

As 2023 has closed and we've welcomed a new year, we want you to know how grateful we are to have you as clients, and we'd like to reflect on the past year. As 2022 was a surprise for traders and investors, so too was 2023; this time in what we'd all agree was the right direction. From the October lows, markets were off to the races, based mainly we think on investor perceptions the Federal Reserve was finished with its burdensome rounds of interest-rate hikes. In fact, those perceptions extended to presumed rate cuts sometime in 2024. Whether and when those cuts are in place remains to be seen, but end-of-year attitudes were, to say the least, enthusiastic. The Dow Jones Industrial Average closed the year up 14%; the S&P 500, up 26.3%, and the NASDAQ, up 42%. If you are interested in a succinct weekly look at the markets, we suggest heading to our website at <https://www.raymondjames.com/dwighterskine> where you will find all sorts of updated economic and financial planning information at the bottom of the home page. In addition, we enjoy reading Brian Wesbury's Monday Morning Outlook and some of you might appreciate his insight also <https://www.ftportfolios.com/blogs/EconBlog/Monday%20Morning%20Outlook>

Over the past year, Dwight and Melissa have spent an extensive amount of time educating ourselves - and some of you - about asset-based long-term care. If you are married, the likelihood you or your spouse will need some type of long-term care is greater than 70%. A new type of long-term care protection is not the traditional model which was, and is, "use it or lose it." The new policies have freedom in the type of care you choose to receive, and potential tax advantages to boot. If this is something you are interested in learning more about, please contact us. Long-term care planning needs to be a part of all of our retirement planning.

Is retirement approaching in the next ten or so years? If so, let us put our Goal Planning and Monitoring Program to work for you. Watch this short video for an overview, and give us a call to schedule a planning meeting. <https://www.raymondjames.com/commentary-and-insights/retirement-longevity/2022/12/09/visualize-your-future-video>

Outside of work, Dwight is Vice President of the Chicago District Golf Association and the CDGA Foundation, where he volunteers his time officiating high school and collegiate tournaments, exposing the game to underprivileged children, and helping blind and disabled veterans. Melissa loves to go back to her alma mater, the University of Illinois, for football and basketball games with her two children who both attend Illinois. She is also actively involved in 100+ Women Who Care of Effingham County, an organization she co-founded. If any of our female clients are interested in hearing about this organization, please give Melissa a call.

**Save the Date.** In April, we will be holding a shredding event at our office, date and time will be emailed at a later date. File your taxes and start your spring cleaning by getting rid of all those old records in your home. Here is a nice records retention checklist, <http://www.icpas.org/recordsretention>

As you connect with loved ones over the next few weeks and find they might need some financial expertise, guidance, a second opinion, or that they simply don't know what they don't know, our "20 Minute Ask Anything Sessions" are available to them at no charge.

To a healthy and prosperous 2024!

Dwight & Melissa

Opinions expressed in the attached article are those of the author and are not necessarily those of Raymond James. All opinions are as of this date and are subject to change without notice. The cost and availability of Long Term Care insurance depend on factors such as age, health, and the type and amount of insurance purchased. These policies have exclusions and/or limitations. As with most financial decisions,

there are expenses associated with the purchase of Long Term Care insurance. Guarantees are based on the claims paying ability of the insurance company. Prior to making an investment decision, please consult with your financial advisor about your individual situation.