FROM THE DESK OF

GORDON WOLLMAN

MS-Financial Planning, CFP®, ChFC, CMFC®, ChFEBC℠, CRPS®, AWMA®, AAMS®
Founder & CEO, CFS | Wealth Manager, RJFS

August 2026

You've probably used AI for something by now. A trip itinerary. A recipe. A draft of a difficult letter. I've talked with many of you about how useful these tools can be, and I mean it when I say I'm a fan.

But a study published this spring by MIT caught my attention, and I think it's worth sharing with you.

Researchers gave 1,000 people the same task: describe your financial situation to an AI and ask for guidance. Same tool. Same types of questions. The results weren't the same. People with higher financial literacy received advice that produced nearly $50,000 to $100,000 more in simulated wealth by age 60, holding income and investment returns constant. The AI wasn't broken. It was doing what it's designed to do. *What you get from it depends heavily on what you already know to ask.*[1]

That's the gap worth understanding. Financial planning is one of the clearest examples, because the quality of the answer depends on understanding the context behind the question. In retirement planning, the questions that matter most are rarely the ones people think to ask.

The question most people ask is some version of: *Is everything going to be okay?* What my team is focused on is more specific: *What decisions available to you right now have a closing window, and what happens if that window passes without action?*



Here are three we're watching:

Portfolio concentration. A significant portion of recent market gains has come from a relatively small group of companies. We're reviewing how that concentration affects your specific holdings, not portfolios generally, but yours. If a change is warranted, we'll make it and walk you through why. If it isn't, we'll tell you that too.

Medicare and Roth conversion timing. Most people find out about IRMAA the year it hits their Medicare premium. By then, the window to do anything about it has already closed. Your Medicare costs in 2028 are partly determined by income decisions you make this year. Roth conversion opportunities follow the same logic. They're most valuable in the years before required minimum distributions begin, and we're looking at where your income lands before that window narrows.

Bond duration. The investments that helped build your wealth aren't always the same investments that best support the years when you're living on that wealth. We're reviewing how your bonds and similar investments are positioned as interest rates and inflation continue to change.

None of this requires you to do anything. It's work we're already doing behind the scenes as part of your ongoing plan. But all of it requires someone who knows your actual situation, not the general profile of someone your age with assets in your range.

AI can explain what IRMAA is. But it doesn't know you have a rental property you're hoping to sell next year. It doesn't know your spouse is three years younger than you, or what you told me keeps you up at night, or the conversation we had in your last review that changed how we're thinking about your income plan.

The difference isn't access to information. It's knowing which details actually change the answer. We're already on it. That's why thoughtful planning has never been about having more information. It's about having someone who understands which information actually matters for you.

If anything I've mentioned prompts a question, I'd love to hear from you. And for those joining us at the August education event, I look forward to seeing you.

Warmly,
Gordon Wollman
MS-Financial Planning, CFP®, ChFC, CMFC®, ChFEBC℠, CRPS®, AWMA®, AAMS®
Founder & CEO, CFS
Wealth Manager, RJFS

[1] "Half of Americans now ask AI for financial advice, but how good is it?" MIT Sloan School of Management, https://mitsloan.mit.edu/press/half-americans-now-ask-ai-financial-advice-how-good-it

Securities offered through Raymond James Financial Services, Inc. Member FINRA/SIPC. Investment Management services are offered through Raymond James Financial Services Managers, Inc. Cornerstone Financial Solutions, Inc. is not a registered broker/dealer and is independent of Raymond James Financial Services.

While we are familiar with the tax provisions of the issues presented herein, as financial advisors of Raymond James, we are not qualified to render advice on tax matters. You should discuss tax matters with the appropriate professional.

Opinions expressed are those of Gordon Wollman and are not necessarily those of Raymond James. All opinions are as of this date and are subject to change without notice.

Investing involves risk and you may incur a profit or loss regardless of strategy selected.

CSP #1126982 Exp 7.14.27

CORNERSTONE
FINANCIAL SOLUTIONS, INC.

SIOUX FALLS OFFICE: 7408 S BITTERROOT PL | SIOUX FALLS, SD 57108 | **P**: 605.357.8553
HURON OFFICE: 280 DAKOTA AVE S | HURON, SD 57350 | **P**: 605.352.9490