



## Spring 2022

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Philadelphia, PA

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### From the Desk of Edward Metz

Spring is officially here, and I hope warmer weather allows us to enjoy some outdoor time with friends and family. The MAW team has settled in nicely to our new office space and we have enjoyed seeing clients in the office once again.

#### Market Commentary

The Winter was a little cold and so were the equity and fixed income markets. The S&P 500 for the first quarter lost 4.6% and the Bloomberg US Aggregate Bond Index fell 5.93%. High inflation along with vastly rising oil prices are the primary reasons. 30-year mortgages have risen to over 4% and the municipal bond market was hit quite hard. Economists project approximately seven interest rate hikes for the remainder of the year. These items are reflected in the current equity markets. We expect inflation to eventually drop a bit but to remain higher than recent years. Most analysts feel the worst is over but do not anticipate double-digit returns by the end of the year. We, at MAW will continue to take advantage of opportunities to reduce risk wherever we can during these volatile times.

Erica and I recently attended the Raymond James Northeast Regional Conference in Philadelphia. It was great to spend some time with other advisors and the Raymond James management team. This was the first in-person conference in over two years. We learned about some great services that RJ can provide us as well as our clients. It is always our mission to provide you with the best service possible.

I spent most of the Winter in Naples and enjoyed seeing many of you down there as well. I will spend some more time down there until Mid-May when we attend the National Conference in Nashville.

Seamus and Gabriela are doing well in the office as Seamus is taking the required exams and will also cover Gabriela's responsibilities while she is on maternity leave beginning April 15<sup>th</sup>. We wish her a happy and healthy delivery and look forward to her return. Lisa and Zamira will also, as always, fill in where needed. We truly have a TEAM approach.

Once again, I hope everyone has a great Spring and let us know if there is anything else we can assist you with or if there is anyone else that might benefit from our services.



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## From the Desk of Erica Metz

Well, it has been an interesting and rocky start to 2022 pertaining to the markets. However, the MAW team is working hard to find opportunities and reduce risk where possible.

Since the market has been a little unstable this year, I would like to spend some time on millennials (my generation) and how they feel about investing. Millennials are actually the only generation that currently favors cash over other investments.\* This fact is so interesting because they have one of the longest time horizons for their investments so they have the ability to survive the ups and downs. But they remain scared or intimidated by the stock market. If you think about it, the last time the market ended the year in pretty big negative territory was 2008. Watching their parents lose their jobs and retirement savings, took a toll on their attitude on investing and especially who they trust with their investments. There is also a large percentage of millennials who don't know where to start when it comes to investing or have a false belief that you need to have a lot of money to start investing. This is where education bridges that gap. It's important for millennials to start a relationship with an advisor, someone who they trust, to educate them about markets and how to try to avoid mistakes. Starting early is the best way to jump start your retirement savings and we will be by their side the entire time. Like I said, Millennials refer to people they trust, their parents, so if I haven't met your adult children yet I would love to start that conversation as early as possible. If they aren't ready to start that conversation with me by themselves, it would be great for them to attend the parents review and/or financial planning meeting so they can see and learn. Right now, the markets seem scary and volatile, but it doesn't have to be with the right advisor helping you.

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

Other than visiting Naples in February, this quarter was all about Raymond James conferences. In March, I attended the alternative investment and structured notes conference in NYC and also the Regional Conference in Philadelphia with my dad. After two years, it was great to be face to face with home office staff and other advisors. It was shocking to me how many connections I have formed over that time period and was finally able to meet them in person! I have learned a lot to take back to MAW and excited for more conferences to come. Check out my LinkedIn and Money at Work's Facebook to see my post discussing the conference in more detail.



Naples, FL

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Versace Mansion  
Miami, FL



Regional Conference –  
Womens Breakfast  
Philadelphia, PA



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## From the Desk of Zamira Sanchez

It has been a cold start to the season but I'm looking forward to the warmer weather.

Many of you may or may not know that I have a Long-Term Care designation. With that being said, I thought it would be prudent to discuss why it may be a good idea to consider long term care insurance in your financial future.

Insurance companies offer many different long-term care products with various bells and whistles (such as LTC with life insurance or annuities), so it is important to determine what you would like to cover and what you can afford to pay on premiums. Since you have no idea of what the future holds for you, and there are many variables and unknowns — such as if and when you will need care or how much the insurance company may raise the premiums in the long term — this decision comes down to what makes you feel confident. You will also need to make sure you qualify for long-term care, as some pre-existing conditions may prevent you from being insurable. Please note that while traditional LTC policies have strict underwriting guideline, some hybrid policies may have less stringent guidelines. The rates you pay also depend on other things such as:

- **Your age and health:** The older you are and the more health problems you have, the more you'll pay when you buy a policy. Typically, the best time to apply is between age 55 and 65.
- **Gender:** Women generally pay more than men because they live longer and have a greater chance of making long-term care insurance claims.
- **Marital status:** Premiums are lower for married people than for single people.
- **Insurance company:** Prices for the same amount of coverage will vary among insurance companies. That's why it's important to compare quotes from different carriers.
- **Amount of coverage:** You'll pay more for richer coverage, such as higher limits on the daily and lifetime benefits, cost-of-living adjustments to protect against inflation, shorter elimination periods, and fewer restrictions on the types of care covered.

As you make a long-range financial plan, the potential cost of long-term care is one of the important things you'll want to consider. If you are between the ages of 55 and 65 and your mortgage and college costs are paid off, then we recommend you reach out to us to implement Long Term Care insurance into your retirement plan.

### Sanchez Household

Spring is here and our family is adjusting to the season's sports schedule. Zayden and Karina are also scouts so we have a lot of outdoor events coming up such as camping and hiking etc. Karina started back in gymnastics over the winter, she really has a passion for it. In February we spent a long weekend in Vermont skiing. The kids are doing fabulous with it. We also visited our long-time friends in Chicago, to celebrate a 40<sup>th</sup> birthday.




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*Since you have no idea of what the future holds for you, and there are many variables and unknowns — such as if and when you will need care or how much the insurance company may raise the premiums in the long term — this decision comes down to what makes you sleep well at night.*

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*Vermont, 2021*

## Reminder: Add External Accounts 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. Within Client Access, **External Accounts** consolidates all Raymond James and client-initiated outside accounts to provide clients with a holistic view of their financial picture. In just a couple of clicks, you can add accounts not held with Raymond James like bank accounts, as well as liabilities such as credit cards or mortgages. This makes collecting information more automated with less paperwork and makes it easier for us to create and update your financial plan. Through our software, all of your account balances will be integrated and updated daily and will help you to see your actual net worth versus your plan. Contact us for more information.



### Client Benefits

- Consolidated View
- Comprehensive Financial Picture
- Convenient Summary Screen
- Security & Privacy
- Manually Entered Accounts



### Advisor Benefits

- Consolidated View
- Streamline and Automate
- Comprehensive Planning & Reporting
- Enhanced Client Experience

## Important Dates / Upcoming Events

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

<b>Good Friday</b>	<b>April 15<sup>th</sup></b> (Markets Closed)
<b>Estimated Taxes Due</b>	<b>April 18<sup>th</sup></b>
<b>2021 Tax Deadline</b>	<b>April 18<sup>th</sup></b>
<b>Memorial Day</b>	<b>May 30<sup>th</sup></b> (Markets Closed)
<b>Estimated Taxes Due</b>	<b>June 15<sup>th</sup></b>
<b>MAW Client Appreciation Event</b>	<b>November 12<sup>th</sup></b>



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Long Term Care policies have exclusions and/or limitations. The cost and availability of Long-Term Care insurance depend 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.

The Bloomberg Barclays US Aggregate Bond Index is a broad-based flagship benchmark that measures the investment grade, US dollar-denominated, fixed-rate taxable bond market.

The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market.

Indices are not available for direct investment. Any investor who attempts to mimic the performance of an index would incur fees and expenses which would reduce returns.

<https://moneyguy.com/2019/10/why-are-millennials-afraid-of-investing/>