



Spring 2018

Edward A. Metz CFP®, CPA/PFS
Managing Partner, Money At Work, LLC
Wealth Advisor, RJFS
Edward.metz@moneyatworkllc.com



From the Desk of Edward Metz

Inside This Issue

- 1 From the Desk of Edward Metz
- 2 From the Desk of Louis Hery
- 3 From the Desk of Zamira Sanchez
- 4 What's New at Raymond James
- 4 Important Dates

We have moved Erica out of Boston and back home to NJ where she will be starting at Money At Work on May 1st.

It is expected that during a growth economy that a 5 to 10% correction will occur occasionally.



Welcome to Spring. Wow, what a winter. So much for global warming. As you read this newsletter, Nancy, Erica and I are traveling through Australia and New Zealand. We have moved Erica out of Boston and back home to NJ where she will be starting at Money At Work on May 1st. Yes, the long-anticipated wait is finally over. She spent nearly 9 years in Boston, and as Kramer from Seinfeld says "was loving every minute of it". Erica has a CPA and worked for Deloitte and Boston Private. She also has her life insurance and health insurance licenses. She will be enrolled in the Raymond James Advisor Masters Program which is a two-year training program while she works with us as a Branch Associate. I have been assigned as her mentor. She will also join Lou and me at the National Conference in May. We are all excited that Erica is joining the MAW team.

Both the stock and bond markets were volatile the first quarter with the S&P500 -1.22% and the Barclays Aggregate -1.46%. It is expected that during a growth economy that a 5 to 10% correction will occur occasionally. It is amazing what a tweet or two will do. Market indicators are still positive and we continue to keep a watchful eye on all of these factors.

Save the date for Sunday July 15th for Family Day at Monmouth Racetrack. This is a great picnic day for the entire family. There are pony rides, face painting, clowns, etc. for the little ones. This is always a great time. The MAW team likes to have these client appreciation events for a couple of reasons. 1) It gives us the opportunity to say thanks for doing business with us. 2) It allows us to spend time with our clients in a social environment. We feel that the better we get to know our clients, the better we understand their financial objectives and risk tolerance. We will be sending out invitations in June. This event will be limited to 100 people. Hope you can join us.

The practice continues to grow at a nice pace and with the additional staff the last few years we are positioned to provide the best service possible for all of you while continuing to grow. Should you have any younger family members, co-workers or friends that you feel could benefit from our services please keep us in mind. We look forward to seeing you soon.



Lou Hery, Jr. CFP®, CIMA®
 Partner, Money At Work, LLC
 Wealth Advisor, RJFS
 Lou.hery@moneyatworkllc.com

From the Desk of Lou Hery



Volatility, Tariffs, and the Bigger Picture

Volatility is back. While this does make a lot of clients uneasy it is a healthy sign. January saw the stock market (as measured by the S&P 500) race straight up to return almost 6%. February encountered some wild days due to automated trading and pretty much gave those returns back. March's volatility could be attributed to news around global trade, tariffs, Facebook and another increase in interest rates. After all was said and done we sit at -1.22% for the first quarter of 2018.

We believe the tariff plans were classic Trump negotiating. After making the big announcement, he scaled back the deal to exclude Canada and Mexico, the next step was to negotiate with countries one by one, and now they are in talks with China. We believe the noise will continue, but one must remain stalwart and not let this get in the way of the larger story...corporate earnings and stock buybacks. We still remain optimistic on US and International equities. The bond market has not been able to avoid the volatility either. We saw the bond market (as measured by the Barclays Aggregate) drop -1.46% for Q1 '18. Fears of inflation and rising interest rates have been the contributors to the volatility in this space.

Bitcoin update – We hope readers of this newsletter took good notes on our thoughts on Bitcoin last quarter. After rallying to almost \$20,000 it has dropped more than 50% to under \$10,000. We cautioned about the volatility and we still advise to tread carefully as you are walking on thin ice in the cryptocurrency markets.

Market Update as of 03/30/18

<u>Stocks / Equities</u>	<u>Bonds / Fixed Income</u>
<ul style="list-style-type: none"> S&P 500: -1.22% MSCI EAFE (International): -2.37% 	10 Year US Treasury Yield: 2.74% Barclays US Agg: -1.46%
<ul style="list-style-type: none"> Consumer Discretionary & Technology leading sectors Telecom & Consumer Staples lagging sectors 	Federal Reserve increased Fed Funds target rate to 1.50% - 1.75%.
<ul style="list-style-type: none"> Growth outperformed Value Small Caps outperformed Large Caps 	

Hery Household

We, as many others, are anxiously awaiting the arrival of Spring. Put away the hockey equipment and bring out the baseball / lacrosse equipment and the golf clubs. We are planning on a Florida trip to visit family and will unfortunately miss a day or two of school (Spring Break has been reduced to a couple of days due to the March Nor'easters). The boys are over the Patriots Super Bowl loss and very excited about the Boston Bruins as they make their run for the Stanley Cup.

Wine Recommendations

Please see below for some of our favorite selections from Wine Spectator's 2017 Wines of the Year:

<u>Category</u>	<u>Name</u>	<u>Price</u>	<u>Vintage</u>	<u>Varietal</u>
Value	Gruet Blanc de Noirs – New Mexico	\$12	NV	Sparkling Blend
Mid-Range	Katherine Goldschmidt Crazy Creek	\$20	2015	Cabernet
Guilty Pleasure	Duckhorn Three Palms Vineyard	\$85	2014	Merlot



Zamira A. Sanchez, CLTC
 Partner, Money At Work, LLC
 Registered Client Services Manager
 Zamira.sanchez@moneyatworkllc.com

From the Desk of Zamira Sanchez

I'm not sure if I can say Happy Spring, with 10 inches of snow on the ground. I'm hoping we are done with the winter storms and we can move on to the nicer weather. With that said I hope everyone, was warm during the winter months and that you had a chance to accomplish your New Year's resolutions.

I thought I would discuss some general planning topics in this Spring Newsletter. Currently, I am in the process of selling my home and purchasing a new one. This is going to be one of the biggest decisions in my life and I am sure many of you can relate. Thankfully, I had done some planning ahead of time so I went into this knowing what to expect. The expression, Fail to Plan, Plan to Fail is very true.

With increasing demands on how money is spent and the limited amount of time available, we can't ignore the fact that the importance of having a financial plan is ever increasing. The question is how to create a financial plan that works for you? Here are three tips on how to do that.

1. Start With What's Important to You

Financial planning should be about what's at the heart of your existence. What do you value and what do you want out of life?

2. If It's Important to You, You're More Likely to Stick with It

How many of us have heard if you don't start saving now you'll never retire? If the heart and soul of your financial plan are achieving the things in life you cherish, your willingness to sacrifice will be that much greater.

3. Partner With the Right Financial Professionals

If you're going to create a financial plan, you need to identify the people that will help you achieve these goals. Money At Work tries our best to guide you to make the right decisions and keep you on track to your plan.

Like most things in life, financial plans rarely work out exactly the way they were drawn up the first time. As your life evolves and your plans change, so will your financial plan. Having a plan that focuses on what's most important to you and your family and working with us will increase your confidence in achieving the goals that have the most meaning to you.

Sanchez Household

Karina started Pre-K 3 last January and loves it. She has already learned so much. Zayden finished up wrestling in February and took 3rd place in his weight class. David and I were so proud of him. Both kids will start soccer in April, this will be Karina's first time playing. David and I have been busy prepping our home for sale. You don't realize how much stuff you accumulate over the years until you have to move it. We are hoping we will be in a new home by the summer! Pictured at the top is all of us snowtubing in the Poconos last February in 20-degree weather.



Having a plan that focuses on what's most important to you and your family and working with us will increase your confidence in achieving the goals that have the most meaning to you.



What's New At Raymond James

The team at Money At Work wants to give our clients A+ service and Raymond James enables us to do so with cutting edge, high quality technology.

Client Onboarding

In February of 2018, Raymond James rolled out the Client Onboarding and Maintenance (COB) application to our branch. The COB process is a new, client-focused, streamlined account opening procedure. It has redesigned client documentation to help us efficiently begin new client relationships while adhering to the highest compliance and client service standards. This approach helps us and our clients gain efficiency, accuracy, and speed. Our branch has been very happy with it as it cuts down on paperwork and account errors. In past newsletters we have talked about signing documents with E-signature via DocuSign. COB is integrated with E-Signature so it makes it very easy to send forms to our clients for their electronic signature.

Investor Access

For those of you who are using Investor Access, please be advised that each person must have their own login, that includes a husband and wife. If you would like to turn off paper statements each individual will have to log in to their own account to do so. Also, if you haven't logged into your Investor Access for more than six months, your online statements will be converted to paper delivery. This is something we have no control over, but feel free to contact us with any questions.

Important Dates / Upcoming Events

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

Easter	April 1 st
2017 Tax Return Due	April 17 th
Mother's Day	May 13 th
Memorial Day	May 28 th
2nd Quarter Estimated Taxes Due	June 15 th
Father's Day	June 17 th
Family Day @ Monmouth Racetrack	July 15 th
MAW Client Appreciation	November 17 th

APRIL 2018						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

MAY 2018						
S	M	T	W	T	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

JUNE 2018						
S	M	T	W	T	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

Contact Us:

Money At Work, LLC
390 Route 10 West, Suite 301
Randolph, NJ 07869

Phone: (973) 895-1133

Fax: (973) 895-5558

Money At Work, LLC is not a registered broker/dealer and is independent of Raymond James Financial Services, Inc. Securities offered through Raymond James Financial Services, Inc., member FINRA / SIPC. Investment advisory services offered through Raymond James Financial Services Advisors, Inc. Links are being provided for information purposes only. Raymond James is not affiliated with and does not endorse, authorize or sponsor any of the listed websites or their respective sponsors. Raymond James is not responsible for the content of any website or the collection or use of information regarding any website's users and/or members. Raymond James is not affiliated with Gruet Blanc de Noirs – New Mexico or Katherine Goldsmith Crazy Creek or Duckhorn Three Palms Vineyard. The foregoing information has been obtained from sources considered to be reliable, but we do not guarantee that it is accurate or complete, it is not a statement of all available data necessary for making an investment decision, and it does not constitute a recommendation. Any opinions are those of the team at Money At Work, LLC and not necessarily those of Raymond James. The team at Money At Work, LLC, Raymond James Financial Services, Inc., its affiliates, officers, directors or branch offices may in the normal course of business have a position in any securities mentioned in this report. This information is not intended as a solicitation or an offer to buy or sell any security referred to herein. International investing involves special risks, including currency fluctuations, differing financial accounting standards, and possible political and economic volatility. There are special risks associated with investing with bonds such as interest rate risk, market risk, call risk, prepayment risk, credit risk, reinvestment risk, and unique tax consequences. Sector investments are companies engaged in business related to a specific sector. They are subject to fierce competition and their products and services may be subject to rapid obsolescence. There are additional risks associated with investing in an individual sector, including limited diversification. Diversification does not ensure a profit or guarantee against a loss. Keep in mind that individuals cannot invest directly in any index, and index performance does not include transaction costs or other fees, which will affect actual investment performance. Past performance is not a guarantee of future results. Raymond James does not offer tax or legal advice and services. You should discuss any tax or legal matters with the appropriate professional. The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market. MSCI EAFE (Europe, Australasia, and Far East) is a free float-adjusted market capitalization index that is designed to measure developed market equity performance, excluding the United States & Canada. The EAFE consists of the country indices of 21 developed nations. Barclays Aggregate Bond Index is comprised of the Government/Corporate, the Mortgage-Backed Securities and the Asset-Backed Securities indices. U.S. Government Bonds and Treasury Bills are guaranteed by the U.S. government and, if held to maturity, offer a fixed rate of return and guaranteed principal value.