



NEWSLETTER

Fall 2021

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From the Desk of Edward Metz

Welcome to the Fall. I hope you all enjoyed the Summer as it seemed to be hot and humid or raining. Not too different from a somewhat hot stock market along with the Delta Variant. The MAW team relocated to an office condo at 222 Ridgedale Avenue in Cedar Knolls, NJ on September 28th and we are getting settled in. We now have 40% more space as we continue to grow. The Raymond James fiscal year-end of September 30th, once again has us ranked in the top 10% of over 4,000 independent RJ advisors in the US. Based on this achievement from last year Nancy and I will be enjoying a trip to Baha Mar in the Bahamas with top management in early November. These trips have been postponed in 2020 and delayed in 2021. We haven't been face to face with the back office since March of 2020 and we look forward to seeing them once again. In July we had a boys trip to Pebble Beach (a bucket list item) and enjoyed 5 great days of golf.

Market Commentary:

The stock market as measured by the S&P was up slightly for the quarter gaining 0.58% and year-to-date is up 15.92%. The Delta variant as well as potential tax increases coming out of Washington DC were the major contributors to the flat quarter. Inflation is a major concern as well. The bond market gained 0.05% over the quarter and is down 1.55% year-to-date. The 10-year treasury is about the same as it was three months ago but was very volatile during the quarter. Rates had dropped close to 1% but recently have risen near 1.5%. We expect rates to go somewhat higher the rest of the year due to inflation. Investments in inflation protected bonds, short-term bonds and corporate bonds continue to work well for us at this time. We continue to monitor very closely and make changes where we deem necessary.

Client Events:

We hope to see many of you at our Annual Client Appreciation event on November 6th at Rockaway River CC. Once again, Julian and Dominique will be entertaining us. We generally have close to 100 of you at this event. We are also planning an Open House at the new office on December 8th. The invite is included in this newsletter. Again, we hope to see you there.

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The bond market gained 0.05% over the quarter and is down 1.55% year-to-date.



*Pebble Beach Golf Trip -
I've checked off a Bucket List
Item.*



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From the Desk of Erica Metz

The weather is changing and I really hope we have left some of that heavy rain behind us! Fall is one of my favorite seasons as I love seeing the colors of the leaves change! As we near the end of the year, one of the things that come to mind are have we maximized our yearly contributions?

One of the most important things for your financial future is saving for retirement. But how much is enough? Well, first I recommend we talk about this in our financial planning meetings because each person's situation is entirely different, so there is no right answer for everyone! During these meetings and depending on your goals, we can determine together how much should be allocated towards retirement and how much should be allocated towards an account to fund shorter-term goals.

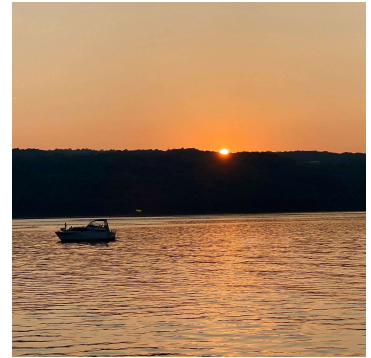
If the primary goal is retirement, usually the first recommendation is to contribute to your retirement plan at work especially if your employer offers a matching contribution. If possible, we recommend contributing as much as possible to be eligible for your employer's full matching contribution. For example: If your employer matches 100% of your contribution up to 3%, we recommend at least contributing 3% to your plan (if you are financially able to do so). If you are not participating in an employer sponsored retirement plan, you can contribute to an IRA and that contribution will be deductible. If you are married, and your spouse is participating in a plan, but you are not, the rules get a little bit more complicated. Under 2021 rules, as long as your combined Adjusted Gross Income is under \$198K you can still contribute the maximum IRA contribution and have it fully deductible. However, if your adjusted gross income is over that limit or both spouses are covered by an employer retirement plan, you can still contribute to an IRA **but that contribution will not be deductible**. At that point, if there is extra money to be saved, we can work with you to figure out the destination and get that money working for you! It is always important to discuss these items with your CPA or tax accountants, but we can help you get that discussion started!

The Life of Erica Metz

Fall has been pretty busy with lots of events and milestones! The third quarter kicked off with a Metz family mini vacation to the Finger Lakes. We stayed in Watkins Glen where we visited many wineries, hiked amongst beautiful waterfalls at the state park, and visited Mackenzie Childs Headquarters. (One of my favorite houseware brands!) Then, Labor Day weekend was my fourth annual girl's trip that I plan every year! Nine of my friends and I visited Charleston this year! Unfortunately, I had an accident on a horse and buggy ride so it kind of cut my trip short. Needless to say, I'm looking forward to our 5th annual girls' trip in Scottsdale next year! To end the quarter, I hit a milestone myself and turned 30 years old. I had a big party at Rockaway River to celebrate amongst friends and family. I was so honored to have so many of my friends travel to be there for me; it really meant so much to me! Cheers to 30 and another fantastic decade ahead!

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Seneca Lake, Finger Lakes

Under 2021 rules, as long as your combined Adjusted Gross Income is under \$198K you can still contribute the maximum IRA contribution and have it fully deductible.

*However, if your adjusted gross income is over that limit or both spouses are covered by an employer retirement plan, you can still contribute to an IRA **but that contribution will not be deductible.***



30th Birthday Party, Sept. 2021



Charleston, SC August 2021



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From the Desk of Zamira Sanchez

And just like that we enter the last quarter of the year. Fall, as I have said in the past is one of my favorite times of the year. I'm looking forward to all the holidays with my family and friends.

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 15th and ends December 7th. Open Enrollment is the one time each year when more than 63 million people with Medicare can review their health care coverage to find new plans or change existing plans, discover extra benefits, and help them save money. 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:

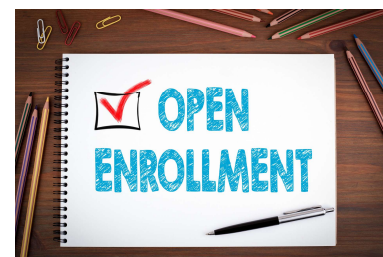
- **Costs:** How much are your premiums, deductibles, hospital stays and doctor visits? Is there a yearly limit on what you could pay out-of-pocket for medical services?
- **Coverage:** How well does the plan cover the services you need?
- **Prescription Drugs:** Do you need to join a Medicare Prescription 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 all had a pretty good summer and the kids are happy to be back in school. It's hard to believe Zayden is in 4th grade and Karina is in 2nd grade. Right before school started we spent a week in Florida at Universal Studios. What a great time. David and I are back in the groove of chauffeuring our kids to soccer games and practices. Most of my free time was spent studying this summer for the Series 65 and I am happy to report that I passed! This is an Investment Advisor Law exam which allows me to meet and review our clients with managed accounts. Enjoy the holidays!

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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.



Open Enrollment is the one time each year when more than 63 million people with Medicare can review their health care coverage to find new plans or change existing plans, discover extra benefits, and help them save money.



Apple Picking at Warwick Winery, Sept 2021

New Office Location

To accommodate our growing business, we moved our office to Cedar Knolls, NJ on September 29th. We are enjoying the new office and hoping that you can join us on December 8th to see our new location. Our open house will be from 4:00PM to 7:00PM and we'll have some hors d'oeuvres and beverages.



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Important Dates / Upcoming Events

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

Extended Tax Deadline	October 15th
MAW Client Appreciation Event	November 6th
Thanksgiving	November 25th(Markets Closed)
Hanukkah	Nov 28th to Dec. 6th
Open House	December 8th
Christmas Eve	December 24th
Christmas Day	December 25th(Markets Closed)
New Years Eve	December 31st



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