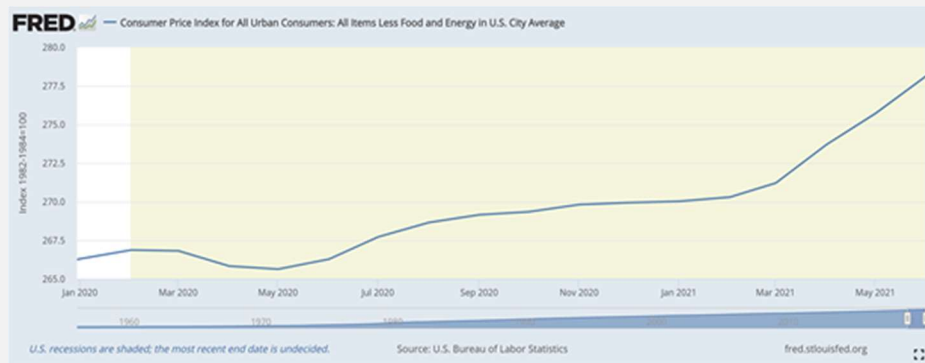


Do we need to worry about inflation?

The short answer to that question is no, we do not need to worry about inflation. Most of us associate concerns about inflation with hyper-inflation of early '80s here at home and in Latin America when money market and municipal bond rates were in low double-digits. Structurally, in the present state of economy, country, and the world, sustained hyper-inflation is not possible among fully industrialized countries.



Inflation we are seeing today, more than a year from the start of the COVID-19 Pandemic, is a usual, healthy gain from a low base. With the onset of the pandemic, economies froze, inflation rate plummeted. As economy recovers, inflation picks up due to supply and demand imbalance. Then as economic recovery becomes sustained supply/demand imbalance ameliorates.

The current supply/demand imbalance caused inflation can be traced to management decisions made by manufacturers, retailers, and logistical operators at the onset of the pandemic. Believing that the pandemic would result in reduced consumer demand, operators along the entire logistical supply chain cut back on inventories, cancelled orders and productions. This turned out not to be the case, after the initial pandemic shock consumer appetite recovered quickly and purchases shifted from retail to online and from outside to home-based activities.

The structural factors that augur against sustained hyper-inflation are:

- Demographics: Aging population shifts from producing and consuming goods to consuming services.
- Technology: Continued advancement in technology improves productivity.
- Globalization: Manufacturing shifts to low cost/production regions.
- Debt/GDP: High national debt slows both economic growth and inflation.

Fortunately, your balanced portfolio is constructed to help weather market volatility as well as inflationary pressures. We have focused on inflation-adjusted rate of return in planning your retirement/lifetime income, neutralizing inflation.

What could you teach; what could you learn from other generations?

In our society, we usually socialize with people our own age. How often do you talk with people from different generations?

I recently attended a James Gambone, Ph.D., talk on the topic “ReFire Your Life!” The presentation described several ways you could add passion to your retirement by refiring. One of his ideas was to spend 30 minutes each with four people from different generations each week. Jim’s list of six generations starts in 1910 and ends with those born and the sixth generation was born during or after 2003. He suggests that if you have those four conversations each week for a month, you will be energized to continue the conversations.

Jim is a gerontologist and public health professional. He wrote the third edition of the book, “ReFire Your Life,” in 2011 and is working on a new book on the same theme. What could you learn from a lively 90-year-old? How about a thoughtful 20-year-old? What could you teach to them? Everyone is different and yet shares some commonalities with others that lived through the same experiences.

Imagine how living through the Great Depression might have forged perspectives differently than living through the Great Recession. Perhaps you can learn how graduating from college in a pandemic differs from graduating during Stagflation and both differ from graduating during the 1990’s.

How would those different perspectives impact your free time, your career, and your retirement?

John Comer, CFP®
Financial Advisor

What is a Senior Chief?

Clients often ask me what it is that I exactly do in the Navy. My short answer: I am a Senior Chief and I focus on the personal and professional development of Sailors. With that, I usually receive another follow-up question, “what is a Senior Chief?”

Senior Chief is the eighth enlisted rank in the US Navy. In the Navy, and only in the Navy, the rank of Chief and above carries with it a unique set of responsibilities and privileges that one is required to fulfill and are bound to observe. When a Sailor advances to the rank of Chief, the seventh enlisted rank, they are greeted by a tradition known as initiation. Once initiated and *if accepted*, they join a community of other Chiefs (E-7), Senior Chiefs (E-8), and Master Chiefs (E-9); collectively known as *The Mess*. Chiefs are a fountain of wisdom, an ambassador of good will, an authority in personal relations and a master in technical applications. “Ask the Chief” is still the most notable phrases used in the Navy to date.

My official title is Senior Enlisted Advisor; and as the title suggests, I act as an advisor to my Commanding Officer. As proud as I am with the trust and faith that my senior leadership has placed in me, I find my job in the Navy most rewarding when I get the opportunity to mentor, lead, and learn from my Junior Officers, Sailors, and fellow Chiefs. The Navy changed my life, for the better, and I see it as my responsibility to provide the same opportunities to others.



When not in uniform, I still wear my Senior Chief Anchor (rank insignia) either on the lapel of my suit, cuffs, or somewhere that might not be clearly visible to others, but noticeable to me. I do this as a reminder to ask myself every day, “did I earn my anchors today?”

Those of you who served, thank you for your service. Those of you who had to stay home while a loved one served— thank you for all your support and for the sacrifices that you had to made.

*Non Sibi Sed Patriae
(Not self but for country)*

Yoshi Asato, AAMS®
Financial Advisor & Navy Senior Chief

Matching Charitable Donations

In last winter’s newsletter, San invited you to participate in honoring Tom McNellis’ memory by donating to a charity of your choice, which McNellis & Asato would match up to \$1,000. Many of you responded generously and shared wonderful memories of Tom with us. You have made a difference and indelible mark on our life and many others through your enthusiastic response.

Here are the names of the organizations that were benefactors of Tom’s memorial gifts:

2nd Harvest Heartland	
Catholic Community of St. Joseph	https://stjosephparish.com
Children’s Health Care Foundation	https://www.childrensmn.org
Community Partners with Youth	https://cpymn.org
Edina Community Foundation	https://www.edinacommunityfoundation.org
Environmental Defense Fund	https://www.edf.org
Hazel Park Congregational Church	https://www.hazelparkucc.org
ICA Food Shelf - The Great Taste	https://www.icafoodshelf.org
MN Conference United Church of Christ	https://www.uccmn.org
NAACP Legal Defense and Educ. Fund	https://www.naacpldf.org
NC Little Hospice	https://www.littlehospice.org
North Hennepin Community College	https://nhcc.edu
Law Enforcement Endowed Scholarship	
North Star Boys' Choir	https://www.northstarboyschoir.org
Organization for Autism Research	https://researchautism.org
Relay for Life/Am Cancer Society	https://www.cancer.org
Rice County Habitat for Humanity	https://habitatricecounty.org
St. Therese Catholic School - Deephaven	https://www.st-therese.org
Union Gospel Mission St. Paul	https://www.ugmtc.org
VEAP	https://veap.org
Wayside Recovery Center	https://www.waysiderecovery.org

Thank you again for your thoughtful generosity.

Client Access – Enhanced Authentication

One additional item related to Client Access. Enhanced Authentication, commonly referred to as two-factor authentication, adds an extra layer of security to your Client Access account and is an easy, effective way to help keep your data safe. This common security feature provides a one-time code via text message or voice call, which you simply enter in the field provided to confirm your identity and log in to your account.

While, in the past, Enhanced Authentication has been an optional feature, to better protect your account from fraud and unauthorized use, it will soon become a required step when logging in. However, you can choose to have Client Access remember your machine so that you will only be prompted to receive a code occasionally.

If you have not enabled this feature yet and would like to do so ahead of the requirement, registration is easy. Start by logging in to Client Access, then visit the Account Services tab and select Password & Security. From there, enable Enhanced Authentication and review your saved phone number(s) for accuracy. If you need to update your saved number(s), please let us know.

Alternatively, we can enable Enhanced Authentication for you if you prefer.

Marsha Virgin
Business Manager

New Report Delivery Method

There will be a new automated reporting format for our quarterly reports. Beginning this quarter, we will be automatically uploading quarter end reports to your Raymond James Client Access Vault. Clients that prefer email or snail mail will continue to receive our quarterly reports in that manner. Quarter end reports will not contain our Account Specific Page which details clients target allocation along with account beneficiaries. Also, brokerage cash accounts may not be included

Sam Luetgers, CFS®
Investment Analyst



Market Holiday

We will be closed during the following market holidays. As a reminder, trade orders cannot be accepted during these dates.

September 6	Labor Day
November 25	Thanksgiving Day (early closure at 1:00 p.m. eastern)
December 24	Christmas Observed



Staff Directory

As always, we thank you for your trust in us! We will continue to endeavor to “go the extra mile” as best as we can in serving you. If anyone of us can [be](#) of service, please feel free to call us directly at (952) 548-extension number (please reference table below). Our general line is (952) 548-3123.



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