On Wealth

In This Issue...

WESTON BANKS
WEALTH PARTNERS
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Fall '15

Welcome

I hope this newsletter finds you doing well, with you and your family looking forward to a fun-filled fall. We at Weston Banks Wealth Partners had a relaxing summer with friends and family, and we are excited to see what the rest of the year brings.

With markets experiencing a volatile year due to Federal Reserve actions and concerns about issues in China, Europe, and other parts of the world, we're keeping a close eye on our clients' portfolios and recommending prudent changes where necessary. Though we can't predict what markets will do, we're always on the lookout for opportunities to help our clients amid the uncertainty. If you have any questions about how market movements may affect your situation, please give us a call – we'd be happy to speak with you.

We're thrilled to present this issue of the On Wealth Newsletter. In this issue, we explore many important issues, like how to support adult children without risking retirement preparations and how to seize the opportunity to create successful financial resolutions before the new year. We also explore some of America's most entertaining Fall festivals and teach you some tips for incorporating meditation into your daily routine.

In this issue, we cover:

We sincerely hope that you find this On Wealth Newsletter interesting and informative. We're constantly looking for ways to educate our clients and give them greater insight into the issues affecting investors today. Please send us any comments or feedback about our newsletter; we are always open to new ideas.

If you have any questions or concerns about what we've covered, please let us know. If you have any family or friends who would enjoy receiving this newsletter, please give us their information and we will be happy to add them to our growing list of subscribers.

As always, it is an honor and a privilege to serve you. On behalf of all of us at Weston Banks Wealth Partners, thank you and best wishes for a wonderful fall 2015.

Warm Regards,

Jason Steele

STAY ON TRACK

KEEP YOUR KIDS AND YOUR RETIREMENT HEADED IN THE RIGHT DIRECTION.

FOR MANY RETIREES AND THOSE LOOKING FORWARD TO RETIREMENT, CHILDREN ARE STILL THEIR LARGEST EXPENSE. A SLOW ECONOMIC RECOVERY AND LINGERING UNEMPLOYMENT AMONG YOUNG ADULTS HAS MEANT THAT RECORD NUMBERS OF PARENTS ARE STILL FINANCIALLY SUPPORTING THEIR CHILDREN WELL INTO ADULTHOOD.

The Pew Research Center found that the share of young adults living with their parents increased from 22 percent in 2007 to about 26 percent in 2015 – translating into millions of young people who are still financially dependent on their parents.[1] America's young adults are less likely to be living independently of their families in 2015 than they were in the depths of the recession. Even though job prospects have improved since the recession, many college graduates have yet to move out on their own.

Parents are also finding that leaving the nest doesn't always mean being financially independent. A 2011 Ameriprise Financial survey of more than 1,000 Baby Boomers found that 93 percent provided some form of financial support to their adult children.[2] However, these parents aren't just picking up the odd check at dinner or letting their kids crash on the couch. Many are footing the bill for expenses ranging from college loan payments to cell phone bills, car insurance, and even travel expenses. The same survey found that 71 percent of respondents helped pay their kids' student loans, and 53 percent said that they allowed adult children to move home and live rent-free.[3] Some parents even go so far as to help their kids buy houses and cars, expenses that once marked the transition to financial independence.

SUPPORTING YOUR KIDS MAY PUT YOUR RETIREMENT AT RISK.

Unfortunately, many parents are threatening their own retirement prospects by financing their children's lifestyles. Just 24 percent of Baby Boomers in the Ameriprise survey said that they are putting money away for retirement, down significantly from 44 percent in 2007.[4] Though parents may be pulling

"SHORT-CHANGING YOUR OWN RETIREMENT WON'T HELP YOUR KIDS."

4 KEY TAKEAWAYS FOR PARENTS

1. Don't put your own financial goals at risk to help your children.
2. Help your children avoid debt by making smart decisions about college.
3. Create a financial strategy that supports your children while helping them toward independence.
4. Consult a financial professional who can help you provide for your children without threatening your retirement goals.

“53 PERCENT [OF PARENTS] SAID THAT THEY ALLOWED ADULT CHILDREN TO MOVE HOME AND LIVE RENT-FREE.”

> 23 PERCENT OF SURVEYED AMERICANS BETWEEN THE AGES OF 50 AND 70 SAID THAT THEIR RETIREMENT SAVINGS HAD GONE OFF TRACK BECAUSE THEY ARE FINANCIALLY SUPPORTING ADULT CHILDREN OR GRANDCHILDREN.

from current income instead of drawing down their long-term savings, diverting money away from their own retirement can be costly. Many parents enter peak earning years at the same time that children head off to college or start their own lives. Failing to make the most of the opportunity to stash more money away for retirement can seriously affect parents' retirement pictures. In 2013, 23 percent of surveyed Americans between the ages 50 and 70 said that their retirement savings had gone off track because they are financially supporting adult children or grandchildren.[5]

Financial support can also bring other negative consequences in the form of friction in families with multiple children. Providing support to one child when siblings are taking responsibility for their own finances can create resentment. These family rivalries can linger for years and threaten adult relationships.

While the recent recession hurt many young Americans' economic prospects, changing cultural expectations around family support may also be pushing parents into taking on too much financial responsibility. Many parents believe that they are obligated to financially support their adult children and feel guilty about asking for a move-out date or saying no to financial requests.

WHAT CAN PARENTS DO TO SUPPORT CHILDREN WHILE KEEPING RETIREMENT ON TRACK?

What are loving parents to do? Fortunately, there are a number of ways that you can help your children become financially independent while protecting your own current and future financial well-being.

Help college-aged children keep their student loan debt low.
One of the most common reasons that children return home or live with their parents is because of unsustainable student loan debt. High levels of debt can make it hard for children to afford rent or save money for a home. Helping your children make smart decisions about college and limiting their reliance on student loans can drastically reduce their financial needs after college. If your child already has heavy debt loads, consult a professional who can help your child understand options for consolidation and develop a payment schedule.

Create a strategy for your child's independence.
Instead of simply writing a check for everything your child needs, create a strategy together (ideally with a financial professional who can provide a neutral opinion) to plan for how your assistance will enable your child to eventually become independent. If you expect your child to need ongoing support, make an agreement about what you will contribute to the household. For example, picking up the car payment for a few months or underwriting the cost of professional training is more likely to yield long-term benefits than paying credit card bills.

Set up a separate account or financial "bucket" for helping family.
Part and parcel of controlling the flow of money is understanding exactly how much you are spending on family requests. You might be surprised to find out just how much money you contribute to your kids' lifestyles. Work with your financial professional to set a budget for how much financial support you can afford to provide without compromising your own goals.

Don't give money with no strings attached.
One key to limiting your children's dependence is to support only activities and purchases that will contribute to your child's long-term financial stability. Set goals and a timeline so that you and your child both understand how the money is to be used and how long your support will last.

Set clear expectations and create house rules together.
Instead of treating your kids like returned teenagers, it can be helpful to think of them as adult roommates who have shared responsibilities at home. Work together to create a schedule for meals and housework and set expectations for their contributions to the home.

Bring out the tough love.
Some adult children may need an extra push to leave the nest. Setting deadlines and checking in regularly can help keep your child on track and ensure that progress toward eventual independence is being made. While it may be emotionally difficult to cut off the money spigot, keeping your adult children from becoming too comfortable and too dependent is a necessary part of helping them get ready for entry into the real world.

Don't forget your own financial needs.
You've spent a lifetime putting your children first, and it can be very hard to change your priorities. However, short-changing your own retirement won't help your kids. In fact, it increases the risk that you may run out of money later in life and become dependent on children and family members.

[1]2015, Pew Research Center. More Millennials Living With Family Despite Improved Job Market. http://www.pewsocialtrends.org/2015/07/29/more-millennials-living-with-family-despite-improved-job-market/ (Accessed August 20, 2015)

[2]2011, Ameriprise Financial. Money Across Generations II℠ Study. http://newsroom.ameriprise.com/images/20018/MAG%20Research%20Report%20Family%20First%204-27-12.pdf. (Accessed August 19, 2015)

[3]2011, Ameriprise Financial. Money Across Generations II℠ Study. http://newsroom.ameriprise.com/images/20018/MAG%20Research%20Report%20Family%20First%204-27-12.pdf. (Accessed August 19, 2015)

[4]2011, Ameriprise Financial. Money Across Generations II℠ Study. http://newsroom.ameriprise.com/images/20018/MAG%20Research%20Report%20Family%20First%204-27-12.pdf. (Accessed August 19, 2015)

[5]2013, Ameriprise Financial. Retirement Derailers℠ Study. http://newsroom.ameriprise.com/images/20018/RetirementDerailersResearchReport.pdf (Accessed August 20, 2015)

HOW WE CAN HELP

As financial professionals, our first priority is your long-term financial stability and comfort. If you're preparing for retirement while still supporting adult children, it can be very helpful to discuss your situation in a judgment-free way with a neutral party. It's very common to feel like you're stuck managing your children's financial needs, societal expectations, and well-meaning friends and family who are full of unsolicited advice.

Speaking with a professional can help you sort through competing priorities and give your kids the help they need without threatening your own financial goals. **If you have questions about how to prepare your children for financial independence, please give us a call at 919-783-8500.**

Why Wait for the

NEW YEAR?

You don't have to look far to find evidence of Americans' love for reinventing themselves each year. About half of Americans make resolutions about issues like fitness, weight loss, smoking, debt reduction, and financial management every year. However, research shows that 90 percent of New Year's resolutions vanish within the first days of the new year.

WHY DO RESOLUTIONS FAIL?

There are many reasons why resolutions might fail, but research suggests that people frequently have unrealistic expectations about their ability to implement serious changes in their habits and lifestyles. Psychologists Peter Herman and Janet Polivy have dubbed this phenomenon "false hope syndrome."

Their research suggests that many people become excited and overly ambitious about their goals, often trying to accomplish too much, too quickly. Underpinning these unrealistic expectations is often a desire for overall life reinvention. When incremental change fails to yield large results, even dedicated people can lose interest and motivation. Even when people can achieve the goals they set, they may feel disappointed when changes to a single aspect of their lives fail to result in overall life improvements.

What can you do to avoid becoming a resolution statistic? First, don't procrastinate and expect a new year to magically motivate you to pursue better financial behaviors. Instead of waiting until 2016 to pick up new habits, commit to creating better financial behaviors immediately using these strategies for success:

Commit to one or two specific goals:

Instead of resolving to handle your finances better or save more, commit to a specific, achievable goal. For example, instead of promising to completely revamp your finances, set a goal to boost your savings by a set amount in the next year.

Focus on incremental improvement by creating daily, weekly, and monthly goals:

By breaking your larger goal into smaller objectives with distinct milestones, you're much more likely to make headway. You will also always have an answer to the question, "what should I be doing today to pursue my goal?" Create a system for success by counting, tracking, and measuring progress. Even if your system is something as simple as a whiteboard charting your achievements, it's very motivating to watch yourself getting closer to your goals.

ART

Commit to New Financial Resolutions.

Create change by creating new thought patterns about yourself:

Many resolutions are based on changing aspects of yourself that you may dislike, and these feelings of guilt and discomfort can sabotage progress. Write down negative thoughts that come to you and try to seek their source. Consciously turn your negative self-talk into positive reinforcement. For example, if you find yourself thinking something like, "I'll never save up enough; I'm so bad at managing money," tell yourself, "I'm definitely going to reach my goal. I've already saved $X,XXX."

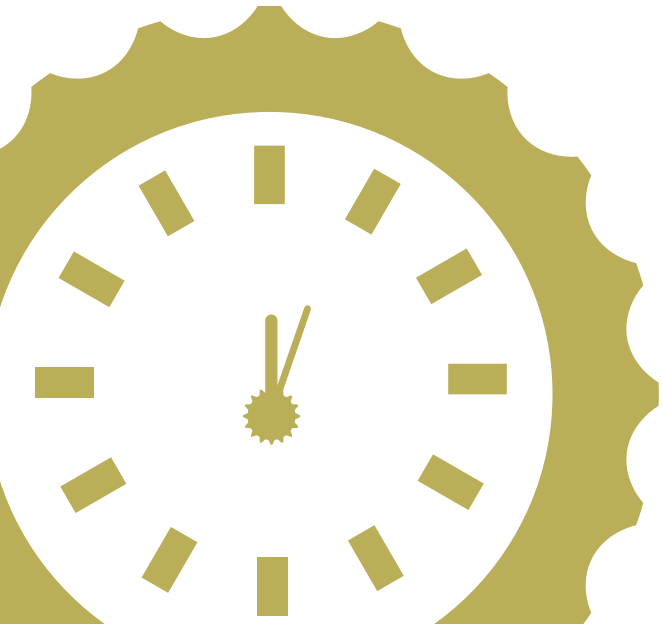
Allow yourself to fail gracefully, but get back on the horse immediately:

Failure is part of success, and it's rarely going to be possible to stick to a new regimen completely. However, instead of allowing a single failure — like an unplanned expense or budget breakdown — to derail the entire plan, forgive yourself and focus on getting right back to the plan.

Use your financial professional as an accountability partner:

Much like a gym buddy or personal trainer helps you stay motivated at the gym, a financial professional can help you stay committed to your financial goals. Ask your financial professional for help setting up and sticking to your new resolutions. He or she can offer helpful tips and check in regularly to keep you on track.

Remember, January 1 is just a date on the calendar. Instead of waiting for 2016, get a head start on your financial resolutions by committing to new habits tomorrow.



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THE POWER OF Meditation

Meditation isn't just for followers of Eastern philosophies. In fact, research has shown that meditation has physical and mental health benefits. Here are four reasons for giving meditation a try.

You focus on *breathing*

Many people do not focus on their breathing as they go about their day. They take shallow breaths and don't take in as much oxygen as they could. When you meditate, you focus on your breathing. You take longer and deeper breaths that provide your body with the oxygen it needs. Even if you only meditate for a few minutes, you will benefit from the added oxygen.

Meditation helps you *relax*

Taking the time to close your eyes and focus is relaxing, and studies have shown that meditating can help you reduce your stress and anxiety. When you're feeling overwhelmed, sit and close your eyes and focus on something that brings you peace. Meditation helps you learn how to remain calm in the stressful situations you may encounter in your daily life.

- Find a sitting, standing, or lying posture that you can hold comfortably for five or ten minutes.
- Choose a quiet, comfortable place that's free of loud noises and distractions.
- Relax into your chosen posture, focusing on relaxing your muscles and holding your position.
- Breathe deeply and focus on awareness of your breath in each inhalation and exhalation.
- As your mind naturally wanders, simply call it back by refocusing on your breathing.

You'll *sleep* better

Because meditation is so relaxing, it can help you fall asleep more easily at night. The more stressed you are, the less restorative your sleep will be. A Harvard study found that mindfulness meditation – a calming practice that helps you focus on being present – reduced symptoms of insomnia, fatigue, and depression among study participants. If you've had trouble sleeping, you might want to try meditating when lying in bed or as part of your nightly routine.

Meditation improves mental *focus*

Most meditation practices help you develop the ability to sit quietly with yourself and be more present in the moment. This act helps you to gain focus in other areas of your life. If you dedicate yourself to a regular meditation practice, you should find that your mind wanders less, and you become more able to focus on the moment.

Meditation offers many potential benefits to people of all ages and walks of life. Get started by dedicating ten minutes in the morning and evening to a meditation routine. While there are many philosophies and approaches to meditation you can try, many experts recommend starting out by simply sitting comfortably and focusing on deep inhalations and exhalations.

Fall FESTIVALS

Celebrate the end of summer, crisp weather, and the season's harvest bounty at one of these family-friendly fall festivals across the United States.

TRAILING OF THE SHEEP FESTIVAL

Ketchum, Sun Valley & Hailey, Idaho

Every fall, people from around the world descend on the picturesque Sun Valley to celebrate Idaho's rich history of sheepherding. Inspired by traditional European *almabtrieb* and transhumance festivals that mark the seasonal movement of herds from summer pastures to their winter homes, Idaho's five-day festival includes a folklife fair, sheepdog demonstrations, music and dancing, and many examples of local cuisine. A high point of the festival is a Main Street parade featuring sheep herds, historic ranch wagons, musicians, and colorful folk dancers.

For more information, visit www.trailingofthesheep.org

SONOMA COUNTY HARVEST FAIR

Santa Rosa, California

The highlight of this California Wine Country festival is the World Championship Grape Stomp, which pits teams of two (many wearing hilarious costumes) against each other for grape-stomping mastery and the title of World Champion. Stompers of all ages compete in preliminary events to qualify for the final stomp on the last day of the fair. Festival goers can taste wines from over 150 Sonoma County wineries and enjoy chef demonstrations, tasting events, and cooking competitions, as well as arts, crafts, and many children's activities.

For more information, visit www.harvestfair.org

WARRENS CRANBERRY FESTIVAL

Warrens, Wisconsin

Every year, the tiny town of Warrens, Wisconsin, is flooded with over 100,000 cranberry-loving festivalgoers for the world's largest cranberry festival. Dedicated to Thanksgiving's favorite fruit, the festival includes tours of local cranberry marshes; cranberry treats like whoopie pies, cranberry wine, cream puffs, pies, and ice cream; and hundreds of vendors at the arts & crafts fair, flea market, and farmers' market.

For more information, visit www.cranfest.com

NATIONAL APPLE HARVEST FESTIVAL

Arendtsville, Pennsylvania

Whether you're into tart Granny Smiths, love the silky smoothness of a Golden Delicious, or are seeking spicy Shenandoahs for a great pie, fall is a time to celebrate apples. Arendtsville, a small town a few miles northwest of Gettysburg, Pennsylvania, hosts the annual National Apple Harvest Festival, where thousands of tourists and locals celebrate the best of apple season with a parade of apple-inspired events and delights: cider, pies, butters, candied apples, an Apple Blossom Queen and more. The festival includes Bake-Offs, cooking contests, antique cars, and arts and crafts, as well as plenty of activities for kids (like bobbing for apples).

For more information, visit www.appleharvest.com

AMERICA'S OKTOBERFEST

Cincinnati, Ohio

You don't have to go all the way to Munich to take part in one of the world's greatest fall celebrations. Every year in Cincinnati, Samuel Adams – the country's largest microbrewery – sponsors America's largest Oktoberfest. Over 500,000 people crowd downtown Cincinnati for beer, brats, pretzels, sauerkraut balls, potato salad, and other Teutonic treats. Beer lovers will be in German beer heaven, but there's plenty of music, dancing, singing, and crafts for folks of every age. Cheer on participants in the traditional *Gemütlichkeit* (Goodwill) Games, which include stein races and beer-barrel rolls.

For more information, visit www.oktoberfestzinzinnati.com

Getting the Most Out of

Estate Sales

When a family member passes away or transfers to a nursing home, loved ones are often faced with the task of deciding what to do with what's left behind. While family heirlooms and beloved possessions may be spread among relatives, plenty of nice things (and many not-so-nice things) will need to be sold or donated. Whether it's a collection of rare musical instruments, a couch with plenty of life left, or a pile of old records, the challenge is to figure out what's worth selling — and how. It's also important not to underestimate the emotional experience of going through a lifetime of belongings, much of which may have treasured memories attached. If your relative has moved into a hospital or nursing home, it's common to feel guilty about disposing of their beloved possessions. Add in grieving relatives and the burden of a death or loss of independence, and the process of dealing with a loved one's belongings can become quite fraught.

Fortunately, there's plenty you can do to make the experience much less stressful for you and your family.

Make a list of treasured possessions that shouldn't be sold or donated.

For most families, a big priority is ensuring that Dad's much-loved collection of cufflinks or Mom's china isn't accidentally given away or sold. Speak with your siblings and relatives and decide in advance what family treasures should be set aside.

Give relatives the chance to take keepsakes.

If you are on good terms with relatives, you might be able to have a simple conversation about who gets what. Whether you choose to draw lots or simply give family members the opportunity to take what's important to them, make sure that treasured mementos stay in the family.

Consider hiring an appraiser if you believe you have valuable antiques or art.

If your loved one owned antiques or collected valuables, consider bringing in a reputable appraiser from an accredited professional association who will charge an hourly rate to go through the house and tell you if you have anything of worth. You might also look for price guides that can give you a ballpark estimate of the value of stamps, baseball cards, coins, furniture, and other items.

If you choose to work with an estate liquidator, do your research.

To make the process of selling easier, some families work with a company that handles the selling and donation process, typically charging a hefty fee in the process. One problem is that there's no regulation of the industry and inexperienced sellers or outright frauds can cost you serious money. Before hiring a company, ask for references and referrals from friends. Do some Internet research to turn up any complaints and consider using a service such as Angie's List to identify reputable firms.

Be rational about the worth of furniture and other items.

Too many people have outsized expectations of the value of antique furniture, collectibles, and other pieces. Remember, just because something was valuable when it was bought doesn't mean that it's valuable or collectible now. With many Baby Boomers and their parents downsizing, markets are saturated with antiques. If no one is interested in your items, it might be time to lower the price.

Throw a yard sale and donate the rest.

Often, if the estate doesn't contain items of particular value or importance, a yard sale is the most efficient way to dispose of household goods. Create a Facebook page, post it on your local Craigslist site, and place signs around the neighborhood to increase the traffic to your sale. If you're not interested in holding a yard sale, consider donating everything to a local nonprofit and taking the tax deduction.

WESTON BANKS IRA ENHANCER® UMA STRATEGY

MONTHLY UPDATE

September 2015

written as of September 3, 2015

August Recap of Events

August 2015 lodged itself into investor's memories with its claim to fame centered on one of the quickest drops in the market, largely due to international concerns and not over U.S. Fundamentals. Events that led to this market correction included China's devaluation of its currency, fears over a possible upcoming Chinese recession, and the temporary subsiding of the debt crisis in Greece. As we see U.S. Fundamentals in our market environment remaining positive during the market turmoil and heading toward more growth, we shift our perspective of the market news from fearful sentiments to cautious excitement over potential opportunities from this pullback.

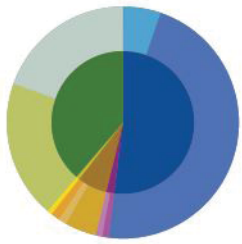
Market corrections are part of normal market cycles and are welcomed by the knowledgeable investor. We do recognize volatile periods are stressful for all involved and want to remind investors of pros of investing in a tactical strategy within a non-qualified/ tax-deferred account.

Strategy Adjustments

Within the IRA Enhancer® strategy, the managers currently employed remain focused on U.S. equities. Last month, we added additional funds to the S&P 500 since our year end target is still 2150. By increasing portfolio weight toward U.S. equities, we see the potential for investors to participate in the S&P's recovery from its low point of this recent market correction. All ten sectors of the S&P 500 are trading higher as of today, demonstrating the aftermath of international concerns does not necessarily lead to U.S. Fundamentals (like housing, job confidence, and consumer spending) changing their course.

The IRA Enhancer also added position to a hedged futures strategy. The investment seeks returns that are uncorrelated to equity markets. It is managed as an absolute return, market neutral strategy. The investment seeks to provide capital appreciation and preservation in all market conditions. Since 2005, the fund has weathered events such as the financial crisis without large drawdowns.

Asset Allocation



Equity	**52.00**
Large-Cap Core	0.18
Large-Cap Value	5.12
Mid-Cap Growth	46.70
International	**1.79**
Int'l Developed Mkts	0.90
Int'l Emerging Mkts	0.90
Fixed Income	**6.76**
Intermediate Bond	4.38
Short Bond	1.16
Long Muni	1.22
Cash	**0.70**
Cash	0.70
Alternatives	**38.75**
Managed Futures	19.20
Alternative	19.54

Disclosures

The model assessed risk may change over time due to changes in the style classifications of the underlying model positions.

This piece is intended to provide general market commentary for the month of August 2015 and does not disclose any performance numbers on the IRA Enhancer® UMA Strategy, only the asset allocation from accounts within this strategy. These allocation models are provided for information purposes only. They are not intended to represent an actual investment recommendation, nor a projection of future results. We need to review each investor's individual situation before introducing any specific allocation to them.

These allocations may vary depending on the investors, risk tolerance, liquidity needs and objectives. Parent style classifications are provided by Morningstar, Inc. and mapped into one of the style classifications supported on this platform. Sector information is provided by Morningstar.

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