



## March 2020 News

We are making several important announcements this month!

**SECURE Act – Client Education Event.** This new tax legislation that was signed into law in December 2019, will likely impact every individual investor – one way or another. We are hosting a panel discussion and encourage you to reserve your attendance at one of our sessions. Seating is limited, so call Shannon to get your reservation placed.

March 25, Wednesday at 5:30pm (dinner)      March 31, Tuesday at 8:30am (light breakfast)

April 2, Thursday at 11:30am (light lunch)

**Tax Forms Update.** The remaining 1099s will be delivered by end of March. 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.** February continued the upward march for all U.S. Markets, again hitting several record highs and then turned on a dime as fear of a Coronavirus pandemic caused a dramatic reversal, ending the month with the S&P 500 at about 2954, which is -8.56% since 12/31. Though we continue to believe we are in a long-term bull market, we remind you that volatility is normal and would expect frequent or sharp adjustments this year with a more modest return by year-end.

**NEW Fee Structure.** Raymond James is implementing changes to their investment advisory contracts that will be a positive impact to you. NO action will be required by you. Effective April 1, you will no longer be subject to any transaction costs (typically \$15 for stock trades).

**Get Ready! Regulation Best Interests effective June 2020** The “Reg BI” rule as it’s called was passed in 2019 by the SEC and becomes effective in June of this year. As we begin to implement operation changes to ensure we comply with these rules, you will receive communications from both Raymond James and One Financial explaining how our services and operations may be changing. Most of the new requirements affect our processes and operations behind-the-scenes.

**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](http://www.onefinancialstl.com); and also follow and share Event Announcements from our One Financial Facebook page.

With much appreciation,

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

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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.