

STONE BARN TIMES

2019 | Issue 2



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 **Covenant**
Wealth Strategies, LLC

INTRODUCING

Covenant Collegiate Solutions

To further enhance the value that we provide to our clients, the team at Covenant Wealth Strategies is very excited to announce and introduce our new college planning platform. This innovative solution is designed to help our clients save ON the cost of college, in addition to saving FOR the cost of college.

Did you know that a family today can easily exceed \$250,000 in college costs – for one child?*

There are two different prices for a college education – one for the informed buyer and one for the uninformed buyer.

...Which price will you pay?

Well-informed short- and long-term college planning, admissions and funding decisions at each of the many decision points along the way is how you plan for the overall best outcome and potentially save ON, not just for the cost of college!

Contact us to learn how you can get started with your custom plan!



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302.234.5655
www.covenantwealthstrategies.com

*Source College Board 2014 data analyzed by Collegiate Funding Solutions, Inc. Includes tuition, fees, room and board.

College planning is NOT just saving for college.



You should be able to expect more than just simplistic, one-size-fits-all savings strategies from your financial advisor.

We can help you save ON, not just FOR the cost of college. **How?** By helping you make well-informed college planning and funding decisions at every step along the way.



If your student is in high school and you are likely a candidate for need-based financial aid at the school you are evaluating, the contents and corresponding benefits of your custom plan are:

1 Estimate of your Expected Family Contribution (EFC).

BENEFIT: This is what you will be expected to pay toward the cost of college at the school selected before qualifying for any financial aid assistance at that school. This is the all-important starting point for becoming an informed buyer of a college education. By starting with your EFC, you'll have a much better idea which schools are REALLY affordable for you!

2 The EFC formula used by the school

BENEFIT: There are two different formulas for determining your EFC. The method used by the school you are evaluating can make a big difference in how much you will be expected to pay at the school as well as strategies for increasing your financial aid eligibility at that school.

3 Strategies for maximizing education tax credits

BENEFIT: Tax credits can help you significantly reduce the cost of college. Every tax dollar saved is like a "scholarship dollar" so you need to know the strategies for maximizing them.

4 Savings strategies

BENEFIT: From the myriad of options, we'll help you decide which savings option is best suited for you. We'll evaluate savings options on critically important categories such as whether the option is good or disastrous for a financial aid candidate, whether it's a good option if you don't use it for college but for retirement instead, etc.

5 School-specific merit scholarships

BENEFIT: School-specific scholarships that your student qualifies for based on academic performance and how to obtain them are included in your plan. This actionable information, which cannot be easily obtained otherwise, may result in scholarships that will help you reduce your out-of-pocket costs. It's one more way that we can help families save on and not just save for the cost of college.

6 Strategies for increasing financial aid at the school selected

BENEFIT: This is a one of the most valuable aspects of your customized college funding plan. We'll identify strategies that you can implement - based on your particular circumstances - to help maximize your financial aid and minimize your out-of-pocket college costs. These strategies are based on an in-depth understanding of how financial aid works and may save you thousands of dollars on your college costs.

7 Comprehensive financial aid analysis at the school selected

BENEFIT: This is a realistic projection of the amount and type of financial aid you can expect at the school in question as well as how much you'll likely have to pay out-of-pocket, after accounting for financial aid. You'll be amazed to learn that at many of the higher-priced schools - particularly private colleges - your actual out-of-pocket costs will be less than many public schools with a lower sticker price. Many schools that you think are not affordable may be very affordable to you when you factor in financial aid! This information can be very helpful in determining what school to apply to in the first place! Don't give up on the school of your student's dreams just because you don't think you can afford it. You may be very pleasantly surprised to learn that you can!

8 Loan strategies for meeting shortfalls

BENEFIT: Most families will need loans to help cover the total cost of college. Knowing which options to choose can be very confusing. Choosing the wrong option can significantly increase your out-of-pocket college costs. We can help you choose loan strategies - based on your particular circumstances - for covering any shortfalls not covered by your resources or financial aid.

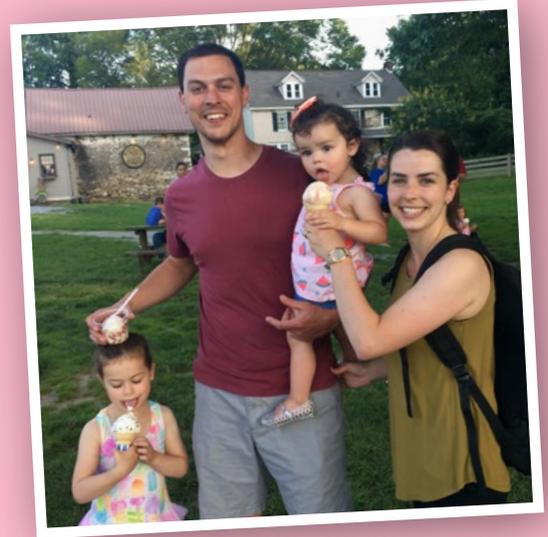
Covenant Collegiate Solutions

July is...

National Ice Cream Month!

Some COOL facts about Ice Cream:

1. The average American eats 48 pints of ice cream each year.
2. To make one gallon of ice cream, you need 12 pounds of milk. A dairy cow can produce enough milk for about 9,000 gallons of ice cream in its lifetime.
3. Yes ... vanilla is the most popular ice cream flavor (followed by chocolate and strawberry).
4. An ice cream tester for Breyer's Ice Cream actually insured his tongue for \$1 million dollars!
5. The world's largest ice cream cone weighed 2,204 pounds. It was 13 feet tall. It was made in Gloucester, UK, in 2012.



Many friends and families came out for our annual ice cream social event at Woodside Creamery!

Can you match each member of the Covenant team with their favorite ice cream flavor? (answers below)

Cathy Dana Shelly Michelle Madeline Tina Ward Randy Peter Chris



ANSWERS:

Cathy: Mint Chocolate Chip | Dana: Cookies & Cream | Shelly: Vanilla Fudge | Michelle: Cotton Candy
 Madeline: Cake Batter | Tina: Cappuccino | Ward: Cookie Dough | Randy: Vanilla & Chocolate Swirl
 Peter: Butter Pecan | Chris: Black Raspberry

SPOTLIGHT ON: Madeline Keever



We are pleased to welcome Madeline as one of our most recent additions to the team.

Madeline joined our team in February of 2019 as an Administrative Assistant. She supports our financial advisors with preparing for strategy sessions and special projects.



Madeline and her husband Dan

Favorite Activity: Traveling with my husband, Dan!

Favorite Food: Does coffee count? ;) Because I'm always down.

A Quote I love: "In Love's service, only wounded soldiers can serve." – Thornton Wilder

Favorite Book: Life Together by Dietrich Bonhoeffer

Favorite Activities: Rock climbing, playing music, and trying out new recipes in my kitchen!

Fun Fact: A fun fact that I like to share with people is that I grew up on a farm. My sisters and I knew how to cut down a tree with a chain saw and then come inside and have a tea party. It was a great way to learn to be well-rounded and try new things.

Favorite thing about working at CWS: I love the people I get to work with. Everyone in the office is so friendly and in the short time I have worked here, I already feel like family. It's a fascinating field for sure, but the people are what really sets Covenant apart from other places I've worked.

SPOTLIGHT ON: Dana Branham



We are pleased to also welcome Dana to our Covenant Wealth Strategies team! Dana is a Virtual Administrative Assistant with LPL Financial.

Dana started supporting our team in February of 2019 with administrative special projects.



Dana with her mother Alberta

Favorite Activity: Dancing

Favorite Food: Pizza

A Quote I love: "When you know better, you do better." – Dr. Maya Angelou

Fun Fact: I used to be a radio show host

Favorite thing about working with CWS: I enjoy working with the Covenant Team because their commitment to providing an unmatched level of service to their clients is a natural fit for how I work. At the end of the day, people don't always remember all that you did, but they always remember how you made them feel. I know that everyone at Covenant strives every day to make the clients feel like a valued part of the family, that happens to be a business.

PEOPLE & PLACES

Covenant Wealth Strategies was recently recognized as a finalist for the Elite Firm of the Year Award by Carson Coaching.

Each year, Carson Coaching recognizes outstanding firms that demonstrate exceptional value to their clients, along with making a difference in the community around them.



Ward and Debbie recently attended LPL Financial's Summit Conference in Hawaii.

Summit is reserved for the top 1% of approximately 16,000 advisors nationwide, affiliated with LPL Financial. It was a great opportunity to interact with LPL's senior leadership, share financial wisdom and participate in enlightening round table discussions.

Ward has been selected to serve on a panel with his peers at the upcoming LPL Focus Conference in San Diego, CA.

Focus is an annual educational conference that is expected to host over 10,000 advisors and team members. Ward and the other panelist will be sharing best practices in the financial services industry, along with participating in Q&A during advisor-led break-out sessions.

The LPL Financial logo, consisting of a stylized blue square icon followed by the text 'LPL Financial' in a blue serif font.

COVENANT NEWS

Chris Vincent Earns His Chartered Retirement Plans Specialist Designation



"I am honored to earn the CRPS. This designation is a testament to my dedication to providing knowledgeable financial guidance to the clients of Covenant Wealth Strategies."

Covenant Wealth Strategies is excited to announce that Chris Vincent, Wealth Advisor has earned his Chartered Retirement Plans Specialist (CRPS) designation.

The CRPS is a distinguished designation in the financial services industry that equips advisors with knowledge to recommend implementation techniques that can be executed into a well-structured, company-appropriate retirement plan. As retirement plan options evolve and tax complexities increase, many companies seek professional plan administrators to design, install, and maintain their company retirement plans.

To earn the CRPS, candidates must pledge to adhere to the College for Financial Planning Code of Ethics, complete seven courses of study and pass a comprehensive final exam to test their ability to apply complex theoretical concepts to real-life situations.

"We are extremely proud of Chris. His accomplishment demonstrates his ongoing commitment to serving the clients of Covenant Wealth Strategies and to our culture of continuous improvement," said Ward Kever, IV, CLU, ChFC, RHU, AEP, CFS, AIF, CKA President and CEO of Covenant Wealth Strategies.

Chris joined Covenant Wealth Strategies in December of 2010. He is also an Accredited Investment Fiduciary (AIF), Chartered Financial Consultant (ChFC). Chris' background is a great fit with Covenant's mission to place the clients' best interests first at all times. He enjoys investing in the lives of our clients by identifying and understanding their objectives. Chris works hard to provide proactive, concierge service to help our clients accomplish their goals.

Contact Covenant Wealth Strategies to learn more about our retirement planning services.

SUMMER WORD SEARCH

Key:

BARBECUE
BEACH
BEACHFRIES
BOARDWALK
BOAT
BOOGIEBOARD
CANDYKITCHEN
CORNONTHECOB
CRAB
DIVE
DOLPHIN
DUNES
FIREWORKS
FISHING
FLIPFLOPS
FUNLAND
GRILLING
LIFEGUARDS
LIGHTNING
OCEAN
POOL
SAND
SHOWERS
SUNSCREEN
SURF
SWIM
SWIMSUIT
THUNDER
TRAFFIC
VACATION
WAVES

V G R I L L I N G P M W L A E
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 L F L L E B I Z D N W A V E S
 I A F V R J B H R U W B V K R
 P G D P S M I Q S F N W P T B



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Securities and advisory services offered through LPL Financial, a registered investment adviser, member FINRA/SIPC.