



## NEWSLETTER

Winter 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

---

*As 2017 came to a close we finally got tax reform.*

*With corporate rates down and individual rates changing as well we expect this to have a positive impact on the economy and the stock market.*

---

Nancy, Erica and I hope you and your family made the most of the holiday season. For the 125 of you that joined us at RRCC for the 20<sup>th</sup> Anniversary Celebration we hope you had a great time. Dominique and Julian did not disappoint anyone. Mark your calendars for November 17, 2018 as we bring them back again. Pictures of everyone enjoying the party can be seen on our Facebook page and website. Also be on the lookout for a return to Monmouth Racetrack this summer for Family Fun Day. This is a great event for grandparents, adults and children. We hope you can join us.

2017 was a great year for the stock market and a decent year for the bond market as well. We continue to feel optimistic on the stock market for this quarter and will be watching closely on both the stock and bond markets as we anticipate some interest rate hikes.

As 2017 came to a close we finally got tax reform. With corporate rates going down and individual rates changing as well we expect this to have a positive impact on the economy and the stock market.

MAW continues to experience growth at a nice pace and want you to know we are still accepting new clients. We are adequately staffed to provide you with the best service we possibly can. If you know of someone that you feel could benefit from our services, we ask that you kindly think of us.

We hope you have been enjoying these quarterly newsletters, weekly market emails, and quarterly Financial Journeys. Additionally, spend some time on our website [www.moneyatworkllc.com](http://www.moneyatworkllc.com) and like us on Facebook <https://www.facebook.com/Money-At-Work-LLC-237307282973683/>

Stay warm this winter.



20<sup>th</sup> Anniversary Celebration



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

**From the Desk of Lou Hery**



Stock Market, Tax Reform, Bitcoin...Oh My!

Between the stock market's performance, tax reform and bitcoin, I could fill this entire newsletter. The long awaited and long debated tax reform bill has passed and this does have some consequences. We recommend you consult with your CPA for specifics on how it will impact you, but in the world of investments the major takeaway is the reduced corporate tax rate from 35% to 21%. The team at MAW feels this is a tailwind for companies as it should provide, all things being equal, a direct increase to net earnings. Now for bitcoin...I do not go a day without friends, clients, millennials, or Uber drivers asking me my thoughts. First things first; bitcoin is not a security and we cannot provide any advice on anything related to cryptocurrencies. I do not know what the value is or should be and I don't think many people do. The one positive is the blockchain technology behind bitcoin is here to stay and being adopted by major corporations and institutions. With that being said, in my eyes bitcoin is not investing, but speculative and extremely volatile. It is traded in an unregulated market with no pure intrinsic value, and the price is solely determined by what someone else is willing to pay for it. Warren Buffet recently attributed the bitcoin price increase to one factor, FOMO (fear of missing out). If you decide to jump into the cryptocurrency market, please tread carefully and prepare for the worst.

**Market Update as of 12/29/17**

<u>Stocks / Equities</u>	<u>Bonds / Fixed Income</u>
<ul style="list-style-type: none"> <li>S&amp;P 500: 21.83%</li> <li>MSCI EAFE (International): 25.03%</li> </ul>	10 Year US Treasury Yield: 2.41% Barclays US Agg: 3.54%
<ul style="list-style-type: none"> <li>Technology &amp; Healthcare leading sectors</li> <li>Energy &amp; Telecom lagging sectors</li> </ul>	Federal Reserve increased Fed Funds target rate to 1.25% - 1.50%.
<ul style="list-style-type: none"> <li>International outperformed United States</li> <li>Growth outperformed Value</li> <li>Large Caps outperformed Small Caps</li> </ul>	\$10.1 Trillion of Global Government Bonds have yields below 0% (Barrons 12/11/17). This makes US Treasuries at 2.50% very attractive.

Hery Household

The September to December stretch of the year is always controlled chaos. Between school and its associated events, the hockey rink four days a week, and the Holidays, I truly do not know where the time goes. The boys are having a great year in the classroom and the rink. The tooth fairy has also paid our house regular visits since I last wrote (no pun intended). If anyone cares the going rate is \$5 for the first tooth, \$1 for all others.

Wine Recommendations

Please 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	Matua – Marlborough	\$10	2016	Sauvignon Blanc
Mid-Range	Bedrock California Old Vine Zin	\$25	2015	Zinfandel
Guilty Pleasure	Altesino Brunello di Montalcino	\$60	2012	Sangiovese



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

## From the Desk of Zamira Sanchez

Happy 2018! With the new year, it means resolutions and goals, many of which may be financial. There are a couple things I recommend that our clients and friends do in the new year. First thing to do is to get your annual free credit report, as it is not uncommon to find errors there. That can be obtained at <https://www.annualcreditreport.com/index.action> Something else that is important is to reset or update your retirement savings. You may have to update your contributions if you're over 50 as you are able to contribute more, or maybe you can just save more than you could the year before and should instruct your employer update your withholdings through salary deferral. You should also get an updated statement from Social Security. The social security statement can be accessed fairly quickly on the following website: <https://www.ssa.gov/myaccount/>.

This past year we did several financial plans for our clients. I would like to share my experience with one particular person in 2017 who was laid off from work. I'm sure that anyone who has something like this happen is most likely devastated especially if they are too young to retire or if they feel they have not accumulated enough assets to sustain retirement. This person is a long-time client and friend of Money At Work, so he looked to us for help with his situation. We gathered all of his information which included his outside banking and investment accounts, insurance information, liabilities and monthly expenses. As a reminder, most of this can be entered through Investor Access as an external account. When it was time for this client to come in to review a draft of his plan he was pleasantly surprised. He thought for sure that he would have to find work as soon as possible, however we were able to tell him that he didn't have to. He was able to retire! Of course, everyone's situation is different. The plans that I create in the Goal Planning and Monitoring system are customized for each person. We analyze your financial condition and create scenarios to find the best strategy to meet your goals. This is why it is important to have a plan so you know where you stand.

### Sanchez Household

I hope everyone enjoyed the holidays as much as I did. It's more enjoyable now with my little ones. Every year we have a very busy Christmas traveling to multiple locations and lugging several gifts around. As always, Zayden and Karina were overwhelmed with gifts and David and I ate more than we needed to. Zayden started wrestling in November for the Morris Knolls Junior Eagles. At his age they have non-competitive matches in order to get some exposure. I am not sure I can handle it, but he loves it. Thankfully it's a short season. Karina, will be starting Pre-K 3 in January. I am so excited for her. She is happy that she will be going to school like her big brother.

I wish you all the best of luck in 2018!




---

*We analyze your financial condition and create scenarios to find the best strategy to meet your goals.*

---



## 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.

### Mobile Check Deposit

*Mobile Check Deposit is a fast and easy feature that enables clients to safely and conveniently deposit checks into their accounts using the camera on their smartphone or tablet.* Clients will need to download or update to the most recent version of the Investor Access app for their Apple or Android device. To use the mobile app, they must first be enrolled in Investor Access through the desktop version of the site. Clients will have a menu option called Deposit Checks. First, they select the account in which they want to deposit the check, then enter the amount, take a picture of the front and back of the check, and click Make Deposit. They will receive a confirmation page and a confirmation email. They will also see the deposit in Pending Activity as soon as the check is submitted. We recommend that clients mark the check as deposited and retain it for 14 days to ensure it has been accepted and completely processed before properly destroying. Most accounts are eligible for Mobile Check Deposit with the exception of certain accounts such as, corporate, direct, minor, qualified plans, and SIMPLE IRAs.

## Important Dates / Upcoming Events

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

<b>New Year's Day</b>	January 1 <sup>st</sup>
<b>Estimated Taxes Due</b>	January 16 <sup>th</sup>
<b>Valentine's Day</b>	February 14 <sup>th</sup>
<b>President's Day</b>	February 19 <sup>th</sup>
<b>1099 Statements Mailed</b>	February 28 <sup>th</sup>
<b>Saint Patrick's Day</b>	March 17 <sup>th</sup>
<b>Good Friday</b>	March 30 <sup>th</sup>
<b>MAW Client Appreciation</b>	November 17 <sup>th</sup>

JANUARY 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			

FEBRUARY 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			

MARCH 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

### 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 Matua – Marlborough or Bedrock California Old Vine Zin or Altesino Brunello di Montalcino. 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.