



McDONALD & BARRY
RETIREE ASSET MANAGEMENT OF
RAYMOND JAMES®

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McDonald & Barry Retiree Asset Management of Raymond James

Newsletter Summer 2011

Market Update – Have We Found The Bottom?

Our answer is – it's not important. True, the S&P 500 has experienced a +/- 20% decline from its intraday high on May 2, 2011 down to its intraday low on August 9, 2011. However, for the portion of your portfolio allocated to long term investments now might be time to buy.

Volatility is likely to remain high for the remainder of 2011 with relative broad swings up and down. The continuing slow growth of our economy, political campaign posturing, and the potential to slip back into recession all suggest that volatility is here to stay. In fact, we may not see a new market high by year end. What to do? Contact us to implement a two-pronged approach.

First, talk with us about what we are recommending for the portion of your portfolio allocated to immediate cash flow and short term investment goals. As you are well aware money markets and certificates of deposit are expected to continue to pay extremely low interest for the foreseeable future. We will show you what we are recommending to help meet the investment objectives for your cash and short assets.

Second, talk with us about the managers and companies that we are recommending for the portion of your portfolio allocated to the future, to growth to offset future inflation. We will show you what we are recommending and why we believe NOW is an excellent opportunity to purchase quality. Buy low, sell high. Have we found the bottom of the markets? Our answer is – it's not important. What is important is that you can buy quality and very favorable prices. Over time your patience may be rewarded.

You are invited to check out Raymond James Chief Investment Strategist Jeff Saut's current "Investment Strategy" comment at our website WWW.MB-RAM.COM by clicking on the "Market View" link on the right hand side of the screen.

Also don't forget to discuss your yearend tax planning with us.

Special Event

You are invited to a free, public service program presented by the Estate Planning Council of Marian County Florida. Ned is Vice President/President Elect of the Council and Coordinator of this event. MBRAM is a Gold level sponsor.

Estate Planning for Florida Residents ... What Do I Need To Know.

Benefits available to Florida residents include:

- No Estate or Inheritance Taxes
- Flexible Trust & Will Language
- Strategies To Respond To Health Care Overhaul
- Avoiding Probate
- Legacy Planning & Charitable Giving
- Remaining Independent In Retirement

Date & Time: October 27, 2011 from 2:00 – 5:00 P.M.

Location: Ewers Century Conference Center at the College of Central Florida, 3001 S.W. College Road, Ocala, Florida

Host: Estate Planning Council of Marian County Florida

RSVP: Emily Humphreys-Beher during business hours at (352) 671-1019 or ebeher@cbrfl.com.

Last Thursday at MBRAM

Our **September 2011** Last Thursday at MBRAM Retiree Education series topic is a discussion of:

Borrowing – What Debt Makes Sense in Retirement

Topics include:

- Does it make sense to pay off your mortgage when you retire?
- How can you use the equity in your home and investment assets to meet emergencies?

Date & Time: Thursday, September 29, 2011 at 4:00 P.M.

Location: Crystal River Office, 2101 SE Highway 19, Crystal River, Florida

RSVP: Marie Rausch during business hours at (800) 443-4368. If you cannot attend, remember that Jeff and Ned are delighted to schedule personal conferences with you to explore if you have taken advantage of this important building block of retirement asset management.

Year End Tax Savings

Don't wait until December to plan how you are going to minimize your 2011 income taxes. Call us to talk about tax saving ideas that may apply to you. Even better, call and make an appointment to see us. Bring your 2010 tax return and information about how your 2011 income and expenses are shaping up as compared to 2010.

MBRAM Service You May Find Useful

Call us to begin a review of your existing life insurance policies. We will request a current in-force analysis of your existing life insurance policies from the insurance carrier. We will then meet with you to discuss: 1) Do you still need life insurance, why, and how much; 2) Are your existing policies cost effective; 3) Can you withdraw a significant amount from the accumulated cash value of your policies and still keep them in force; and 4) Will the policies support themselves if you stop paying premiums?

The goal is to re-think the uses and benefits of your existing life insurance policies now that the reasons you bought life insurance in the first place may have changed. Call Jeff or Ned to explore whether you can benefit from this service.

Also check with us about others convenient services that you may enjoy like:

[ATM and Debit Card access to your money worldwide](#)

MBRAM Website Access To Financial Planning Ideas & Market Research

Our MBRAM website is a great place to keep up with your MBRAM team, thoughtful financial planning ideas, and the markets. Add our website WWW.MB-RAM.COM to your list of “Favorites” on your web browser. Then to check up on news of Jeff, Ned, Gloria and Marie click on the “**MBRAM Team News**” button above our photos on the home page. You can also email us your own news and pictures to be included in our website news. You can then click on the “Newsletters” link on the right side of the home page. You can then click on and read the current and archived prior editions of our **MBRAM Newsletter**, the latest quarterly editions of our **Financial Journeys** newsletter with timely retirement and investment planning ideas and our **Spotlight on Asset Management** newsletter with thoughtful commentary about our asset management process. Finally, click on and read **Weekly Market Snapshot** for a quick review of the economic factors driving the markets.

We appreciate your trust and confidence and thank you for your business! We are especially grateful to those of you who introduce your family, friends, and business associates to our services. This is the ultimate confirmation that we are exceeding your expectations

Sincerely,

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Disclosures

The Dow Jones Industrial Average is an unmanaged index of 30 widely held securities. The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the US stock market. The NASDAQ Composite Index is an unmanaged index of all stocks traded on the NASDAQ over-the-counter market. It is not possible to invest directly in an index.

Past performance does not guarantee future results. There is no assurance these trends will continue. The market value of securities fluctuates and you may incur a profit or a loss. This analysis does not include transaction costs and tax considerations. If included these costs would reduce an investor’s return.

Diversification does not ensure a profit or protect against a loss.

As federal and state tax rules are subject to frequent changes, you should consult with a qualified tax advisor prior to making any investment decision.

Raymond James & Associates is not affiliated with the Estate Planning Council of Marian County Florida.

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