ul style="list-style-type: none">• Risk tolerance assessment• Tax planning strategies• Insurance planning• Retirement planning• Estate planning	At least 0.50%

* These benefits represent estimates only. Actual experiences can and will vary based on many individual factors.

¹ “Capital Sigma: The Advisor Advantage” by Envestnet PMC, 2019

² “Value of an Advisor” by Russell Investments, 2022

³ “Quantifying Vanguard Advisor® Alpha” by Vanguard, 2021

What we charge

The cost to create and maintain your financial plan depends on the level of complexity. The more complex your circumstances are, the more time our staff will spend working to maintain your plan. In every case, the fee is flat, transparent, and agreed upon at the onset.



DIVORCE FINANCIAL PLANNING

(Pre and during divorce)

\$150+ (per month)

POST-DIVORCE FINANCIAL PLANNING

INITIAL
ANALYSIS

12-20
hours

MEETING

Once - plan
delivery

TOPICS
COVERED

3+/
plan

\$1,000+ (one-time fee)

POST-DIVORCE FINANCIAL CONSULTING

ONGOING
MEETING

4+
annually

ONGOING TIME
SPENT

10 hrs/
year

\$150+ (per month)



Payment flexibility

CREDIT CARD**

ACH**
(Bank transfer)

CHECK

BROKERAGE

*Requires two separately signed client service agreements, the Financial Planning Client Service Agreement ([MM6012](#)) and the Financial Consulting Services Client Service Agreement ([MM11049](#)).

**AdvicePay is a software package that allows payment for financial planning fees via credit card, debit card or ACH.

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