

True wealth is about more than money

The Market in Review, November: Monthly Market Review. [Watch a video](#)



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Top five regrets of the dying (and why advisors should care): One of the biggest hurdles faced by advisors in the life and health sector is the fact that people hate to think about illness, aging and death. And on some level, who can blame them? It's scary. But as I've written before, there are some very important reasons why we need to get over our fear, or at least learn to handle it like grown ups. [Read More.](#)

6 Savvy Moves to Stretch Your Retirement Savings: Starting a nest egg is pretty simple. You set aside part of your paycheck in either an employer-sponsored retirement plan or a retirement account that you set up on your own, such as an IRA. In a recent Wells Fargo survey of middle-class Americans, who had a median household income of \$63,000, 70% of respondents reported having a company retirement plan. Of those people, 93% contributed to their company plan. [Read More](#)

IRS 401(k) Ruling aims to boost retirement income: Uncle Sam wants you to have the option to invest in an annuity in your 401(k) plan. [Read More](#)

More Signs of a Strong Holiday Shopping Season: Consumers seem to have held back on spending in the third quarter from second-quarter levels, but they could snap back in the fourth quarter, based on high confidence levels and falling gasoline prices. Third-quarter GDP is released at 8:30 a.m. EDT Thursday, and the first reading is expected to show growth of 3.2 percent, according to the CNBC/Moody's Analytics rapid update of economists' estimates. [Read More](#)

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Welcome Our New Team Member



Please help us welcome Lynn Gebhart, the newest member of our team! As a Client Service Administrator she's excited to get to know each of you and assist wherever she can! Although not quite a native (moved here when she was three) she enjoyed raising her two sons, Christopher and Seth in our beautiful state. Lynn brings with her 10 years of client service and administrative experience as well as a passion to assist whenever she can and an enthusiasm to learn the ins and outs of the financial industry.

Lynn has greatly enjoyed travelling abroad to numerous countries. Her favorite stop was in Germany at the Neuschwanstein Castle. In her spare time, she enjoys spending time with her husband and family, including her Granddaughter Kassia.

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