



## Fall 2020

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### Inside This Issue

- 1 **From the Desk of Edward Metz**
  - MAW Events
  - Zoom
  - Market Commentary
- 2 **From the Desk of Erica Metz**
  - Retirement Planning
- 3 **From the Desk of Zamira Sanchez**
  - Medicare
- 4 **What's New at Raymond James**

### From the Desk of Edward Metz

Welcome to Fall. While COVID-19 has impacted all of our lives at least we were able to get outdoors and enjoy the warm weather.

#### MAW Events

We were able to hold our MAW Golf outing while practicing social distancing and recently our Client Appreciation event normally held in November. Not being sure of when indoor dining would open we decided to hold it outdoors in early October. It was a huge success, as always with Julian and Dominique, once again, entertaining all of us. We also encouraged clients not to come if they felt uncomfortable. We announced at the event that Erica passed the CERTIFIED FINANCIAL PLANNER exam, and has been accepted as a Partner at Money At Work, LLC in addition to her current Wealth Advisor role with RJFS. Congratulations to Erica on this great achievement. I could not be more proud.

#### ZOOM

A year ago how many people ever heard of ZOOM? Well, I can tell you that it has been extremely valuable to us. ZOOM enabled us to reach out to most of you to go over market conditions, your account performance and to see how you are doing against your plan.

#### Market Commentary

With the upcoming election I feel that many people are concerned with what will happen to their accounts depending upon the election results – Presidential, House and Senate. The following links provide some insight. What I can tell you is that we constantly monitor mutual funds, where fund managers are selecting what sectors to be overweight in and what sectors to be underweight. This will assist us in doing our best to keep you in the funds that are performing the best. No matter what happens people need to eat, go to doctors and continue to live their daily lives. I do feel that interest rates will remain low for quite some time and that most of the times when stocks are not doing well the bond market generally thrives. This is why bonds are important in almost everyone's portfolios.

<https://www.msn.com/en-us/money/markets/trump-vs-biden-how-the-election-outcome-may-influence-your-stock-investments/ar-BB18WmSW>

<https://money.usnews.com/investing/stock-market-news/articles/what-happens-to-the-stock-market-if-biden-wins>

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MAW Golf Outing 2020



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## From the Desk of Erica Metz

We market ourselves as an independent full-service financial planning practice and we highly recommend a comprehensive financial plan. This financial plan helps us to uncover gaps. These gaps can stand in the way of us achieving our financial planning goals in the future, so, we must identify these gaps and plan for them. We cover financial planning, investment planning, tax planning, and college planning. However, there are many more gaps that can be uncovered in your overall plan.

Questions to ask yourself may include:

- What happens if I have a loss of income due to disability? What happens if I pass away, will my beneficiaries have enough assets to live off of? What happens if I get sick and have to go into a nursing home, can I afford it? **Insurance Planning**
- Do I have a strategy on when I decide to collect Social Security and does that scenario maximize my benefit? When I am eligible for Medicare, do I have an affordable comprehensive supplement? **Social Security/Medicare Planning**
- What legacy am I leaving my heirs? Does my current estate pose a tax problem and is probate very costly in my state? Who do I trust to leave my assets to or help manage my account if I become mentally ill? **Estate Planning**

We assist you in answering all those questions and are part of the services here at Money At Work. When it comes to life insurance, our goal is to get you the right amount of coverage at a reasonable cost. When your need for life insurance runs out, we look into long term care insurance. Nursing homes can be quite costly and we want to protect you from that. Our team has experience with estate planning from an investment and tax standpoint and we have great relationships with estate attorneys. With this team in place, we make sure that your wishes are upheld. All in all, we want you to be aware of the services we provide and that we are here with you no matter what you go through in life. Let's talk about what gaps could be in your plan!

### **The Life of Erica Metz**

I have been in the bunker all of quarantine (with the exception of one week down the shore) with working and studying a lot. I am thrilled to announce that I have successfully passed the CFP® exam! Now, my father and I have all of the same designations- I guess the apple doesn't fall far from the tree! Passing the test came just in time for my 29<sup>th</sup> birthday where I celebrated by relaxing in a spa; which was much needed! I also recently traveled up to Cape Cod to celebrate my friend's 30<sup>th</sup> birthday! Now that I have some more free time, I am excited to plan some fall activities and travel to see my friends!



*We cover, financial planning, investment planning, tax planning, and college planning. However, there are many more gaps that can be uncovered in your overall plan.*



*Atlantic City, NJ*



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## From the Desk of Zamira Sanchez

And just like that we enter the last quarter of the year. 2020 has been a year like no other as you know, but hopefully we will have something to look forward to with the holidays coming. Fall, as I have said in the past is one of my favorite times of the year.

Many of you are aware that I have a background in Medicare Planning which includes providing education and analysis and Medicare supplement sales. Open enrollment starts October 15<sup>th</sup> and ends December 7<sup>th</sup>. If you are going on to Medicare soon, or if you do not like your current coverage and would like to know what your options are, please reach out to me. We have a relationship with several carriers so we are not tied to any one insurance company. It is important to know when to sign up for Medicare or when to join a Medicare plan. You also need to consider several things when choosing coverage. For example:

- **Costs:** How much are your premiums, deductibles, hospital stays and doctor visits? Is there a yearly limit on what you could pay out-of-pocket for medical services?
- **Coverage:** How well does the plan cover the services you need?
- **Prescription Drugs:** Do you need to join a Medicare Prescription Drug Plan? Do you already have credible coverage? Will you pay a penalty if you join a drug plan later?
- **Doctor and Hospital Choice:** Do your doctors accept the coverage? Do you have to choose your hospital and healthcare providers from a network? Do you need to get referrals?
- **Quality of Care:** Are you satisfied with your medical care? The quality of care and services offered by plans and other health care

When you're signing up for Medicare, you must learn the basics of Medicare Part A, Part B, Part D, Medigap plans, Medicare Advantage plans and even doughnut holes. I can help you sort out the confusion, so feel free to contact me.

### Sanchez Household –

We are homeschooling again now that school has started. I had a couple months free from teaching and boy was it great! We are doing a hybrid schedule so the kids are in school every other day for ½ of the day. It's hard to believe that Karina is in 1<sup>st</sup> grade and Zayden is in 3<sup>rd</sup> grade.

David will be turning 40 in December and we are trying to plan a mini trip but with everything considered it is very challenging to travel. We'll see what happens! Enjoy the rest of the year. I know we are all hoping for some better times in the coming months. Stay safe everyone!




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*Zayden and Karina's First Day of In-Person School.*

Here are some photos from this year's Client Appreciation Event!



**Important Dates / Upcoming Events**

Below you will find some important dates and/or deadlines for your convenience.

<b>MAW Client Appreciation Event</b>	<b>October 3<sup>rd</sup></b>
<b>Extended Tax Deadline</b>	<b>October 15<sup>th</sup></b>
<b>Thanksgiving</b>	<b>November 26<sup>th</sup>(Markets Closed)</b>
<b>Hanukkah</b>	<b>December 10<sup>th</sup> to 18<sup>th</sup></b>
<b>Christmas Eve</b>	<b>December 24<sup>th</sup></b>
<b>Christmas Day</b>	<b>December 25<sup>th</sup>(Markets Closed)</b>
<b>New Years Eve</b>	<b>December 31<sup>st</sup></b>



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