



NEWSLETTER

Summer 2018

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From the Desk of Edward Metz

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Welcome to the Summer edition of our quarterly newsletter. We truly hope you enjoy hearing our perspectives as to our market outlook, events we are holding, continuing education we receive and how we enjoy our time with our families. The MAW team has always felt the better we get to know you, the better we are able to understand your objectives as well as your risk tolerance. The market outlook is still quite positive for the economy and the stock market. Jobs, inventory values and corporate earnings are all favorable. So far this year the bond market is slightly negative as long-term interest rates finally rose above 3% for a week or so after many years being quite lower. As of July 17th, the 10-year treasury is at 2.86%.

In May, Lou, Erica and I attended the Raymond James National Conference at National Harbor in Maryland. All in all, about 5000 people were in attendance. We had an opportunity to hear some great speakers on a variety of topics, spend valuable time with Raymond James senior management and staff, and network with other Raymond James independent advisors. We also get exposed to the latest and greatest new features coming from the technology group. It was all very exciting.

Nancy, Erica and I enjoyed our trip to Australia and New Zealand. We visited Sydney, Ayers Rock and Cairns in Australia and Queenstown and Auckland in New Zealand. Kangaroos and Koala Bears were the highlight. Erica is well on her way having passed the Series 7 exam and is now onto Series 66. All is good. We also used our Marriott timeshare week to go to St. Kitts Marriott Vacation Club the last week of June and had a great time. That should be it as far as vacations go for a while.

We thoroughly enjoy working with all of you and will continue to do our best to provide the best service possible service that you deserve. Should you have someone that you feel would benefit from our services kindly keep us in mind.



MONEY AT WORK
 Purse - \$16,500
 Just In Time Racing LLC, Owner
 Mario Serey, Jr., Trainer
 Angel Arroyo, Rider
 1 Mile 1/16 1:47 2/5
One Tough Angel
 Channel Surfing 2nd
 Kentucky Road 3rd
 July 15, 2018
 © Equi-Photo.com



Momouth Park Racetrack



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From the Desk of Lou Hery



Battle Royal: Corporate Earnings vs Trade?

The story of the second quarter continues to be strong earnings facing off against the ongoing trade tensions between US, Europe and China. When talks are tough, the markets sell off...when talks are friendly, the market rallies. It has been this volley back and forth that leaves us at 2.65%YTD for the S&P500. In the bond market, returns are typically affected by credit risk and interest rates. Credit has been quiet as the economy keeps chugging along, again earnings are strong and unemployment is low. The story has been increasing interest rates with the Federal Reserve increasing the Fed Funds rate to 2%, as well as the 10 Year Treasury yield increasing to 2.85%, from 2.41% at the beginning of the year. This has left the bond market, (as measured by the Barclays Aggregate) down (1.62%) year to date.

Market Update as of 6/30/18

<u>Stocks / Equities</u>	<u>Bonds / Fixed Income</u>
<ul style="list-style-type: none"> • S&P 500: 2.65% • MSCI EAFE (International): (2.75%) 	10 Year US Treasury rate: 2.85%
<ul style="list-style-type: none"> • Technology & Consumer Discretionary leading sectors • Telecom & Consumer Staples lagging sectors 	Federal Reserve increased Fed Funds target rate to 1.75% - 2.00%
<ul style="list-style-type: none"> • Growth outperformed Value • Small Caps outperformed Large Caps 	BBg Barclays Aggregate: (1.62%)

Hery Household

The last three months have been a whirlwind with the boy's athletic schedules. Hockey ended (sort of), and baseball and lacrosse went full speed when it wasn't raining. The boys had a great run to the Morristown National Little League AA finals but came up one game short. Now on to 8U All-Stars. The family will be traveling to Lake Ossipee in NH to celebrate our great nation's birthday. These days will be filled with tubing, skiing, fishing and plenty of heavily contested whiffle ball games under the lights. In addition, our weekends will be filled with trips to Ocean Beach III, NJ where Julie's parents have a shore house (no complaints about in-laws here). Lastly, I am proud to relay that Julie played her first 9-hole round of golf, and I am hoping she catches the golf bug like I did years ago.

Wine Recommendations

In the spirit of summer, we are focusing on wines you can enjoy by the beach or the lake. We hope you enjoy the summer. As always, please forward your favorites to us.

<u>Category</u>	<u>Name</u>	<u>Price</u>	<u>Vintage</u>	<u>Varietal</u>
Value	Elouan – Rose (Oregon)	\$11	2016	Pinot Noir
Mid-Range	Belle Glos Oeil de Perdix	\$17	2016	Pinot Noir Blanc
Guilty Pleasure	Domaine de la Janasse	\$20	Misc	Viognier



Zamira A. Sanchez, CLTC
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From the Desk of Zamira Sanchez

Its hard to believe its Summer already, especially when Spring didn't really feel like Spring. I spent most of the winter and beginning of Spring studying for the FINRA Series 9 and 10 exams. These licenses allow me to oversee daily operations and compliance. I passed the first exam in March and the second exam in April, I am so happy that is over!

In this newsletter, I thought I would briefly discuss the importance of long term care planning. As life expectancies in the United States continue to rise each year, people can anticipate extended youth and longer retirements. At the same time, the cost of any healthcare they may require continues to increase. As a result, more and more people are looking at long-term care insurance (LTC) as a way to protect their lifetime savings. The decision to make long-term care insurance part of your financial plan is an important one that you should approach much as you would any other major spending decision. How do you decide whether the risk of needing long-term care is worth the price of coverage? The answer depends on a number of factors including your age, financial condition, health status, and family situation. Policies are typically less expensive when you enter into them at a younger age. If you wait too long, premiums can be high and depending on your health, you may not qualify for coverage. The team at Money at Work can help with any questions you have related to this topic. Please contact us for more information.

Sanchez Household

Zayden graduated kindergarten in late June. He says he doesn't want to go to first grade because there will be too much homework. He has no idea that this is just the beginning. We will be headed to Chicago the week of July 4th to visit our best friends. Other friends of ours from Minnesota recently moved to Chicago so it will be nice to spend some time with them as well. We typically take day trips and enjoy the scene while we are out there. Zayden and Karina love hanging out with the other kids as they are all around the same age. When we come back both kids will be in Summer Camp every other week. The other weeks will be spent with grandparents. If you read the last newsletter you would know that I was in the process of selling my home. David and I are on the edge of our seats with the whole process. We are happy to say we closed on our new purchase July 16th.



Lincoln Park Zoo – Chicago, IL



Source: Longtermcareplanningnews.com

The decision to make long-term care insurance part of your financial plan is an important one that you should approach much as you would any other major spending decision.



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.

Omnibus 529 Plans

Many of you may be aware that last year around this time 2 of the major companies that we used for 529 Plans (Franklin Templeton & American Funds) were consolidated to a 529 Plan brokerage account with Raymond James. This means that we are now your single point of contact for managing your 529 College Savings Plans. In the past we had to contact Franklin and American directly in order to service your account. Now we are able to handle account inquiries, process requested transactions, provide combined account statements, and assist you with any other needs regarding your 529 Plan. As of April 26th, of this year John Hancock has also converted their 529 plan to omnibus brokerage accounts with Raymond James. If your 529 plan account was enrolled in ACH or EFT, the systematic investment will continue without any disruptions. Contact us if you have any questions.

Important Dates / Upcoming Events

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

Independence Day

July 4th

Senior Citizens Day

August 21st

Labor Day

September 3rd

Estimated Taxes Due

September 17th

MAW Client Appreciation

November 17th



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JULY 2018						
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