VOYAGE FINANCIAL GROUP NEWSLETTER
Second Quarter - 2016
10 ANNIVERSARY

A reason to celebrate & 'give back'

As the addition to our banner implies, we are pleased and proud to be celebrating our 10th anniversary this year. It's hard to imagine a decade has passed since we established our firm.

Like any new business, we were concerned. Will we grow our client base? Will they stay with us? Will clients understand, appreciate and embrace our values:

- Treating clients the way we want to be treated.
- Seeking and recommending suitable strategies, regardless of whether or not they include products and services we offer.
- Working to be on the leading edge of financial knowledge and technology.
- Being compassionate, fair, and having a genuine concern for our clients' well-being.

Looking back, we are overwhelmed and humbled by the response. Starting from ground zero in 2006, we now serve over 800 clients, manage over $400 million in brokerage, advisory and retirement plan assets as of May 13, 2016, and have a wonderful base of clients that have been with us since we opened our doors.

So pardon us if we feel like celebrating a little! And we believe one of the best ways to do this is to "give back" to the community. So we are partnering with Special Olympics Illinois (SOI) to help sponsor its foundation's golf tournament, a significant fundraising event that enables children and adults with special needs to participate in SOI's athletic programs.

The picture on the right was taken last month when SOI President/CEO Dave Breen (suit), and Global Messenger and SOI Athlete Grace Seiboldt (center), visited with us to share some insights about their programs and activities.

It amazed us to learn that Special Olympics Illinois provides opportunities for more than 22,000 athletes

(20,000 young athletes) and 45,000 volunteers through 18 programs in all 102 counties of the state. And there is no charge for the athletes or their families to participate!

We're very proud to be associated with the remarkable work and services that Special Olympics Illinois provides; and Dave Breen, in turn, expressed his pleasure for Voyage's support and that it was made on behalf of our clients.

It may surprise you to know ....

Average American workers are interrupted by their phones every four minutes. It takes 23 minutes to get back to the level of concentration or creativity they were at before the interruption.

Source: University of California's School of Information and Computer Sciences

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REFERRALS

Voyage's success is linked directly to the referrals we receive from our clients. We sincerely appreciate it when we hear from people that clients recommended us to them.

In referring us, some clients have asked, what would you like us to say to my friends, neighbors and co-workers who express an interest in Voyage? Here are some talking points to consider:

Financial consultants at Voyage provide advice to clients about setting goals and then helping to obtain them. Investing is part of that discussion, but not always.

> For example: We may discuss topics such as credit card debt or budgeting.

It's also reassuring to know that there are Certified Financial Planner™ professionals at Voyage who have a fiduciary responsibility to do what's best for their clients' financial interests.

> It's why financial professionals at Voyage work with clients to develop a spending plan, first, that models how much is available to invest, in what, and to what extent investing will cover expenses in retirement.

At Voyage, providing financial advice is the core of our mission and values:

- It's why we personally meet with prospective clients and work with them to develop a detailed no-cost, and no-obligation, financial plan.
- It's why we are a team of credentialed financial planners.
- It's why we work one-on-one with our clients, year after year, to make sure their spending needs are aligned with their investment objectives.

It's important to note that financial consultants do not have control over the markets, only the financial plan they develop and the amount of risk that is associated with the investments in it.

Aon Hewitt's latest *The Real Deal* study analyzes the financial retirement readiness of 2.1 million employees of 77 large U.S. employers. Aon Hewitt is a provider of human capital and management consulting services with 500 offices in 120 countries.

The results of the study provide an indication of how financially prepared for retirement employees at large companies will be and – for Voyage clients and prospective clients – shows the importance of financial planning for retirement sooner than later.

The study found:

- Employees need an average of 11 times their final pay for an adequate age-65 retirement.
- Only one out of five employees is projected to have retirement savings that exceed the amount needed at age 65.

  > An additional one out of five may have reasonably adequate savings for retirement with some lifestyle adjustments.

- The median employee is expected to be financially ready to retire at age 68.

While each employee's finances are unique and different, Aon Hewitt's study shows that collectively there is a need for most employees to plan well ahead for a financially successful retirement … something, we're proud to say Voyage's financial professionals can help with.

The complete study can be viewed at http://www.aon.com/attachments/human-capital-consulting/the-real-deal-highlights-2015.pdf

Don't forget to reserve August 13 on your calendar for Voyage's **Kane County Cougars** game.

Client Spotlight - Chester Brozell

Voyage client Chester Brozell (center - with the pink ribbon on his jacket) was recently honored at a Chicago White Sox game by some of his friends and former AT&T co-workers. Many of those who attended are also Voyage clients including Dale Dedinsky, Patty Prill, Rich Malnati, Wally Mackow, Ron Butera and Rich Lach.

Financial Literacy -
What kids need to know about money

As Voyage clients, you know the value and importance of finances and investments. Stop for a moment and think about how you acquired this knowledge and – perhaps just as important – how your children and grandchildren are learning about this from you and their teachers.

The Consumer Financial Protection Bureau (CFPB) offers up guidelines for the financial skills children should be acquiring as they go from grade school to high school. CFPB is an independent agency of the federal government responsible for consumer protection in the financial sector (http://www.consumerfinance.gov).

We thought sharing these guidelines with you would be a good way for you to make sure the next generation of investors in your family is adequately prepared to make informed financial decisions.

In Elementary School

Saving and investing:

1. The difference between saving and investing.
2. The concept of compound interest.

Income:

3. Possible sources of income (not including mom and dad), like salaries, benefits and interest rates.
4. Why more education can lead to more income.

Spending:

5. You can't buy everything you want. What goes into deciding to buy something?
6. How to count and use money.
7. What is a budget? And what goes into making one?

Borrowing and financial risk:

8. Borrowing allows you to buy things now and pay for them in the future.
9. Credit is when you use someone else's money for a fee, and interest is the fee you pay to borrow money through credit.
10. Financial risk is an unavoidable part of life, and you can choose to protect yourself by avoiding risks or taking out insurance.

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Financial Literacy ... from Page 3

In Middle School

Saving and investing:

1. How time, interest rates and inflation all affect the value of savings.
2. How to calculate interest, i.e. multiply the principal amount, the interest rate and the time of the loan or investment.
3. Financial assets you might want to invest in, including stocks, bonds, mutual funds, real estate and commodities.

Spending:

4. When buying things, look for information beyond advertising claims to make a decision.
5. A good budget should account for expenses, income, savings and taxes.

Borrowing and financial risk:

6. The benefits to using credit to finance long-term purchases that last a long time, but the benefits to using credit to make daily purchases are short-lived and don't add up over time.
7. What is an interest rate on a loan, an annual percentage rate, and why do rates fluctuate based on changes in the market?
8. How to avoid getting charged interest on credit card purchases.
9. What is a credit score, and why does it matter?
10. What is an insurance premium, and why do they vary?

In High School

Saving and investing:

1. The possible benefits - and risks - of starting a business of your own.
2. Going to college is an important financial decision. Comparing tuition and fees, and the future economic opportunities of a degree.
3. How taxes affect income.
4. Some adult things you'll soon need to worry about: saving for a car, higher education and retirement.
5. The factors that go into calculating an investment's end value: investment amount, time, rate of return, and frequency of compounding.

6. What do government agencies do (like the SEC, FDIC and CFPB), and why does it matter for your finances?

Borrowing and financial risk:

7. The important factors in financial aid for college: grants vs. loans, amount of loans necessary, loan forgiveness and repayment schedules, and expected future income.
8. How to compare the cost of credit from different financial institutions, how to use credit wisely, and the risks of excessive debt — including declaring bankruptcy.
9. How to protect yourself from identity theft.
10. The different types of insurance, from health to auto to disability, and how things like deductibles and copayments work.

It may surprise you to know ....

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- Property taxes can vary substantially by county (Will vs. Kane counties for example). Want to see how yours compares? The Tax Foundation has a map on its website that you can click on to see the average property taxes paid for every county in the country: http://taxfoundation.org/blog/how-do-property-taxes-vary-across-country.

- People are more sensitive to market losses than gains. According to author Richard Peterson, losses hurt 2.5 times more than the thrill of gains.

Source: Inside the Investor's Brain: The Power of Mind over Money

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