



**FPA NCA Member, Mike Kalas, CFP® Provides First Financial Battle Plan for “Homes for Our Troops”  
By Kathleen Sindell, Ph.D.**

At the 2012 January Symposium Mike Kalas had a conversation with FPA NCA President Marguerita Cheng. Mr. Kalas mentioned that he was interested in volunteering his services to assist injured veterans. Soon Mike Kalas was contacted by Tacy Paul Roby, Pro Bono Co-Director of the FPA NCA ([www.fpanca.org](http://www.fpanca.org)) about a need for his financial planning services at Homes For Our Troops ([www.homesfourtroops.com](http://www.homesfourtroops.com)).

The mission of Homes For Our Troops is to build specially adapted homes for service members who have been severely injured in combat operations since September 11, 2001. Homes for Our Troops recently discovered many veterans in the program also need *financial battle plans* that reflect their current situations and provide blueprints for the future.

Mike Kalas was well prepared for the engagement due to his military background and extensive personal financial management experience. Mr. Kalas discovered that many of the veterans receiving homes from Home For Our Troops had never owned a home before. Additionally, some of the veterans who had owned homes didn't realize they were responsible for real estate taxes and were unfamiliar with how to include annual maintenance costs in their household budgets.

In April 2012, Mike Kalas CFP® created the first comprehensive financial plan for a Home For Our Troops veteran and his family. At that time the veteran and his family were living in temporary housing. They owned a home but now required a home with wider doors and other amenities that are designed for those with physical challenges. Mr. Kalas determined that the primary financial objectives of the family were to pay off student debt, save for their son's college education, and to open a business. With the help of the veteran's wife, Mr. Kalas gathered the family's paperwork and analyzed their financial situation. Soon the comprehensive financial plan was complete with 12 chapters on different financial planning topics based on the family's unique situation. There were three pages of recommendations. Each recommendation referred to a section in the comprehensive plan. The engagement was about a month from first meeting to delivering the financial plan in a face-to-face presentation.

The veteran and his wife were very relieved to learn that their financial situation was comparable to others in their age bracket. When the veteran retires his income will be set for life. On the other hand, over the years the income of the veteran's wife will likely increase. The veteran wants to open his own business. Therefore Mr. Kalas and the veteran spent much of their time talking about business organizational structures, business training, small business and VA loans, and business budgets.

The family greatly appreciated the customized information and wanted to do something for Mike Kalas. Mr. Kalas reminded the veteran and his family that his work was a “no strings attached” service. Mr. Kalas can't even give them a business card. However, he would appreciate a photo of the veteran and his

family standing in front of their new home. According to Mike Kalas the veteran and his family have a great attitude. Mr. Kalas feels that they are special people who will be very successful.

Mike Kalas has set the bar for other financial planners. Having a military background helps but is not required. Mr. Kalas hopes that others get involved in this type of pro bono work, "It's a great way to meet some real heroes." To volunteer for Homes For Our Troops ([www.homesforourtroops.com](http://www.homesforourtroops.com)) contact FPA NCA, Pro-Bono Co-Director Tacy Paul Roby at 301-951-4860 or [tacy.paul.robby@calvert.com](mailto:tacy.paul.robby@calvert.com) or Tommie Monez, FPA NCA Pro-Bono Co-Director at 540-931-9051 or [info@focus-wealth.com](mailto:info@focus-wealth.com).

### **Profile of Michael Kalas CFP®**

Michel Kalas, CFP® is a FPA NCA member and President of Potomac Financial Private Client Group, LLC located in McLean, VA. Mr. Kalas is the lead financial planner and wealth accumulation strategist and focuses on providing customized financial planning strategies to individuals, families, and businesses. Mr. Kalas was awarded the title of Retirement Planning Specialist at his previous broker-dealer based on the receipt of a Certificate in Retirement Planning from The Wharton School of Business. Mike Kalas has been a CFP® professional since 1992. He is a former career Naval Officer who specialized in finance and logistics. His 23-year Navy career spanned both the Vietnam and Persian Gulf wars. While on active duty, he was promoted from Midshipman to U.S. Navy Captain (O-6). He holds a BS from the U.S. Naval Academy and an MBA from Southern Illinois University.

### **About "Homes For Our Troops"**

Homes for Our Troops is a national non-profit 501(c) 3 organization based in Taunton, Mass. founded in 2004. Homes for Our Troops' mission is to build specially adapted homes for service members who have been severely injured in combat operations since September 11, 2001. All homes are built at no cost to the veteran through the generous support of individuals, foundations, and corporate contributors. Homes for Our Troops has received a Four Star Rating from Charity Navigator.