THE
TYSON SMITH
GROUP
OF
RAYMOND JAMES®

Wealth Management Insights

Q2 Update I 1 May 2019

In this issue:

Welcome Ashlee Palmer

By Tyson Smith

Please join me in welcoming the newest addition to our group, Ms. Ashlee Palmer! Ashlee joins us with almost 13 years at Raymond James. Previously working in Augusta, Georgia, the home of the PGA Masters Tournament, she was looking to move back to Central Florida and we got the opportunity to bring a fantastic new colleague into our office. Ashlee will be taking over our Lead Admin position from Karrie Verduin who has been promoted into management.

We feel very fortunate to have the opportunity to bring Ashlee on board and we encourage you to drop her a note or call of welcome.

We're glad you're here, Ashlee!

WARNING!!

By Tyson Smith

I am a Fiduciary. This is an important distinction when working with a Professional Advisor. Over my career, I've earned and maintained supervisory licenses, multiple certifications, managed, recruited, supervised and trained many financial advisors. One of the advantages of all this experience is that I can usually ascertain pretty quickly if the advisor who built a portfolio was a Fiduciary or not….and one of the quickest ways to figure this out is to ask 3 simple questions.

1. Did the advisor recommend their own companies products?
2. Were other alternatives reviewed and compared?
3. Did the advisor make a commission at the time and how much was it?

I'm sharing this because the Department of Labor's Fiduciary Rule was shot down on June 21, 2018. This rule would have required every advisor who worked with clients on their Retirement Assets to act in a Fiduciary Capacity. Today, that rule doesn't exist so some "advisors" are still acting in a sales capacity. A non-fiduciary is only required to recommend something suitable which may not ultimately be the best option for the client. Clients are more informed than ever and continue to ask better questions of their advisors but I'm still seeing poorly constructed financial plans full of high-commission products. Please let us know if you or a loved one are unsure if the investments and financial plan you have were recommended by a Fiduciary. We're always happy to provide a second-opinion and analysis at no charge.

Tyson Smith, AAMS, AIF, CRPC, CRPS, WMS
First Vice President – Investments

Now for the fun stuff!

MELT-UP: A Definition

By Tyson Smith

Recently, I've heard an economist warning of a potential Market Melt-Up. It's not a common expression but we all know that Wall Street loves to use interesting terminology to describe events. Conversely, there are several terms that describe a market when it's down or falling. Pullback, Correction, Recession, Breakdown, Meltdown, Bear and Capitulation are frequently tossed around by the talking heads on TV when individual companies or entire indexes are in a negative trend. During a rising market, there are far fewer synonyms available in a Thesaurus.

Melt-Up Continued…

A Melt-Up describes a condition during which, even the most pessimistic of investors finally acquiesces and throws their hat in the ring by investing their cash. It's exactly the opposite of Capitulation, when the most optimistic of investors finally pulls out of a falling market. When a market Melts-Up, it has theoretically attracted the very last group of investors. Those final investors who had been sitting on the sidelines watching others benefit from a rising tide long enough and so they joined the fray and put their cash to work in the markets. When this happens, a last-spurt of growth occurs and the markets peak out, leaving room for a trend reversal. Theoretically, of course. In our opinion, at present, earnings expectations, economic conditions and investor sentiment support our expectation of continued strength in the equity markets. Until those and several indicators change, we'll hold the line. A Melt-Up doesn't seem to be on the horizon and we're still buyers.

TAXES – Make adjustments now to brighten up next April

By Tyson Smith

The new tax bill has been favorable for investors because of the resulting lower corporate tax rates and resulting earnings enhancements. However, reviews of the impact on personal returns have been mixed from our clients. Deductions have been severely redacted for high wage earners and some clients expressed a bit of disappointment at the loss of some write-offs. Others had a different attitude and were very pleased with the ease at which their taxes were completed. In either case, I have several strategies for 2019, some of which need to be implemented early in the year to have their full effect.

1. Regular Donors to Church, Charity, Synagogue or any other qualified 501c3 need to look at effective utilization of Donor Advised Funds, CRUT's, CLAT's and ILIT's. These can all have huge tax benefits over time.
2. High wage earners should max out their pre-tax 401(k) Contributions. The limits have gone up: $19,000 allowable for those under 50 and $25,000 for those over 50 who are eligible for the catch up.
3. Business Owners need to review their retirement plan structure and take advantage of the different strategies available; Profit Sharing, Safe Harbor and Corporate Matching in a 401(k) can usually be coupled with a Cash Balance Plan for enhanced deductions and pre-tax savings.
4. Watch out for Pass-Through investments. Some holdings will generate 1099's just because they are held on a specific day of the year, the Date of Record. Review all holdings for this exposure.
5. Married Couples should look for Spousal IRA Eligibility. IRA limits are $6,000 plus $1,000 for those over 50.

Taxes Continued…

6. Corporate entities can still take deductions and write off business expenses. Consider whether a restructuring of your business may net some tax benefits.
7. Consider and compare tax-advantaged and/or tax free investments to what you currently hold. It may make better sense now. We can run this analysis for you.
8. Plan the timing of major purchases, especially if made toward year-end.

Around the Globe in Brief

China

In my last missive, I outlined the likely outcome for the U.S. / China Trade Dispute and it still looks like we're on track. So far, so good.

Russia

Seems pretty quiet over there right now. Moderate oil prices continue to keep things in check.

North Korea

Ditto. Kim Jung Un is likely still reeling from Trump's walk-out in their last meeting but North Korea is signaling a stronger stance toward the U.S. after the break down of the denuclearization talks.

Brexit

Negotiations continue as they've kicked this can down the road to Halloween.

United States

Interest Rates

Powell has telegraphed a likelihood to hold rates steady through year-end. If the economic data continues to improve, we may still see a hike toward the end of the year.

The Intermediate to Longer end of the current yield curve are relatively un changed. I expect investor fatigue will force those rates higher as buyers demand more yield on the longer maturities.

Equities

My initial projections for the S&P 500 were fairly lofty when I rolled them out in January. Since then, the markets have far surpassed the rate at which I estimated we'd see the increase and portfolios have exceeded our expectations.

Has the Yield Curve Inverted? Does it matter?

By Brandon Roberts

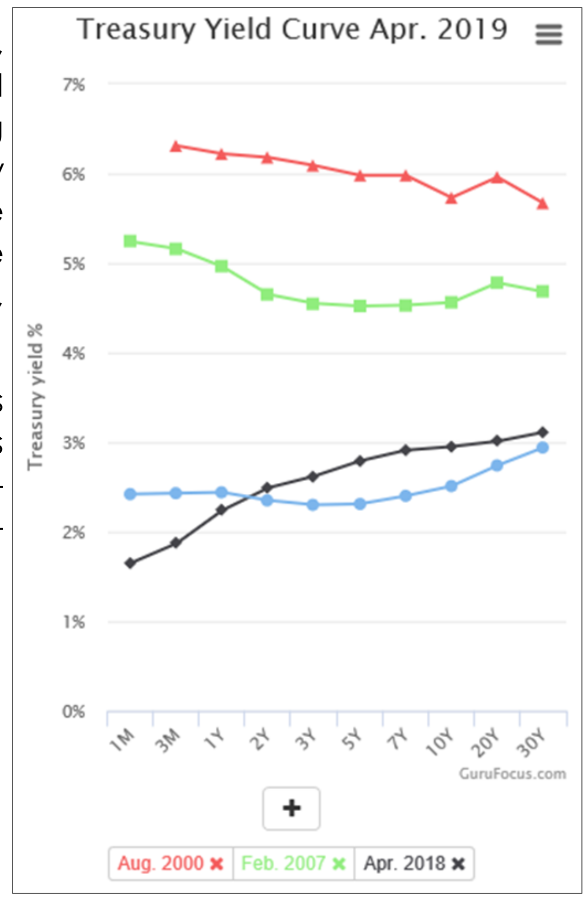
There are multiple indicators that experts look at in order to try and predict the direction of the stock market both short and long term. Some of them include Investor Sentiment, Jobless Claims, Manufacturing Index, Market Breadth, Advance-Decline Index, Building Permits, Auto Sales etc. Today's cup of tea is the "Inverted Yield Curve," and probably for good reason.

What is a yield curve? A yield curve is made up of different treasury spot rates (i.e. 3 month, 6 month, 1 year, 2 year, 5 year etc.). A normal yield curve would have higher returns the longer you are willing to lock up your money. So what does it mean when it's inverted? This means that an investor is willing to lock up their money longer, for a lower return… They are worried about future economic growth.

This "indicator" has historically been pretty good, preceding 10 of the last 9 recessions. Yes, you read that right, we have had inversions without an ensuing recession shortly after. These recessions typically surface 10-18 months after the inversion. However, the S&P 500 market returns leading up to a recession are historically some of the best in the business cycle, averaging about 18.12% since 1978 after 15 months.

With all of this in mind, our team has recognized this cautionary flag and plan to take advantage of this part of the cycle, utilizing strategies that have weathered the test of time in volatile markets and recessionary periods should they arise.

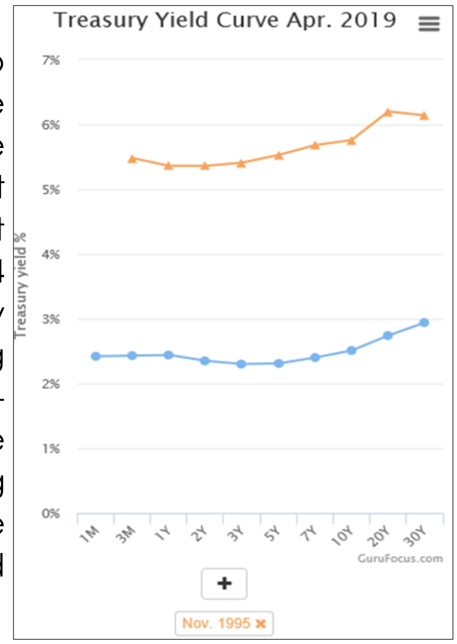
(The figure to the right shows a "normal curve" from April 2018 in black, an "inverted curve" from August 2000 in red, an "inverted curve" from February 2007 in green, and the current "inverted curve" in blue)



The Recession is Coming! The Recession is Coming!

By Brandon Roberts

The yield curve has inverted, go to cash, hunker down, the Recession is coming! Many experts are talking about the 10 year interest rate dipping below the 3 month interest rate. In those dangerous words I believe, "it's different this time." I believe this inversion was not necessarily due to normal market factors, and primarily due to an overly aggressive Fed, hiking the Fed funds rate too many times last year. Instead of a recession, I am focusing on many similarities to the mid 90's.



First, in the early/mid 90's the Fed hiked aggressively due to concern of runaway inflation, and topped out at 6.0% on the Fed Funds rate in February 1995. This was followed by three years of cuts, inflation falling to 1.6%, and unemployment falling to 4.7%. The long term Treasury bond yields made a short term bottom in the back half of 1993, as GDP peaked in 1994 at 4.11%, fell to 2.55% in 1995, and marched on to 4.87% by 1999. In 1994 we were in a "trade war" with our largest trading partner at the time, Japan, threatening 100% tariffs on Japanese vehicles, after signing NAFTA (North America Free Trade Agreement) the prior year with Mexico and Canada. Sounding familiar? M&A was picking up with takeout offers from large companies, health care reform was attempted and failed and deregulation was on the rise, especially in the Utility sector.

Fast forward to today. Unemployment claims are coming in below 200 thousand, the lowest since Neil Armstrong landed on the moon 1969, with 130 million more people in the United States. Corporate tax rates are the lowest since 1939, and deregulation as measured by the page count in the Federal Registrar has been nearly cut in half since 2016, from almost 100 thousand pages to 60 thousand. GDP seems to have peaked last year in Q2 and is now beginning to see upward revisions and higher projections than previously anticipated.

Long term treasury rates appear to have bottomed in late March of this year, and we are in a trade war with our largest trading partner China, after signing the USMCA (United States – Mexico – Canada Agreement). M&A is picking up again and part of the yield curve briefly inverted, due to our belief of an overly aggressive Fed.

So, are we headed for a recession, or could we be in a situation similar to the mid 90's, and "it's different this time?"

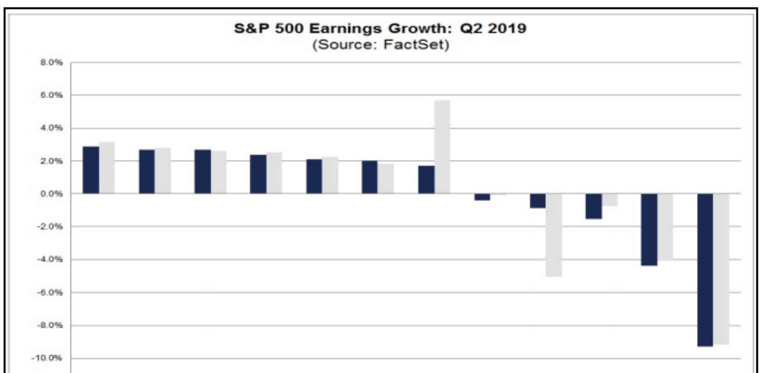
Betting On Diminishing Growth and Passing on True Value

By Matthew Buckman

"In the business world, the rearview mirror is always clearer than the windshield."
–Warren Buffet

There is no easy way to say this, but if you haven't been overweight technology for the past decade, you missed out. Investing in Jim Cramer's favorite four-letter acronym just worked. That is until 2018 gave us a reality check, and our beloved mega cap tech names were cut in half in a matter of weeks. After the ominous ending to 2018, we learned that owning companies with triple digit PE ratios isn't sustainable long term, right? Not quite. Many of our beloved tech giants have already surpassed their previous highs as Mr. Market keeps using the rearview mirror to guide himself forward.

The key to growth investing is rapid growth in company earnings. Historically we have seen record-breaking growth in technology, but let's focus on the future. One of the best ways to predict future profitability is to consolidate analyst's earnings revisions for each company, and categorize them by sector.



	Comm. Services	Financials	Health Care	Consumer Disc.	Real Estate	Utilities	Industrials	S&P 500	Energy	Consumer Staples	Materials	Info. Technology
Today	2.9%	2.7%	2.7%	2.3%	2.1%	2.0%	1.7%	-0.4%	-0.9%	-1.6%	-4.3%	-9.3%
31-Mar	3.1%	2.8%	2.6%	2.5%	2.3%	1.8%	5.7%	-0.1%	-5.0%	-0.8%	-4.0%	-9.2%

As you can see, the upcoming quarter is looking rather bleak for the poster child for growth investing. So we're left with two options: cross our fingers and hope for an unforeseen reversal in earnings growth, or look to the unloved sectors that have been living in the shadow of technology for the last decade.

The Oatmeal Company

Following the market sell off, investors have turned their backs on quality companies at attractive valuations, and crowded back into overvalued companies. After the fed's pause on interest rate hikes, Treasury note yields plummeted. This sets up an interesting opportunity for unloved dividend producing powerhouses. Take a look in your pantry, you'll probably notice that same soft drink, or box of cereal has occupied space on your shelves since you were a kid. Most of these companies were pushed aside by investors during our sharp climb from December's lows, and are providing attractive dividend yields because of their rock bottom valuations.

Betting On Diminishing Growth and Passing on True Value Continued...

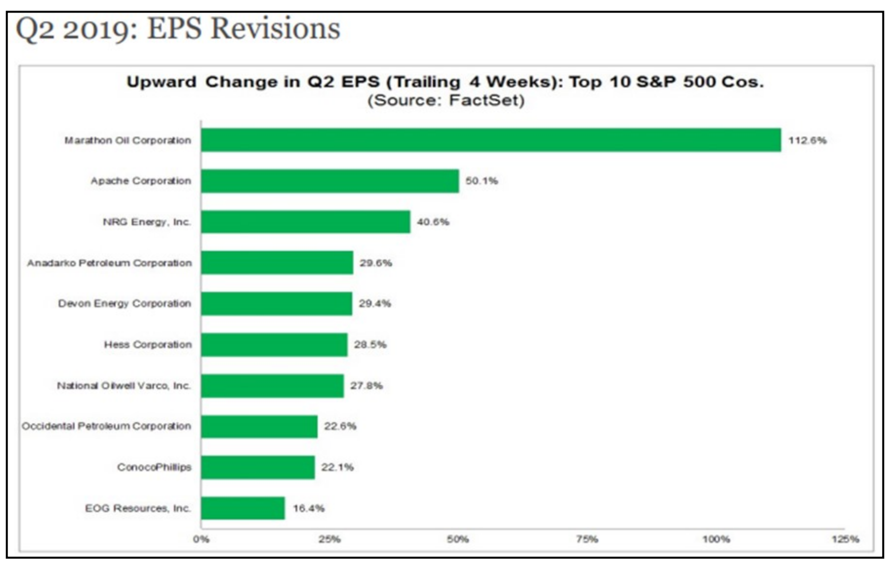
By Matthew Buckman

The great Peter Lynch, manager of the Fidelity Magellan Fund once said "go for a business that any idiot can run – because sooner or later, any idiot probably is going to run it." In my opinion, you can't really mess up a box of oatmeal. People will buy oatmeal in good times, and in bad times. There's no mind blowing growth factor, but when investors weigh their options between owning the oatmeal company with a 4% dividend, or locking their funds up in a ten year treasury bond at 2.5%. The choice becomes pretty clear.

The Future of Energy

If you opened up a lemonade stand, and sold 1,000 cups of lemonade every year at $1 per cup, you would make $1,000 per year. Say an investor was interested in buying your company, and was willing to pay you a lump sum equal to one year of net sales. He would offer you $1,000 to purchase your business. What if the market price of lemonade fell to $0.75 per cup, and that same investor returned and offered you $500 for your business? That wouldn't make a lot of sense considering one year of sales at $0.75 would make your lemonade company worth $750.

We are currently experiencing the same disparity in the price of crude oil, and the producers. The price of crude oil has fallen approximately 14% from its highs, while the oil exploration and production index has fallen approximately 29%. With the innovations in shale fracking, nimble E&P companies have been able to drastically reduce the cost of extraction, while their output has skyrocketed. Simply stated – they are now more capable, profitable, and inexpensive than ever. This may explain why the top ten Q2 earnings revisions were all in the energy sector.

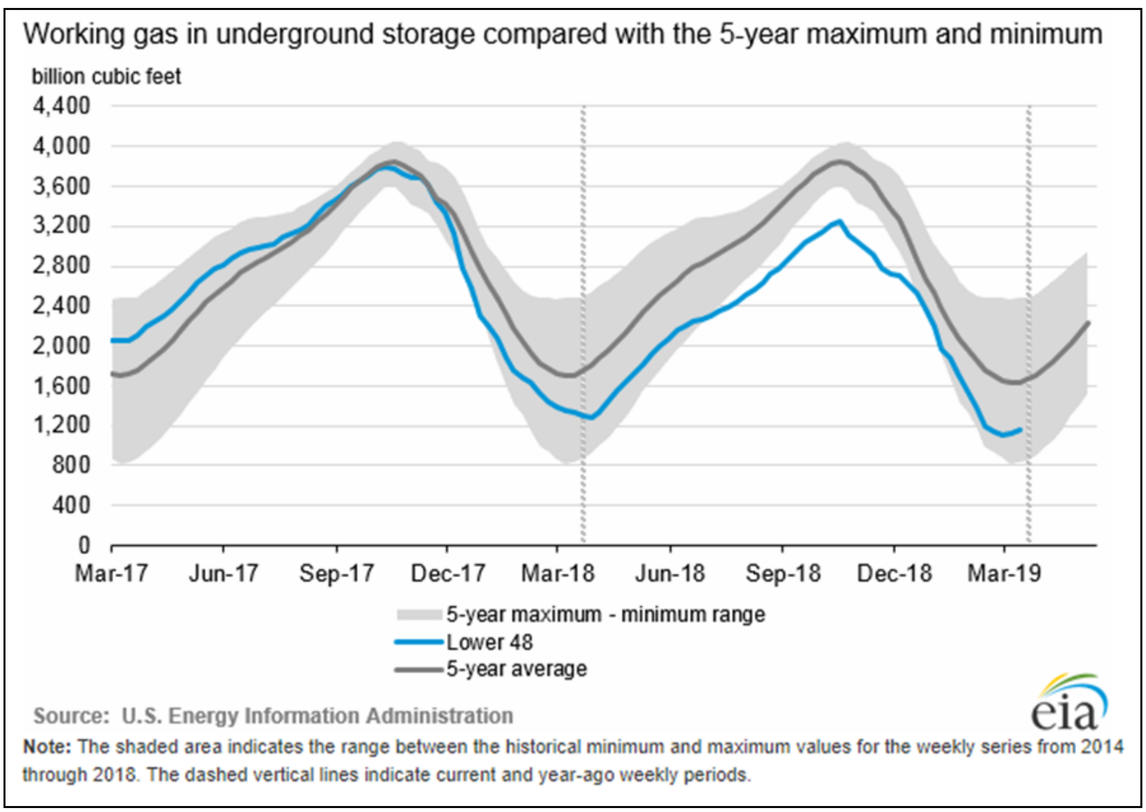


Betting On Diminishing Growth and Passing on True Value Continued...

By Matthew Buckman

The United States is the number one producer of natural gas in the world. It is a byproduct of fracking for crude oil, and it is so plentiful that most producers will opt to burn off the natural gas through a process known as “flaring.” The reason being is that the profit margins are so low that after extraction, storage, and transportation costs that the producers will generate little to negative returns. For these reasons I believe natural gas is the future of global power generation.

According to the U.S Energy Information Administration, in 2018, 35.1% of all electricity was generated from natural gas. While natural gas consumption rises each year, coal consumption falls. Natural gas is far more cost efficient than coal, and produces 50-60% less carbon dioxide. As coal becomes a relic of the past, and natural gas steps in as the top energy source in the country, why do the prices remain so depressed? The short answer – prices are being manipulated by investors.



Betting On Diminishing Growth and Passing on True Value Continued...

By Matthew Buckman

Through 2018, the U.S natural gas supply experienced some large drawdowns which eventually led to a short-lived spike in the price of the commodity after natural gas bears were forced out of their short positions. Today our inventories sit approximately 33% below the 5 year average levels, and the price of the commodity is one of the lowest since the energy crash in 2015.

Natural gas is one of the only commodities that is priced on a domestic basis, because gas is too cumbersome to transport internationally, and the transportation costs alone make the venture unappealing. That is until companies began converting the gas into liquid that occupies 1/600th the volume of its gas state. Though liquefied natural gas (LNG) is still in its infancy, international demand is soaring. In the U.S, the going rate per Mcf of natural gas is approximately $2.55. In Europe it is about $5.20, and in China it is over $6.00.

Currently Europe is looking to eliminate its Russian natural gas dependency, and China is doubling their LNG import storage facilities to accommodate their rapid increase in energy consumption. It's no wonder that major integrated oil players are spending billions of dollars on LNG export facilities, and acquisitions of smaller exploration and production companies that frack in natural gas rich areas like the Permian basin. International demand is growing everyday as large emerging nations undergo their industrial revolutions, and developed countries look for cleaner energy solutions that aren't provided by hostile regimes. It's only a matter of time until we see domestic prices soar due to an equilibrium being achieved internationally.

Athletes and Entertainers

By Rene Naranjo

I've been a sports fan all my life. I was born in Miami and am a fan of the Miami Heat, Dolphins, Marlins, Hurricanes, and UCF Knights. It may also shock a lot of readers to know that prior to becoming an advisor I was the lead singer in a rock band. I'll let you take a moment for that to sink in. The reason I mention any of this is because I am incredibly passionate about both sports and entertainment! I mean, who isn't, right?

When people think of athletes and entertainers images of wealth, affluence, celebrity tend to come to mind. It's very hard not to associate these individuals with these images because they are frequently shown to be living the aforementioned charmed lifestyle during game day events, red carpet galas, or even something as dated as MTV Cribs. Because of their otherworldly talent we tend to actually consider them, well, otherworldly; however, in doing so we forget that these talented individuals face the exact same issues we do, albeit in a hyperbolic way. Many of the pitfalls that plague these individuals are the same ones that plague the rest of us: divorce, over-spending, family and friends asking to borrow money, substance abuse, not planning for the future, etc. The difference is when an athlete declares bankruptcy it makes headlines and the public reaction they receive tends to be ubiquitous: "These guys are loaded! How could they be so irresponsible with all that money?"

According to an article published in Sports Illustrated back in 2009, it is estimated that "By the time they have been retired for two years, 78% of former NFL players have gone bankrupt or are under financial stress because of joblessness or divorce. Within five years of retirement, an estimated 60% of former NBA players are broke." (Bamberger et al. 2009) In doing research for this article I figured I'd list a few of the names that caught my attention that have declared bankruptcy:

Mike Tyson, Scottie Pippen, John Daly, Allen Iverson, Dennis Rodman, Terrell Owens, Deuce McAllister, Muhsin Muhammad, Latrell Sprewell, Raghib Ismail, Vince Young, Marion Jones, Travis Henry, Antoine Walker, Lenny Dykstra, Warren Sapp, Johnny Unitas, Bernie Kosar, Mark Brunell, Evander Holyfield, Lawrence Taylor, Sheryl Swoopes, Michael Vick, Jesse Owens, Pete Rose, Barry Bonds, Ed Curry (Foxsports 2011)

These are athletes that have risen to the pinnacle of their respective sports. They are high-functioning, highly trained, highly disciplined, and intelligent individuals who were able to amass a great amount of wealth in a relatively short period of time. Mike Tyson alone is estimated to have earned $400 million in his career. Most of us will never even see $400mil in our lifetime much less be able to spend it! Obviously, Tyson was infamous for his lavish lifestyle, 19,000sqft mansion, and his purchase of four Bengal tigers at one point all during his 20s and 30s. I don't know about you, but I know I definitely would've purchased a tiger and maybe even an elephant and an ocelot if I had $400mil in my 20s!

Athletes and Entertainers Continued...

By Rene Naranjo

Just take a moment to imagine being a first-round an NFL draft pick, 21 years old, and have had little to no education regarding finances from their families, friends, coaches, schools and have come from underprivileged background. You've labored for years to get to this moment and when you sign your rookie contract you become an instant millionaire. You've made it, the entire world is at your fingertips and everything you've worked so hard to achieve is finally here! But no one has ever told that the average career in the NFL lasts 3.5 years. No one has told you that your body will be put through brutal punishments that will affect you for the rest of your life. You've never been shown how to handle family and friends turning into sycophants. You've never been taught how to properly evaluate an investment. No one has ever shown you how to properly budget and save your money. You've never even thought of a career after football even though you're one injury away from ending it all. That'd be a lot to ask out of any of us, much less a 21 year old.

The ride ends. It ends for all of us. Time is the most precious gift we have and the actions and decisions that you make today are the ones that will directly impact you tomorrow. Recently there have been many articles covering the topic of the diminishing financial literacy in the United States. Currently the U.S. ranks 14th globally in terms of financial literacy (Desjardins 2019). Four of five adults report never having been given the opportunity to learn about finance, 70% of millennials are concerned about saving for retirement, and 22% of them feel overwhelmed regarding their finances (Desjardins 2019). The financial epidemic that is plaguing athletes and entertainers isn't one that should be viewed as an idiosyncratic issue to this particular group. We shouldn't be saying "That will never happen to me" because the statistics don't support that sentiment; instead, we should be asking "Am I doing the right thing?" To answer that, you have to take a good look in the mirror and decide whether you want to be on the sidelines or get in the game. The choice is yours.

Bamberger, Michael, et al. "How (and Why) Athletes Go Broke." *Vault*, Sports Illustrated, 23 Mar. 2009, www.si.com/vault/2009/03/23/105789480/how-and-why-athletes-go-broke.
Desjardins, Jeff. "America's Growing Financial Literacy Problem." *Visual Capitalist*, 12 Mar. 2019, www.visualcapitalist.com/americas-growing-financial-literacy-problem/.
Foxsports. "Athletes Who Went Bankrupt." *FOX Sports*, 20 Sept. 2011, www.foxsports.com/nfl/gallery/athletes-who-went-bankrupt-092011.

The Tyson Smith Group of Raymond James

Brandon Roberts, CFP®, CFA®, Financial Advisor
FINRA Series 7 & 66 and Insurance 2-15; Life, Disability, Long Term Care, Health and Annuity

Brandon was raised in Anna Maria Island, Florida, is a graduate of the University of Florida with a Bachelor of Arts degree in Economics. He has served in the financial industry since 2008, where he began his career as a Trader for Raymond James Asset Management Services at their headquarters in St. Petersburg, FL. Since then, he has obtained his Chartered Financial Analyst designation and is a CERTIFIED FINANCIAL PLANNER™ professional.

Brandon's passion stems from a macroeconomic class at the University of Florida, and is fueled by the ever changing financial landscape and determination to bring confidence to investors. He prides himself on integrity, honesty, and being a fiduciary, as well as always learning, improving and surrounding himself with people that are experts in their fields.

Brandon spends his free time volunteering as the Co-Chair for the Orlando Ballet Ambassador program with his wife, Kelly. He also enjoys golf, traveling and fishing.

Matthew Buckman, AAMS®, Financial Advisor
FINRA Series 7 & 66 and Insurance 2-15; Life, Disability, Long Term Care, Health and Annuity

Matthew has a passion for the equity markets and portfolio construction. He's actively involved with the Second Harvest Food Bank of Central Florida, Gabes Chemo Duck Program, Orlando Reef Caretakers Association and Alex's Lemonade Stand Fighting Childhood Cancer.

In his free time, Matthew enjoys playing tennis, autocross, traveling, scuba diving and is an avid marine aquarist.

Rene A. Naranjo, AAMS®, Financial Advisor
FINRA Series 7 & 66 and Insurance 2-15; Life, Disability, Long Term Care, Health and Annuity

Born in Miami, FL to a family of Cuban refugees, Rene is driven by his unshakable belief in the American Dream and that *anything* is possible through hard work and perseverance. Bringing his spirit of discipline and focus, Rene's goal is to help his clients navigate the various financial challenges they'll face throughout their lives. Rene understands that achieving success requires passion, tenacity, and sacrifice in order to overcome the challenges and adversities that inevitably surface along the journey. By planning for the best and planning for the worst, Rene helps all of his clients grow, achieve, and protect their financial accomplishments that they have worked so hard to achieve. Rene is an Accredited Asset Management Specialist® and services both the South and Central Florida communities, where he attended Bishop Moore Catholic High School, Rollins College, and the University of Central Florida for his Masters in Mass Communications. He is fluent in both English and Spanish and spends his spare time watching movies or cheering for his Miami sports teams along with the Orlando City Lions and UCF Knights with friends and family.

Sarah Holloman
Client Service Associate

Sarah is a Boston bred, Elon University alumni who is passionate about sports, Boston teams, golf, music and her family. She relocated to Orlando about six years ago, when her husband, Brad, took a position with the Orlando Magic. They are blessed to have a one-year-old son, Colton. Sarah holds a Bachelor's degree in Strategic Communications and Sports & Event Management. Her professional experience includes working in advertising sales, marketing, promotions, events, and customer service at Comcast Spotlight, The Dalton Agency, and The Ritz-Carlton Golf Club, Orlando. She has a strong desire to help people and is excited to learn more about financial planning and assisting clients and families to achieve their financial goals.

Ashlee Palmer
Practice Business Coordinator

Ashlee is a Florida native but has spent the last 20 years in Augusta, GA. She is excited to be back home after so many years. She has been with Raymond James for almost 13 years and started with Morgan Keegan.

Ashlee enjoys reading, walking and playing with her dog Murphy, and of course watching the UCF Knights!

Administrative Updates

Welcome Ashlee!

As we wish Karrie well in her new management role here at Raymond James, please welcome Ashlee Palmer to the Tyson Smith Group team! Ashlee is excited to work with you and can be reached at Ashlee.Palmer@RaymondJames.com and at 407-246-8875.

Investor Access Gets a New Name

You may have noticed a different look and feel to your online portal. Raymond James has made significant enhancements and has renamed Investor Access as Client Access. User ID's and Passwords remain the same. Please check it out and let us know what you think if the improvements.

Congratulations to Karrie Verduin

After 7 years with Raymond James, Karrie was offered a very nice opportunity to move into a leadership role. Karrie will still be located in our office but her daily duties have changed a bit. Congrats, Karrie!!

Economic Updates

Tyson frequently speaks at different venues delivering his quarterly Economic Update information. If you or your group would like to schedule Tyson at an event, please contact our office and Ashlee can help coordinate an engagement. Ashlee.Palmer@RaymondJames.com

Review Meetings

If it's been a while since our last review, please contact our office to get together soon. Economic Conditions are rapidly changing and we want to make sure your asset allocation, financial plan and personal profile are up to date.

Tyson Smith, AAMS®, AIF®, CRPC®, CRPS®, WMS®, First Vice President – Investments
FINRA Series 7, 9, 10, 63, 65 and Insurance 2-15; Life, Disability, Long Term Care, Health and Annuity

The Tyson Smith Group was founded in 1998 in Peoria, Illinois. Tyson relocated the practice to Orlando, Florida in 2003 where he still resides with his wife and two children. When not in the office or at a speaking engagement, Tyson can usually be found road-cycling, on a softball field or playing golf.

The Tyson Smith Group was recently selected to serve on the Raymond James Retirement Plan Advisors Committee (RPAC) in recognition of our commitment to Retirement Plans.

For more information about our group and services offered, please contact us directly. You can also follow us on social media through LinkedIn, Facebook or Twitter.

Pertinent Work Experience

Robert W. Baird - 13 yrs
Branch Manager
Financial Advisor

United States Air National Guard
182nd Airlift Wing, 9 yrs
Military Intelligence Specialist
Targeteer

Illinois Marine Technologies – Co-Founder

Prop Warehouse – Co-Founder

Union Laborer – Peoria Local 165

Community & Charity Involvement

March of Dimes of Central Florida
Board President
Vice President
Treasurer

Rotary International
Downtown Orlando Breakfast
President
Vice President
Secretary
Board Member
Paul Harris Fellow

Back to Nature Wildlife Refuge Board of Directors

Professional Relationships

ABC
Associated Builders & Contractors

NDIA
National Defense Industry Association

CFHLA
Central Florida Hotel & Lodging Association

THE TYSON SMITH GROUP OF RAYMOND JAMES®

The Tyson Smith Group Specializes in:

Cash Management Strategies
Ways to maximize returns on liquid money while still keeping it safe and accessible.

Retirement & Benefit Plans
Tools to attract and retain key talent in the most tax advantageous way while maintaining the highest fiduciary standards.

Personal Wealth Management
Managing portfolios to accomplish life goals such as Retirement, Educational Funding, Legacy Building, Succession Planning, Estate Planning, and Financial Planning.

⇒ **Money in Motion**
Navigating windfall events such as divorce settlements, lawsuit settlements, equity from a home sale, and lottery winnings in which proper management is critical to the client's future financial success.

⇒ **Risk Mitigation Strategies**
Tools to help insure and protect the financial futures of the people most important to you.

Financial Planning

Retirement Planning
Estate Planning
Succession Planning
Specific Goal Planning
Insurance Planning
Cash Flow Management
Education Planning
Tax Planning
Document Storage & Protection
Account Aggregation
Private Banking Services
Trustee & Executor Services
Family Support

Asset Allocation Modeling

Risk Tolerance Assessment
Time Horizon Determination
Performance Requirement

Models
Equity Model
Balanced Equity Model
Growth Models
Balanced Growth Models
Balanced Income Models
Asset Preservation Models
Bond Portfolio Management
Treasuries & CD's
Money Market
Personalized Models

Asset Management

Security Selection
Ongoing Monitoring
Online Access
Smart Phone App
Adjustments
Trades & Stops
Initial Public Offerings (IPO's)
Dividend Reinvestments
Transfers
Cash Flow Needs
Stocks, Bonds, Mutual Funds, ETF's, UIT's
Fixed & Variable Annuities
Life, Disability and Long Term Care Insurance

Retirement & Incentive Plans

401(k) Plans
403(b) Plans
SIMPLE"s & SEP's
ESOPS
Pension Plans
Education Planning
Plan Design
Economic Updates
Participant Planning
Investment Analysis
Investment Selection
Goal Planning
Retirement Planning
Allocation Modeling

Administration & Support

Account Transfers
Account Titling
Beneficiary Changes
Tax Documentation
Cost Basis Support
Required Minimum Distribution Support
Appointment Scheduling
Outside Expert
Referral Network
Setting up Internet Access
Document Backup
Document Storage

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