

## Spring 2021

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*At MAW we continue to monitor market conditions very closely and make adjustments when we feel it will be advantageous to our clients.*

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*Golf at Streamsong, FL*

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### From the Desk of Edward Metz

Spring is finally here, people are getting vaccinated and hopefully will spend some time with friends and loved ones outside.

#### **Market Commentary**

The S&P gained 6.17% for the quarter with the anticipation of businesses re-opening and consumers anxious to spend. Value funds are outperforming Growth funds for the first time in many years. The Barclays Aggregate US bond index, on the other hand, experienced a loss of 3.37% as the 10-year treasury bond rose to roughly 1.7% with anticipated inflation ahead. This is a reversal of 2020 when interest rates dropped significantly. At MAW we continue to monitor market conditions very closely and make adjustments when we feel it will be advantageous to our clients.

#### **Staffing**

Due to the continued growth at MAW we have also hired another full time person effective April 6, 2021. Christina "Chris" Dreitlein has over 25 years of experience in the industry and has her Series 7, 63 and life insurance licenses. We welcome her to the firm. With these additions we plan to have five licensed individuals in the firm by year-end. This is extremely important as many services can only be performed by licensed individuals. Lisa Padewski, who has vast experience in the bond market has been a great addition to MAW. She started over a year ago and has agreed to go full time in September. We couldn't be happier. On a somber note, in February, Corinne's mom passed away. She was very close to her mom and is having some difficulty with her passing. We hope that she recovers soon and will be able to join us again at MAW. While Corinne has been out Lisa has worked full time and the rest of the team has pinched in. Chris's addition will help as well.

#### **Metz Household**

The Metz family spent most of the winter hunkered down like everyone else but I did manage to spend most of that time in Naples, Florida –so I have no complaints except that I came down with Covid Pneumonia on February 24<sup>th</sup>. I did not lose my sense of smell or taste but was very tired and had a nagging cough. It took about a month for a full recovery. As usual I got in lots of golf and saw many clients who come to the area in the winter.



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## From the Desk of Erica Metz

"Spring is a lovely reminder of how beautiful change can truly be." We sit here one year after the pandemic has truly rocked us all. But now, just in time for spring, restrictions are loosening as more and more people are receiving the COVID 19 vaccine. Hopefully soon, COVID will be something of the past.

In March, we celebrated Women's History Month and, in this issue, I would like to talk about Women and Wealth. Women investors have 1/3 of the world's wealth under their control and are actually adding \$5 trillion to the wealth pool every year. However, most of these women feel misunderstood by their advisor and there is a disconnect. At Money at Work, we focus on the relationship and the experience factor, rather than just simple black and white numbers. As I have stated before, women are usually more goals-based investors while men are usually more performance-based investors. That is why we stress the importance of a personal financial plan and that as your trusted advisor, we are in a partnership, and we will walk through the stages of your life together. For couples, it is so important that both attend our meetings and both have a voice. For newer couples, it's important to talk about money in your relationship and make sure you are on the same page. To practice, set aside 2-3x a month for a "money date" where you can sit back, drink a glass of wine, and talk about all things money related. It could be about how to fund college, your current budget, or just your short-term goals. If you need an unbiased moderator, I would be more than happy to jump in and help! All in all, it's so important to have that connection and that relationship, so now that COVID seems to be winding down, I look forward to connecting with all of you outside of the conference room (or zoom meeting) soon!

### The Life of Erica Metz

Back in January I was asked to join the Raymond James NextGen Technology Advocacy Group. I was one of 10 advisors selected from all over Raymond James to join the original group of 11. This is a group where my input will help identify and address the unique technology needs of young advisors and their clients, shaping the future of technology at Raymond James. The most exciting thing is that our client's feedback (YOUR FEEDBACK) can be heard and vocalized directly to the source! We will also be one of the few branches that will be able to pilot new technology initiatives! Please let us know what you like or your comments about RJ Technology and if you haven't already, please follow us on Facebook and LinkedIn.

Another exciting update is that I have signed a lease for a new apartment in Morristown! I moved at the end of March and I am so excited to be in the center of all the action again! I have been busy getting excited to decorate and ready to host a lot of parties! Spring is such a perfect time for a new beginning!



*That is why we stress the importance of a personal financial plan and that as your trusted advisor, we are in a partnership, and we will walk through the stages of your life together.*





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## From the Desk of Zamira Sanchez

Happy Spring everyone. I'm looking forward to warmer weather after all the snow we had this winter.

I thought it would be a good idea to discuss how the pandemic has increased the awareness of the need for Long term care insurance in this issue. If Americans have gained anything positive from the pandemic, it's that they are now re-thinking how they plan their financial futures. A large percentage of deaths attributed to COVID-19 have occurred among nursing home patients. These deaths have caused many of us to include long-term care planning as part of our retirement blueprint. Many people are also realizing the need for LTC products and services as many older Americans choose to stay in their homes as long as possible. This choice is putting a burden on many caregivers, who have to take time off from work to care for them. Simply put, long-term care insurance pays for your care, either at home or in a facility, if you were no longer able to care for yourself. We don't yet know the full impact of COVID-19 on long-term care insurance; however, some carriers have already implemented rate increases and changed plan benefits. Rates will likely continue to increase, and underwriting criteria will become more stringent. People who don't obtain long-term care policies when they are younger and in good health might discover it's nearly impossible to get a policy later in life. As most of you know we are a full-service firm, and we can review your long term care options. There are many different products available to us including hybrid policies which can contain an element of life insurance or an annuity for example. Many people are not aware that traditional LTC insurance policies are customizable, so you don't necessarily need something with all the bells and whistles, especially if you have savings. This is just something to keep in mind, but as always if you have questions please feel free to contact us or mention it at your next review meeting.

### Sanchez Household

We kept busy this winter with work, home schooling, and trying to spend some time with family and friends. We spent a long weekend in Vermont skiing, it's sort of tradition now. It made me so happy that the 4 of us could all ski the mountains together for the first time. Zayden and Karina will start track this Spring. Last year this wasn't possible, so we are looking forward to it. Both kids will be back to school 5 half days a week soon and I'm thrilled.

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*Many people are also realizing the need for LTC products and services as many older Americans choose to stay in their homes as long as possible*

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*People who don't obtain long-term care policies when they are younger and in good health might discover it's nearly impossible to get a policy later in life.*

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*Jay Peak, Vermont,  
February 2021*

These policies have exclusions and/or limitations. The cost and availability of Long Term Care insurance depends on factors such as age, health, and the type and amount of insurance purchased. As with most financial decisions, there are expenses associated with the purchase of Long Term Care insurance.

Guarantees are based on the claims paying ability of the insurance company.



## REMINDER: Utilize the Vault in Client Access

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.

Although we've discussed this feature before, we believe it's worth mentioning again. The Vault is a secure online file sharing and content management platform that can be accessed from Client Access on any internet-connected computer or mobile device. Popular items to store in the Vault are client performance reports, insurance policies, outside investment information (401(k), tax returns, wills, etc. This enables us to have a more holistic view of client assets when preparing Financial Plans and Client Reviews. The vault offers many layers of digital security creating a safe online location to store important files. Money At Work now uploads a copy of reports that were discussed with clients at their review meeting to the Vault so that clients and the advisor can refer back if need be.

**Safely store  
digital files  
in the Vault  
and access  
them  
anytime in  
Client  
Access.**

## Important Dates / Upcoming Events

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

<b>Good Friday</b>	<b>April 2<sup>nd</sup> (Markets Closed)</b>
<b>Estimated Taxes Due</b>	<b>April 15<sup>th</sup></b>
<b>2020 Tax Deadline</b>	<b>April 15<sup>th</sup> (extended to May 17<sup>th</sup>)</b>
<b>Memorial Day</b>	<b>May 31<sup>st</sup> (Markets Closed)</b>
<b>Estimated Taxes Due</b>	<b>June 15<sup>th</sup></b>
<b>MAW Client Appreciation Event</b>	<b>November 6<sup>th</sup></b>

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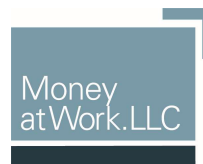


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