

## My Vision of the Future—Not Even Close to the End of the World

It appears that not a lot has changed since January 2011. We continue to be inundated with negative news surrounding terrible events such as the record-setting earthquake and tsunami in Japan, escalating unrest in the Middle East, the financial crisis in Europe and S&P downgrading the credit-worthiness of the U.S. However, the economy continues to be somewhat resilient in the face of all of these significant events. This is positive news!



Gary Webb  
RFC® & CEO

The mood of the country about the economy is fairly negative. At a recent meeting I attended, speaker Neil Cavuto of Fox News said it best: “The media tends to make too much of specific events, which seems to lead to overreaction by markets and investors”. Consumer confidence is lower than earlier this year as we still have high unemployment, government budget problems and depressed home values.

American consumers continue to be stretched financially. At the same time, American companies continue to be in excellent financial shape with record high levels of cash and record low debt.

Many investors are taking unnecessary risks in hopes of getting higher returns. Gold is just one example. According to the North American Securities Administrators Association (NASAA), many of these risky offerings have turned out to be scams. You may have heard about some of them in the national news in the past two years. A wise man once said “If it sounds too good to be true, it usually is.” Slow and steady is still the best pace to keep rather than taking on additional risk trying to make up for paper-losses. There is a better way!

As the investing landscape changes, we continue to search for the best solutions for our clients. Our role is to implement the most effective investing strategies while adhering to our core philosophy. During these turbulent times, we are focusing on reducing volatility and preserving principal as much as possible. We also continue to rebalance as needed, which allows us to take advantage of opportunities as they arise.

My current thoughts are focused on optimism with a bit of concern thrown in. My concern is about the decisions government and investors may make going forward. I wish I could tell you that living through periods like this gets easier with practice, but it doesn't. We all know that we should stay focused on the long term, but I know how difficult that can be in turbulent times such as these. My optimism is about the future of this great country. The United States has a long history of getting through tough times and coming out stronger. This country has seen tougher times than what we're experiencing today. Please keep this in mind.

My gut feeling: I don't believe we are heading into a recession, and the stock market having fallen recently only makes stock prices more attractive. Positives for the market: US banks are in decent shape, economic growth is weak but positive and corporate balance sheets look fantastic! As an investor, I find that reassuring. We are expecting continued stock market volatility going forward. Eventually stocks and the economy will both do better.

We will continue to make fine tuning adjustments to our models to handle the volatility effectively, based on your risk tolerance, time horizon, goals and objectives in addition to whatever else we see coming down the road that warrants a change.

We truly thank you for the long-term relationship we have with you and for the trust you continue to place in us. We do not and will not take it for granted. I consider it a gift! Please don't hesitate to call any of us if you have any questions or any concern you wish to discuss with us.

Sincerely,

A handwritten signature in black ink that reads "Gary Webb". The signature is written in a cursive, slightly slanted style.

Gary Webb

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## Contribution Levels are Critical to Retirement Success

The need for retirement planning continues to expand at a rapid pace in today's environment. The days are over when an individual or couple can retire living only on a company's monthly pension and social security. According to new research by Nyhart, Inc., a national actuary and employee benefits consultant, the average American employee will not be able to retire by the traditional age of 65.



Michael Bischoff, CFP®

The findings suggest that this is not a function of market performance or asset allocation, but a factor employees can actually control: contribution levels. According to the study, employees' contributions fall far too short to ensure retirement readiness. In addition, employees need to understand the importance of starting these contributions early. Contributions in the early stages of an employee's career benefit significantly from compounding interest. Playing catch-up with retirement contributions after age 50 can be challenging, resulting in lower retirement balances and potentially extending the number of years you'll have to work—full-time or part-time.

It's human nature to put off dealing with big life decisions. We all do. The best time to save for retirement was 20 years ago. The second best time is today!

## DID YOU KNOW?

In the past I have heard comments from our clients such as, "I didn't know you could help me with my insurance needs". So, I wanted you to know that we are here to assist you with your insurance needs as well as your financial and retirement planning. Since 2006 I have focused on helping individuals and families with the following:



Crystal Enderson

**Life Insurance:**

- I will assist you in determining and acquiring life insurance to help your family stay financially stable when you are no longer around.
- When you are doing estate planning and need life insurance to meet your estate planning objectives, I can help you get the right coverage you need.
- Maybe you want to leave a legacy for your family? I can assist you in finding the right coverage so you can pass tax-free money to your family when you die.
- Are you sure you have enough coverage to protect your family's financial future? Let's do an insurance performance review to make sure you are properly insured.

**Annuities:**

- I can help you determine if an annuity would make sense to have in your overall investment strategy.
- If you want a more conservative investment without the risk of losing principal, an annuity might be the right option for you. I can help you determine this.
- I will make sure you understand and purchase the right annuity product for your personal needs.

**Long-Term Care Insurance:**

- I help families get the right amount of coverage to pay for long-term care costs when needed.
- Long-term care insurance coverage can be customized to meet your need and budget.

If you have an insurance need that is not listed above, still give me a call. I have professional contacts through our Strategic Alliance Group that can help you with auto, homeowners, medical, dental, Medicare supplemental, and other insurance needs you may have. We are your one-stop shop for all your insurance needs.

Crystal Enderson  
Insurance Consultant