



## Winter 2021

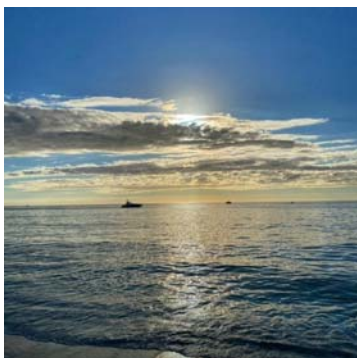
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*We, at MAW, remain cautiously optimistic but will continue to use preservation strategies to do our best to mitigate the damage when we do experience a market decline.*

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Naples, FL

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

We are happy to enter 2021 with the hope that COVID will soon be behind us as we get vaccinated and hopefully return to a somewhat normal life. Thanks to ZOOM more people have become comfortable meeting virtually. I plan to spend most of the winter in Naples. Erica, Zamira, Lisa and Corinne are in the office. No major trips have occurred and none are planned for the near future. I do plan to go to Scotland with three golf buddies in July (we were supposed to go last July). I hope that happens.

#### Market Commentary

Despite COVID, the stock market had a strong year with the S&P 500 posting an 18.4% gain. Technology, Consumer Discretionary and Communication Services led the way while Energy and Financials suffered a bit. The bond market, as stated by the Barclays Aggregate Index, was also positive at 7.51% primarily resulting in interest rates being reduced to 0%. However, this caused a liquidity problem near the end of March (many sales without offsetting buys) causing bonds to drop much more than usual. Fortunately, the liquidity has been coming back into the bond market and we are almost back to where we should be. Many economists feel 2021 will be a good year for stocks as consumers saved a record amount during the pandemic and feel consumer spending will be strong as we return to "normal". The housing market is also strong due to savings and record low interest rates. Prior to the pandemic unemployment was at historical lows and consumer sentiment that people will keep their jobs also makes buying a home more desirable. We, at MAW, remain cautiously optimistic but will continue to use preservation strategies to do our best to mitigate the damage when we do experience a market decline. We also feel that the bond market should be fairly safe as we expect interest rates to remain low.



Erica D. Metz CFP®, CPA, MSA  
Partner, Money At Work, LLC  
Wealth Advisor, RJFS  
Erica.metz@moneyatworkllc.com

## From the Desk of Erica Metz

I hope everyone had a happy and healthy new year! In these newsletters, I have written a lot about financial plans and the benefit they are to your personal financial situation. In this quarter, I wanted to specifically target our younger generation of client and say that financial planning can still pertain to them; just different goals. For most of our clients, we are planning for retirement, however, for our younger clients, there may be some bigger goals that need to be planned for before retirement. All in all, each age group needs different kinds of planning accompanied with personalized advice; that's where we come in to help.

First, it is important to determine the difference between a short-term and long-term goal. For example, a 22-year-old fresh out of college may have a short-term goal of budgeting their cash flow correctly, paying off debt, or paying off student loans. Their longer-term goals may consist of saving to buy their first home, marriage, and then children. Other young professionals may have a short-term goal of buying their first home and saving for a wedding and a long-term goal of college planning and retirement. These newlyweds who have just bought a home, may also have a need for life insurance which we can help them analyze. We also assist our clients with reviewing their employee benefit plans at work and give advice on what funds they should invest in their retirement plan. Our advice mirrors the MAW investment strategy and what we discuss in our weekly Monday meeting. Even though your employer's 401k is not directly managed by us, we are there to help you manage it!

Our role is to advise our clients to start saving as early as they can, to educate them about what we do and how we can help them, and then be by their side throughout all stages in life, to help navigate those financial waters and help keep them on track to their personalized financial plan.

<https://www.raymondjames.com/wealth-management/why-a-raymond-james-advisor/working-with-a-raymond-james-advisor>

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

I have had a great three months post studying with a COVID twist. It started off with a trip on Halloween weekend for my friend's 30<sup>th</sup> birthday to Lake Winnepesaukee, NH. The house was huge, amazing, and had incredible views (there was even a hot tub inside next to the living room!) I also spent Thanksgiving in Naples, FL with my parents and it was really nice to escape to some warm weather for a while. Otherwise, I have been making the normal trips to Boston/NH to see friends and also where I spent ringing in the new year. The drives up north have been a lot better since I recently got a new Audi Q5; she's beautiful!




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*Lake Winnepesaukee, NH*



*Spice Girls, Halloween 2020*



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

## From the Desk of Zamira Sanchez

Happy New Year! I cannot believe it's 2021. I bet you are all excited to start a new year after a crazy 2020. Many of you have probably made resolutions and or goals for this year, so I wish you the best of luck in achieving them. At the beginning of each year I like to remind folks to update retirement contributions for the new year. For those of you who are now over the age of 50, you can now contribute more with the catch-up contribution. The contribution limits have changed for 2021, please see new limits below.

### **For 401(k), 403(b), and most 457 plans and the federal government's Thrift Savings Plans:**

The elective deferral (contribution) limit remains the same for 2021 at \$19,500. The catch-up contribution limit for employees aged 50 and over who participate in these plans remains at \$6,500.

### **For individual retirement arrangements (IRAs):**

The limit on annual contributions remains unchanged at \$6,000. The additional catch-up contribution limit for individuals aged 50 and over is not subject to an annual cost-of-living adjustment so it remains \$1,000 for 2021.

### **For savings incentive match plan for employees (SIMPLE) IRAs:**

The contribution limit on SIMPLE IRA retirement accounts remains the same at \$13,500 for 2021. The SIMPLE catch-up limit remains unchanged at \$3,000 for 2021.

### **For simplified employee pension (SEP) IRAs and individual/solo 401(k) plans:**

SEP employer contribution limits are allowed up to 25% of compensation not to exceed \$58,000 for 2021. The minimum compensation that may be required for participation in a SEP remains unchanged at \$600 for 2021.

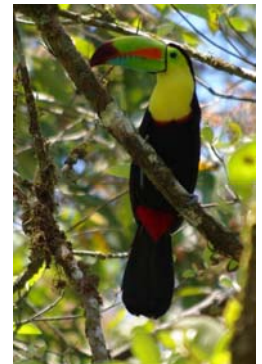
While saving for retirement is of utmost importance, having a financial plan is also very significant and can aid in achieving your goals. Please contact us if you would like for us to help create a plan for you.

### **Sanchez Household**

Our family really enjoyed the holidays this year, despite it being so different then prior years. At Christmas, Zayden was very happy with his new bike and Karina loved her new doll house. Right after Christmas, David and I went to Costa Rica for a few days to celebrate his 40<sup>th</sup> birthday. We had an exceptionally good time enjoying the food, the wildlife and the beaches. We did ziplining and did an ATV tour as well. I am hoping we can do more traveling this year, but like everything else, we have no idea what 2021 has in store for us.



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*Costa Rica, December 2020*

## 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.

Estimated Taxes Due	January 15 <sup>th</sup>
Martin Luther King Day	January 18 <sup>th</sup> (Markets Closed)
Presidents Day	February 15 <sup>th</sup> (Markets Closed)
1099 Statements Mailed	February 28 <sup>th</sup>
Amended 1099 Statements Mailed	March 15 <sup>th</sup>
MAW Client Appreciation Event	November 6 <sup>th</sup>

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**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](http://www.moneyatworkllc.com)



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