

## 6 Spring Cleaning Tips to Organize Your Financial House



**#1 Purge the paper**  
Go paperless for recurring bills and financial statements.



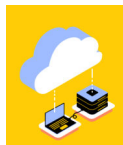
**#2 Audit your subscriptions**  
Review ALL your subscriptions and cancel any you no longer use or need.



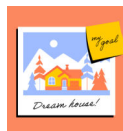
**#3 Consolidate accounts**  
Look at both reducing how many accounts you have and consolidating accounts at fewer institutions.



**#4 Automate savings**  
Set up regular transfers to a savings account. If your savings is already healthy, reroute your automatic deposits into a retirement account, college fund, or investment account.



**#5 Back it up**  
Create back ups of all your important financial documents and account information.



**#6 Check in with your bigger financial goals**  
How are you doing on your financial goals, big & small? Reviewing where you're at, how far you've come, and where you want to be can help you figure out when and how to adjust course, so you stay on track.



*A little financial spring cleaning can bring major rewards*

## Minnesota Business & Opportunities

November 1996 Issue

### A Financial Security Blanket

Jerry Webb of Webb Financial is self-made with \$100 million in assets under management



Michael Bischoff, CFP®

Last October, I had the great pleasure of joining Jerry Webb for a long lunch at The Original Pancake House in Edina (one of his all-time favorite restaurants), shortly before he and his wife of 50 years, Doris, were heading south to Florida.

As many of you know, Jerry founded Webb Financial Group in 1981, and retired in the late 2000s. Now, at 94 years young and his 95th birthday approaching in May, he loves Florida's warm winters where he spends time in the Naples area. He enjoys conversations and investment talk with his close group of friends and still holds his own while playing a game of pool.

At lunch, we talked about many of Jerry's original clients.

Though some have passed over the years, we still have many that led to second and third generation clients. Some of those family relationships go back to the late 1960s when he first started working in the investment business with First Investors. We have been blessed to have so many long-term family relationships that started with Jerry, and continue today with Gary, Dave, Tim, Michelle, Taylor, Kristi and myself.

Jerry hasn't lost his comedic sense of humor. His jokes brought me back to the early days and meetings at WFG. He always told everyone that he was going to work until age 90 and live to 110. Another one of my favorite Jerry quotes is, "All you need is one or two good stock funds and hold them forever no matter what happens to the markets. Buy and hold the good managers." Jerry always kept his client conversations uncomplicated so that everyone understood what was going on when it came to their investments. Our WFG team follows that same approach today.

I'm amazed when I think about how Jerry grew his client base to \$100 million back in the 1990s when a \$100,000 was worth nearly a quarter of million dollars by today's measure. He started the KSTP radio show "Money Talk" on Sunday afternoons and hosted numerous WFG investment seminars to help the public become more investment-savvy. He always said the most rewarding part of this business was the time he spent answering listener questions during the radio show. He truly enjoyed helping people gain financial investment confidence and understanding. Thanks to Jerry's initial hard work and by following his pragmatic approach to advising, our clients entrust us to manage an investment portfolio that is quickly approaching the \$400 million mark. And, as each year passes and the portfolio grows, our team's experience deepens as we help more and more clients navigate through a wide range of life events, significant milestones, and many unique situations.

As Jerry and I traded stories over lunch, we agreed that neither of us envisioned this growth for WFG. It was a pleasure to catch up with him and I was so happy to see him in such great spirits and health. I want to thank Jerry for hiring me back in 1997, and giving me the opportunity to work at WFG. As always, our team is available to assist you with any financial or investment questions that you may have.



**"I came from a poor background. I never wanted to be that way again, and I wanted to make sure that other people weren't that way," says Webb.**



## Strawberry Spinach Salad

### Ingredients

#### Dressing:

- ½ cup white sugar
- ½ cup olive oil
- ¼ cup distilled white vinegar
- 2 tbsp. sesame seeds
- 1 tbsp. poppy seeds
- 1 tbsp. minced onion
- ¼ tsp. paprika
- ¼ tsp. Worcestershire sauce

#### Salad:

- 1 quart strawberries—sliced
- 10 ounces fresh spinach
- ¼ cup of blanched almonds or walnuts
- 1 cup of crumbled feta cheese  
*(you may add a protein of your choice)*

Make dressing and chill for 1 hour  
*Pour over salad and enjoy!*



#### Attention Snowbirds:

Be sure to call us with your summer address so you are able to receive your mail during the summer months.

Webb Financial Group provides comprehensive wealth management solutions to individuals and businesses. For over forty-five years, we have helped our clients achieve financial security.

Michael Bischoff, CFP® & COO  
 Gary Webb, RFC®, CKA® & CEO  
 Dave Verbeke, Financial Advisor  
 Tim Greife, Financial Advisor  
 Michelle Brennan, FPQP®  
 Financial Paraplanner  
 Kristi Mattiuz, Contoller  
 Taylor Fish, Executive Assistant

## Market Update—First Quarter 2024

The last few months have been very enjoyable for long-term investors who have remained disciplined and focused on their goals. The artificial intelligence (AI) theme continues to power the major U.S. stock indexes, and market sentiment remained strong from January through March.

The market has rewarded investors as the S&P 500, Dow, and Nasdaq 100 had their fourth consecutive month of gains. Market bulls were cheering the prospects of a more accommodating Fed at some point, and there were many earnings results in mega-cap growth stocks supporting the positive market sentiment.

For the month of February, the S&P 500 added a healthy 5.17%, the Nasdaq 100 tacked on 5.29%, and the Dow rose by 2.22%.

In February, inflation metrics showed data mostly running hotter than expected but stock market bulls didn't seem to mind. Anticipation of a more dovish Fed in the future, several strong corporate earnings releases, and an overall theme of bullishness all contributed to the final results in February.

The January jobs report released in early February showed a blowout number with 353,000 jobs created vs 185,000 forecasted, suggesting economic strength.

Inflation warming and the increased probability of any rate cuts being pushed farther into the future contributed to government bond yields rising in February. Inflation is very real, but it affects Main Street a lot more than Wall Street, at least for now.

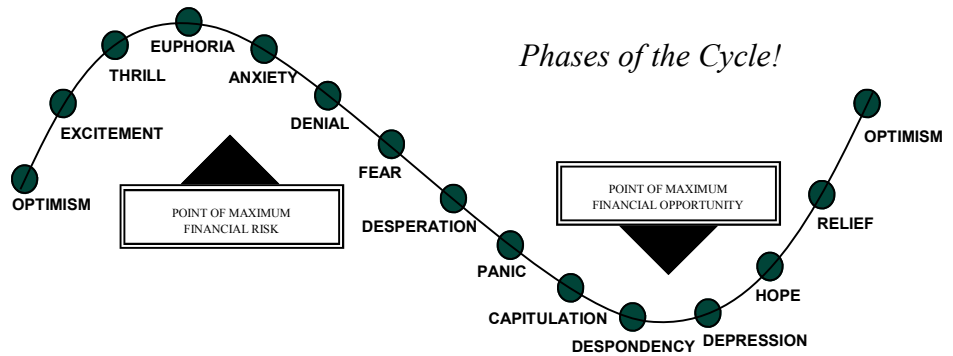
The widely watched 10-year Treasury Note Yield rose somewhat sharply in February, closing the month at a yield near 4.25%. This constituted a rise of 28.5 basis points month-over-month. The rise in yields naturally translated to higher mortgage rates, contributing to the higher costs of shelter, sidelining some potential borrowers.

February featured continued overall bullish equity market sentiment supported by positive earnings results from many companies. Headwinds exist for equities, but you wouldn't know it by glancing at the major stock market averages as the S&P 500 and Nasdaq 100 hit all-time highs on March 1, 2024.

Long-term investing (staying in the market) continues to be the ticket. That has been the theme of our firm ever since Webb Financial Group was founded by Jerry Webb, in 1981!



Gary Webb, RFC®



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