

## A LETTER FROM LYNN



Milestones help us reflect on where we are now, compared to where we were. As Sept. 11 passed this year, I am thankful that I didn't know what the next 10 years would bring in my industry. Had I known the pain to come, I might have been afraid to take this path. I would have missed out on getting to know you, our clients, in a deeper and more significant way. I thank you for the privilege.

If you had told me 10 years ago that interest rates could become negative, I would have thought you had lost your mind. The same is true when I see the current favorable price/earnings ratios or the amount of cash build-up in businesses. I would think "what a delight" for the market, instead of, as Nick Murray says, "Mister Market goes off his meds!"

As different as things are today, one thing remains the same: the market (investors) does not like uncertainty. Michael Jones with Riverfront said it best: "The markets have lost their patience with our politicians failing to come up with a credible plan for how to pay back the money we owe."

As daunting as it is to navigate these waters, it is invigorating to see the innovative ways people choose to go forward. I have given up waiting for the crisis to pass and to sail into smooth waters. It has taken me 29 years to realize that life is simply moving from one crisis to another. My role as your certified financial planner is to be your guide along the rapids. My job is to keep us heading in the right direction and off the rocks. We may get wet and turn backward at times, but together we will make it down the river.

We are implementing the Phillips Financial Wealth Management program, which we will explain with a short video when you meet with us. This program is yet another oar in the water to help you progress toward your goals, and to help us track that progress.

Thank you!

*Lynn Phillips-Gaines, CFP, CLTC*

### **Electronic Communication: Emails, Blogs, Links to our Economist**

The old-fashioned mailed newsletter is no longer a viable option for sending current feedback on today's fast moving markets. I do not send emails to "sell" my favorite products or services, but rather to keep you informed when things get tense. Please help us get you timely information by providing an email address and taking a moment to scan these important notices.

### **Congratulations!**

Lauren Castle, MBA, is now fully licensed as a registered representative in our firm. This means that if I am out of the office or unreachable by phone, Lauren can now make changes to your portfolio.



Lauren is working closely with me to understand why I construct both portfolios and financial plans in the manner I do. It is wonderful to have a second opinion and fresh energy in developing strategies and avoiding potential pitfalls.

Her next step is beginning the CFP coursework. Way to go, Lauren!

### *Client Appreciation*

In May 2012, I celebrate my 30th year as a practicing financial planner in Starkville! We want to celebrate and recognize your role in helping us achieve this milestone. Be on the look out for an invitation to our home for a barbeque in Spring/Summer 2012.



### MARK YOUR CALENDAR

- October 1:** New Simple IRA Plan Establishment Deadline
- October 3-7:** Lynn out for Continuing Education Training
- October 24-28:** Lynn Attending RJ Practice Intelligence Conference
- November 7-10:** Lynn meets with Rod Smyth and Micheal Jones, Riverfront Investment Groupin Richmond, VA
- November 24-25:** Office closed for Thanksgiving
- December 6-9:** Lynn attending RJ Advanced Planners Conference
- December 16:** Deadline for charitable gifts and contributions of existing securities
- December 23-28:** Office Closed for Christmas
- December 31:** Required Minimum Distribution Deadline
- Jan 2, 2012:** Office Closed for New Year's
- April 15, 2012:** IRA/Roth 2011 Contribution Deadline

### *FROM PAT'S DESK*



### *Charitable Gifts for 2011*

If you plan to make charitable gifts of stocks or bonds before year end, please note that the Raymond James deadline is Dec. 16, 2011.

### *The Great Reversal*

While other costs are increasing, Raymond James has reduced money management fees within the Unified Managed Accounts.

### *PERS*

We are looking into the ramifications of the changes to PERS. We will keep you updated as we learn more.

### *Our Website*

[www.lynnphillips.com](http://www.lynnphillips.com)

We are continually tweaking our website to make it more intuitive and user-friendly. We welcome your feedback on how we can improve. While on our website, be sure to check out comments from Jeff Saut, Raymond James Chief Investment Strategist, and Dr. Scott Brown, Raymond James Chief Economist. I respect both of these men and look to their counsel in portfolio design. For those of you in asset managed accounts, we email out the money manager's ideas when you might find them useful.

### *Speaker*

Looking for a speaker for your club? We are happy to present financial planning topics for your group.... ask us!

### *LYNN'S GRANDDAUGHTER, ACELYNN*



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