

A LETTER FROM LYNN



The report of my death was greatly exaggerated—Mark Twain, 1897

By now you probably know that I am in school for religious studies preparing for ordination to the diaconate within my faith tradition. If I successfully complete my remaining courses and my “internship” at All Saints Episcopal Church in Tupelo—God willing and the bishop consenting—I will be ordained Jan. 8, 2011, in Jackson at St. Andrew’s Cathedral.

Since beginning this process of discernment as well as my school studies on the weekends, I have heard that I am “retiring, leaving the business, becoming a priest and moving from Starkville.” Let me assure you that just as the apostle Paul had his tent-making to provide income, I too shall maintain my practice. In fact, this process has helped reaffirm my desire to continue in business for many years to come. My practice is now structured so that I spend my days productively serving clients whose needs match my skills.

Working with Lauren and Patricia make coming to work fun! Their positive energy and enthusiasm has re-invigorated my drive to give you the best financial planning service and advice possible. They are both developing their professional skills and adding capabilities to the firm. I feel blessed to have them here.

Those of you who know me well know that I am happiest when I have my work AND a big, bodacious goal. These goals have included theological studies, Education for Ministry through Sewanee, building a sorority house at MSU, building my own house, getting married and merging two households.

So if you wonder how committed I am to my practice, please be assured that I am more committed than ever, and I am excited to work with a team who gets excited about the strategies of financial planning.

Lynn

Lynn Phillips-Gaines, CFP® , CLTC

Office Hours

We are usually open daily during the lunch hour; however, there are occasions when we must close for lunch. Please call ahead if you know you will be dropping by at lunch or at 5 p.m. to make sure you are not inconvenienced.

MARKET TIPS

*Please remember not to try to time the market. I often see a portfolio hurt by someone who suspends his or her investment because “the market is down.” My question becomes, “When do you want to invest? After prices have risen?” If you have a written investment policy—which all of you do—the follow it, especially when it feels uncomfortable.

*Warren Buffett is quoted as saying something to the effect of, “Be bold when everyone else is fearful and fearful when everyone else is bold.” Why load up on investments that are paying next to nothing or in areas of the market that have been strong in the past but might have exhausted most of their appreciation? In our meetings, we will revisit your goals and time horizons to make sure you are not leaving vital asset groups out of your portfolio.

*Refinance Now: Probably the best financial advice I can give anyone now is to evaluate your home mortgage... if your rate is considerably higher, look into refinancing your home. With 15-year fixed rates at 3.8%, refinancing is almost a no brainer.

*Mortgage services are not offered through Ryamond James



MARK YOUR CALENDAR

- August 23-27:** Lynn at Raymond James Conference
- September 6:** Office Closed for Labor Day
- Oct 17-20:** Patricia attending RJ Branch Professional Conference
- Nov 25-26:** Office closed for Thanksgiving
- Dec 13:** Gift and Tax sales deadline
- Dec 23-29:** Office closed for Christmas Vacation
- Jan 3** Office closed for New Years
(If you need assistance, please contact 1-800-647-7378.)
- Jan 8:** Lynn's ordination at St. Andrew's Cathedral, Jackson, MS

FROM LAUREN'S DESK, Client Services



Document Suppression

Many of you dislike getting so many prospectuses in the mail, especially for those of you with managed accounts. So, we have signed most of you up for mail/paperless delivery. Now, much to my chagrin, you are getting prospectuses in the mail again.

Why? The Raymond James system requires you to check your statements by opening the link in your online correspondence at least once every six months.

If you have not signed up for Investors' Access and would like to, please either give me a call or come by and I will help you get this done.

Reviews

When you come to your reviews, please bring:

- a copy of your most recent tax returns
- copies of your wills, powers of attorney or health care directives (if we do not have them)
- Outside RJ investment statements and savings accounts
- Current debt information

FROM PAT'S DESK, Office Manager



Please take a look at the calendar in each newsletter. It gives you vital information about when we will be closed and important deadlines. We close twice a year for vacations—one week around Christmas and

one week around July 4. By doing so, we all return refreshed rather than putting a burden on the staff remaining. However, if you need to address an unexpected need in our absence, please call the RJ representative at the toll-free number provided. Please help us take care of you by letting us know of your needs during this time, so we can make plans for them.

RJBDP

The Eagle money market fund closed, so now we will convert all accounts to Raymond James Bank Deposit Program, (RJBDP). The rate of return in this program is three times greater. RJBDP provides FDIC insurance coverage up to \$2.5 million per individual account and up to \$5 million per joint account. Your cash is always available to you.

