

FINANCIAL PERSPECTIVES

TIMELY INSIGHTS EXCLUSIVELY FOR CLIENTS OF RAYMOND JAMES ADVISORS

Living longer, together

More time means more to enjoy – but it takes a little more planning, too.



By now, you've likely heard that people are living longer than ever before. To put it into perspective, for a couple, both age 65, there's a 49% chance that one of them will live to age 90. Fortunately for us, this means more time doing the things we love with the people we love. Of course, it also means these extra years will need to be accounted for in your financial plan.

There's a good chance that, as you plan for your own, hopefully, long and healthy life and retirement, you may find yourself caring for others, too, including your children or parents – and possibly both at the same time. It can be quite a bit to juggle, both logistically and financially.

Fortunately, your financial advisor has the tools and resources to help you plan, not only for your long life, but your family's too. By taking some proactive steps, facilitating open conversations with your family, and assembling a team of professionals you trust, you can go a long way toward ensuring a comfortable future for you and your loved ones.

Continued on the back page

A lot to care about

78.6 The average life expectancy for Americans in 2017

70% of Americans who were age 65 in 2017 will need some form of long-term care

83% of long-term care in 2018 was provided by unpaid friends and family

\$45 thousand The median annual cost for an assisted living facility in 2017

Sources: alz.org; cdc.gov; genworth.com

**International Headquarters:
The Raymond James Financial Center**

880 Carillon Parkway // St. Petersburg, FL 33716
800.248.8863 // raymondjames.com

RAYMOND JAMES

Are you a savvy investor?

The jargon jungle of the investment world is dense.
See how your knowledge holds up.

It's no secret that the financial services industry is riddled with jargon that can make complicated topics even more so for the uninitiated. From endless acronyms to vague terms, it can be hard to keep up at first, especially when reading market commentary or other technical financial information.

For experienced investors, detangling the jargon jungle may feel like a walk in the park. But you may welcome a refresher on investment terms or a chance to test your financial literacy. Better yet, consider sharing this with your children or grandchildren and help them develop their own financial vocabulary.

A PAGE FROM THE INVESTOR'S DICTIONARY

Brush up on your investment knowledge with these common terms.

ALPHA: The excess return of an investment relative to the return of a benchmark index is the investment's alpha, often considered the active return on an investment.

ASSET ALLOCATION: Asset allocation is an investment strategy that aims to balance risk and reward by divvying up a portfolio's assets

Take the Quiz

Think you know your investing terms?
Take the quiz to find out.

- | | |
|--|---|
| 1. An investor who expects prices to rise.
a. A bull
b. A bear
c. A trader | 5. Bonds, bills and interest-bearing notes that pay a specific interest rate over the life of a loan.
a. Fixed income
b. Duration
c. Option |
| 2. Represents an investor's ownership of a portion of a corporation.
a. Bond
b. Security
c. Stock share | 6. Investment vehicles that can include anything from hedge funds to private equity funds, managed futures, real estate or others.
a. Assets
b. Bonds
c. Alternative investments |
| 3. An investor's right to purchase or sell a security or commodity on a specific date for a predetermined price.
a. Issue
b. Option
c. Merger | 7. Material wealth used or available for use in the production of more wealth.
a. Liquidity
b. Capital
c. Assets |
| 4. A type of fund focused on absolute, rather than relative, performance. It is allowed to short stocks, or sell stock before you own it, and can use financial leverage.
a. Mutual fund
b. Hedge fund
c. Absolute fund | 8. The probability of losses or other consequences as a result of an investment.
a. Bull
b. Risk
c. Gamble |



CONVERSATION STARTERS Timely to-dos for pursuing a life well planned.

367% The increase in donations at one D.C. Goodwill from the same week last year after the launch of Netflix's "Tidying Up with Marie Kondo."

Source: Today.com

MARK YOUR CALENDAR

Monday, April 15, is Tax Day – the deadline to file your taxes or request a tax filing extension. It's also the last day to contribute to traditional and Roth IRAs or Coverdell education savings accounts for 2018.

OFFICE CLOSINGS

Stock markets and our offices will be closed Friday, April 19, for Good Friday and Monday, May 27, for Memorial Day.



among different asset classes, such as equities and fixed income, according to an investor's goals, risk tolerance and time horizon.

BETA: A measure of the volatility, or systematic risk, of a security or a portfolio in comparison to the market as a whole.

BLOCK TRADE: A block trade, or block order, is the trade of a significantly large number of equities or bonds at an arranged price between two parties, sometimes outside of the open markets, to lessen the impact on the security price.

BOTTOM: If a stock has bottomed, it means the stock reached its low point and could be in the early stages of an upward trend or reversal. Investors often see a bottom as an opportunity to purchase a stock trading at its lowest value.

CAPITAL MARKETS: This is the part of a financial system concerned with raising capital by dealing in shares, bonds and other long-term investments, which is made available to other entities in need of that capital.

CORRECTION: Generally, a correction is a 10% or greater decline in the price of a security or market index from its most recent peak. They can occur in any asset that is traded on an exchange.

DERIVATIVES: Common derivatives include futures contracts, options and swaps, and are securities that derive their value from an underlying asset or benchmark.

DURATION: A measure of the sensitivity of the price of a bond or other debt instrument to a change in interest rates.

PRIVATE EQUITY: Private equity is composed of funds and investors that directly invest in private companies, or that engage in buyouts of public companies, resulting in the delisting of public equity.

PULLBACK: When a security or market index's price falls back from its peak. A pullback might signal a temporary pause in upward momentum, as opposed to a reversal, which is longer term.

RECESSION: A recession is a significant decline in economic activity that goes on for more than a few months. While unpleasant, it's a normal part of the economic cycle that can be triggered by one-time events.

UNWINDING THE BALANCE SHEET: The Fed balance sheet is a breakdown of the assets and liabilities held by the Federal Reserve. The phrase "unwinding" is often used to describe the deliberate and gradual nature of reducing the Fed's balance sheet.

NEXT STEPS

- Looking to become a savvier investor? Your financial advisor has access to an array of tools and resources to help you learn more.
- Share this with your child or grandchild to help them expand their own financial vocabulary.

Sources: Investopedia; Business Dictionary

Answer key: [1] a [2] c [3] b [4] b [5] a [6] c [7] b [8] b

PLANNING WELL

If applicable – particularly if you hold securities subject to income reallocation – ask your tax advisor if filing an extension with the IRS would be beneficial.

LIVING WELL

It's homebuying season. If you're considering buying or refinancing a home, check your finances and pay close attention to interest rates.

RETIRING WELL

If you have retirement accounts with former employers, talk to your advisor about your options.

GIVING WELL

Talk to your advisor about education savings plan alternatives for your child or grandchild.

LIVING LONGER, TOGETHER (cont.)

LIVING LONGER, BETTER

Creating the best plan for your family's future starts with asking the right questions:

WHO: Who will you or your loved ones spend time with? Who will assist with daily activities, home maintenance or more extensive care should it be needed?

WHAT: What health limitations do you, your parents or children have? Does your family have a history of medical conditions? What would treatment cost with Medicare or Medigap insurance?

WHERE: Where do you and your loved ones want to live? Will your home need to be modified?

WHEN: When are you planning to retire? Will you have enough saved to live the lifestyle you desire while accounting for any potential costs of caring for your parents or children?

HOW: How will you or your family members get around? Do you all have reliable transportation to get where you need to go?

OUR CIRCLE OF CARE

Whether we realize it or not, we all have a circle of care that sees us through each phase of our life. When we're children, it might consist of our parents, teachers, a doctor and a dentist. As we age, that circle evolves and often includes an attorney and CPA along with the healthcare professionals qualified to address our specific medical needs.

Once you've considered the questions above, it may be a little clearer how your circle of care, or that of your parents, needs to change or grow. Your financial advisor – a key member of that circle

– can connect you to professionals best suited to address each of the needs your family has or might have down the road.

SPARK THE CONVERSATION

While sorting the logistics of future caregiving can be tricky at times, these ongoing conversations provide an opportunity to connect with one another and show how much you care. In fact, while almost a third of those caring for aging parents do report those responsibilities as being stressful, 88% also find it rewarding. That's a lot of love.

These conversations also help ensure your family's comfort down the road and give you time to put necessary measures in place or recruit the right professionals to lend their guidance when you need it most. Don't forget, your financial advisor has the planning tools to help account for just about any expected or unexpected events your life could have in store.

NEXT STEPS

- Are you caring for others? Be sure your financial plan takes into account this responsibility and the potential monetary implications.
- Is everyone on the same page? Schedule a family meeting and discuss your plans and wishes for the future.

Sources: J.P. Morgan; Department of Health and Human Services

Cyber smart – and safe

Are you applying smart and safe technology practices? Listen to Raymond James Chief IT Security Officer Andy Zolper as he shares tips on two-factor identification, smart devices and more in an episode of **For What It's Worth**, a podcast by Raymond James.

Find it on Raymond James' Point of View website or Spotify.

