



February 2020 News

The football season is over, congratulating the Kansas City Chiefs for their win and the 2020 Tax Season is underway. In January 2019, we cautioned that rarely have we seen back-to-back negative years in the U.S. Markets and WOW what an extraordinary year 2019 turned out to be.

1099 – Convenience Delivery. Your 1099s from Raymond James will begin to be available through Client Access online around February 20th. Last year, many of you took advantage of Shannon delivering the final versions on your behalf to your tax preparer. Check in with Shannon to take advantage of this service.

Market Update. January continued the upward march for all U.S. Markets, hitting several record highs and ending the month with the S&P 500 down slightly 0.16% at about 3225*, hardly a prick on the finger. After 2019's performance and looking at your headline headwinds expected for 2020 (election news, tariff talks, continued military unrest), we would not be surprised if the markets don't show more frequent adjustments this year with a more modest return by year-end.

Investing in an Election Year. We don't fear market adjustments, dips, corrections or even bear (-20%) markets – in fact, we generally welcome them as opportunities to buy more of investments we are confident in. The best approach is to avoid the EMOTIONS of the markets ... Fear and Greed. Be true to yourself and YOUR plan.

What is your Financial Personality? Whether consciously or sub-consciously, most people will say they have one of these financial personalities when they think about their wealth. Being an INVESTOR is different than being a TRADER and certainly different than being a SAVER. An Investor puts money towards goals regularly and monitors progress towards achieving mid- and long-term goals. A Trader puts risk-tolerant money towards investments generally have greater amounts of volatility with the opportunity for greater returns, and the tax implications are generally of less concern. A Saver sets aside monies regularly into maintaining an emergency fund and spending goals that are less than 5 years. In general, everyone has two and often some of all three financial personality traits. And that's a HEALTHY, well-rounded persona.

We focus on helping you shape your financial plan and then work the plan. Your plan should be flexible to ebb/flow with the markets, much like ocean currents. Be sure you've thought through your basic and lifestyle financial needs for the next year and TELL US so we can help you feel confident with those decisions.

Be sure to allocate some monies each month (as a SAVER) to your emergency fund of at least 3-months of basic living needs. Then put some monies towards your long-term goals and based on your time horizon and tolerance for risk, we will help you determine if those are monies to be invested.

SECURE Act Impact. Congress passed the Secure Act in December. Set a time to visit with us and discuss the impacts to YOUR plan. We are here to work with you and your attorney help prepare for that review.

Who is impacted?

- If you are between 69 ½ and 72, this affects you, so talk to us.



- If you are working, this affects your retirement savings efforts.
- If you are near or already drawing Social Security, you may be impacted.
- If you have a lot in a 401k or IRA, this especially affects you, regardless of your age!
- If you expect to inherit monies from someone with an IRA or an annuity, you will be impacted.
- If you have a TRUST listed as a beneficiary on an annuity or IRA, you may be impacted.
- If you own a business, your financial situation will be impacted.

NOW AVAILABLE –TEXT your advisor. For years, we have been waiting for the ability to openly business text with clients using cellphones. Raymond James is now providing a service that we have adopted to allow you to TEXT either Amy or Karen on a unique number using your cellphone. There IS a one-time set-up process that requires you to accept an electronic invitation. If you prefer the flexibility to text, then ask us for details. As a reminder, you should NOT text our personal cellphones with any business communication.

2020 Client Education Events. We are conducting several educational events in 2020 and will provide you some updates in the March News. Check them out on our website at www.onefinancialstl.com; and also follow and share Event Announcements from our One Financial Facebook page.

With much appreciation,

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Financial Advisor / Office Manager

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* S&P results derived from reports issued by Raymond James Equity Research.

Opinions expressed in these updates are those of the author and are not necessarily those of Raymond James. All opinions are as of this date and are subject to change without notice. Investing involves risk and investors may incur a profit or a loss. Past performance doesn't guarantee future results.

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.

Investing involves risk and investors may incur a profit or a loss. Rebalancing a non-retirement account could be a taxable event that may increase your tax liability.

Please note, changes in tax laws may occur at any time and could have a substantial impact upon each person's situation. While we are familiar with the tax provisions of the issues presented herein, as Financial Advisors of RJFS, we are not qualified to render advice on tax or legal matters. You should discuss tax or legal matters with the appropriate professional.