



Spring 2020

Inside This Issue

- 1 **From the Desk of Edward Metz**
 - Market Commentary
 - Naples Fishing
 - National Conference
- 2 **From the Desk of Erica Metz**
 - International Women's Day
- 3 **From the Desk of Zamira Sanchez**
 - CARES ACT –Retirement Plans
- 4 **What's New at Raymond James**
 - ZOOM – Virtual Meetings
- 4 **Important Dates**

Zamira, Erica and I continue to review performance vs. the market indices on a weekly basis and make moves as we see fit.



Enjoying our catch from the Gulf

From the Desk of Edward Metz

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



We hope that you are safe and healthy due to the worldwide Coronavirus attack. MAW and Raymond James have taken all necessary precautions during this time.

Market Commentary

It has been an extremely rough ride these past few months due to the Virus. So what has MAW been doing to minimize the damage? We felt that the markets would slow at some point but felt it was more likely to occur in 2021 or 2022 since the economy and unemployment have been extremely favorable. Zamira, Erica and I meet every Monday to analyze investment performance and based on current market conditions as well as the market outlook decide if changes need to be made. If you have any questions or concerns, or more specific information as it relates to your portfolio, please do not hesitate to reach out to us. The MAW team has been working remotely from home but with technology and the nature of our business we can easily connect with you. We would like to use this time as an opportunity to meet with you via ZOOM to review your portfolio as well as your financial plan. Please reach out to us if you would like to have a review.

Naples fishing

In February I had the pleasure of going fishing 10 miles off shore in the Gulf. I truly enjoyed this as we caught quite a bit of fish and then the local restaurant cooked it for us. I have not fished since I was 11 when I caught some catfish with my grandfather in Split Rock Reservoir. Besides that lots of golf and dinners with friends and clients that are also in the Naples area this time of year. I have also spent quite a bit of time traveling back and forth to NJ but am thankful for such low airfares.

National Conference

The National Conference was to be held in Orlando late April but was cancelled due to the Coronavirus. Raymond James is scheduling virtual classes during that week which will allow the rest of the MAW team to participate. However, we will miss the camaraderie with RJ staff and other top advisors to network and share ideas.



Erica D. Metz CPA, MSA
Wealth Advisor, RJFS
Erica.metz@moneyatworkllc.com

From the Desk of Erica Metz

International Women's Day

I hope everyone is staying healthy during this Coronavirus pandemic! Before all of this craziness started with the virus, we just finished celebrating International Women's Day which took place on March 8th. For those who may not know, the purpose of this day is to bring attention to the social, political, economic, and cultural issues that women face, and to advocate for the advance of women within all those areas. It is also a day to recognize women who've made significant contributions to the advancement of our gender. This March 8th brought more meaning to me compared to other years since, as a female advisor, we only represent 15% of all advisors in our industry and we have come a long way!

Women Investors

Being a female advisor, I wanted to focus on women as investors. Men and women view their finances very differently. It is known that men are more performance driven while women are more goals based and that men take more risks as investors, while women may be more conservative with their investments. Women are proven to live longer than men and when their spouse eventually passes away, 70% of the women investors leave their current advisor. Why is that? Most likely lack of communication and also lack of a relationship. That is why, here at Money At Work, we always stress that for every meeting, whether it is an annual review or a financial planning meeting, that both spouses attend because those differing opinions and outlooks **MATTER** to your overall financial plan. We recently held a Women's Client event at my house in February. We had a sommelier come from NYC to conduct a wine tasting with wines made only by women wine makers! With over 20 people in attendance, we all had a blast! I look forward to hosting more Women client events in the future.

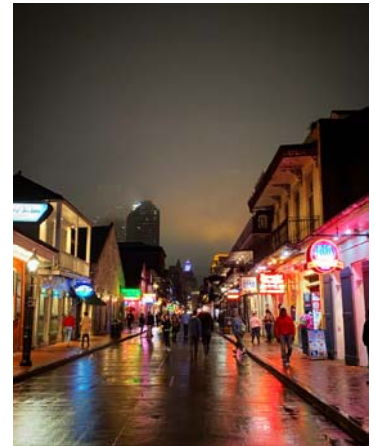
[Click Link for More Info](https://www.raymondjames.com/moneyatworkllc/our-clients/women-investors)

<https://www.raymondjames.com/moneyatworkllc/our-clients/women-investors>

The Life of Erica Metz

In the first week of March I was able to attend the Raymond James Alternative Investments and Structured Notes Summit in New Orleans. Out of 120 advisors in attendance, I was actually 1 of the 2 female advisors! Since we are such big fans of structured notes, it was great to network with the other advisors and to see what other protection strategies are out there!

As far as my personal life, other than making trips to Boston or hosting my friends in Randolph, we actually had a girl's spa weekend in CT. Seven of us stayed the weekend at The Spa at Norwich Inn which is very close to Mohegan Sun and Foxwoods. I highly recommend the hotel and spa for any girl's weekend, mother-daughter vacation, or a bachelorette weekend. It was a phenomenal weekend of relaxation and spending time with my very close friends!



Bourbon Street

*That is why, here at Money At Work, we always stress that for every meeting, whether it is an annual review or a financial planning meeting, that both spouses attend because those differing opinions and outlooks **MATTER** to your overall financial plan.*



Womens Wine Tasting



Zamira A. Sanchez, CLTC
 Partner, Money At Work, LLC
 Operations Manager, RJFS
 Zamira.sanchez@moneyatworkllc.com

From the Desk of Zamira Sanchez

Happy Spring everyone! In the face of all the volatility in the market, we're all concerned about our investments and retirement plans. The good news is that things will get better, but it will take time as the world adjusts to the current reality. Pandemics and public health emergencies, like the COVID-19 crisis, can affect our lives in ways that we could not have imagined. Our team monitors the events daily and we are here to help guide you through your specific situation. The government response has some relief for retirees and those who will be retiring. With that said, I would like to highlight some important facts in the Coronavirus Aid, Relief, and Economic Security (CARES) Act, as it relates to retirement plans, distributions and contributions.

TEMPORARY WAIVER OF REQUIRED MINIMUM DISTRIBUTIONS (RMDs)

RMDs for qualified account holders are waived for 2020. RMDs for inherited or beneficiary-qualified account holders are also waived for 2020. Qualified Charitable Distributions (QCDs) will not count toward RMDs for 2020 since they have been waived.

PENALTY-FREE DISTRIBUTIONS FROM RETIREMENT ACCOUNTS

A coronavirus-related distribution of up to \$100,000 can be made from IRAs and/or employer-sponsored retirement plans by an individual impacted by the coronavirus. While withdrawals from retirement plans will likely have a negative impact on retirement plans, such withdrawals for individuals under age 59 1/2 will avoid the 10% federal premature distribution penalty tax. The distribution will still be taxed as ordinary income. A taxpayer can elect to include all of the income from a coronavirus-related distribution in their 2020 income or spread the income over three years (2020, 2021 and 2022). In addition, the affected individual has up to three years after the day of the distribution to roll over all or a portion of the amount back into the retirement account.

[CLICK LINK FOR MORE INFO](#)

<https://www.washingtonpost.com/business/2020/03/30/coronavirus-stimulus-cares-act/>

LOANS FROM QUALIFIED PLANS

Employer-sponsored retirement plans such as 401(k)s and 403(b)s normally allow loans of up to 50% of the vested account balance not exceeding \$50,000. The limit has been raised substantially to 100% of the vested account balance up to \$100,000. This rule applies to loans taken within 180 days of the enactment of the bill.

CHARITABLE CONTRIBUTIONS

For 2020, cash charitable contributions can be deducted up to 100% of adjusted gross income (AGI). Previously, a taxpayer could only deduct up to 60% of AGI for cash contributions (increased in 2018 from 50% of AGI due to the 2017 Tax Cuts and Jobs Act). Excess charitable contributions can still be carried over five years.

SANCHEZ HOUSEHOLD

We kept very busy this winter with work, sports, and several birthday parties for the kids. We celebrated my birthday in February with a long weekend in Vermont skiing. The kids had a blast. Zayden became an expert. It has been a very real experience home schooling small children and working full-time. Although it's overwhelming at times I enjoy being with my kids more. It'll be over in the blink of an eye. Zayden and Karina are supposed to start track this Spring but it has been postponed just like everything else. We hope to get them out soon. Stay healthy everyone.



RMDs for qualified account holders are waived for 2020. RMDs for inherited or beneficiary-qualified account holders are also waived for 2020.



Jay Peak, VT

What's New At Raymond James



As many of you know our team utilizes ZOOM Enterprise as a virtual meeting solution for those who cannot make it into the office for their review. Now more than ever, with social distancing being the new normal, we want you to know that we are still fully capable of meeting with you to discuss your accounts and review your financial plan or answer any questions you may have. With Zoom you can connect securely and privately from your computer or any mobile device at any time. Please contact us to set up your appointment.



Important Dates / Upcoming Events

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

Good Friday	April 10th (NYSE Closed)
Estimated Taxes Due	April 15th (Extended July 15th)
2019 Tax Deadline	April 15th (Extended July 15th)
Memorial Day	May 25th (Markets Closed)
MAW Client Appreciation	November 14th



<https://www.facebook.com/MAWLLC/> <https://www.linkedin.com/company/mawllc/>



Contact Us:
Money At Work, LLC
390 Route 10 West, Suite 301
Randolph, NJ 07869
Phone: (973) 895-1133
Fax: (973) 895-5558
Website:
www.moneyatworkllc.com

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. 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. There is no guarantee that these statements, opinions or forecasts provided herein will prove to be correct. This information is not intended as a solicitation or an offer to buy or sell any security referred to herein. Past performance is not a guarantee of future results. All investing involves risks, including possible loss of principal amount invested. No investment strategy can guarantee your objectives will be met. Raymond James does not provide tax advice. Be sure to consult with a tax advisor in regards to your particular situation.