

Spring Newsletter



Spring 2016

Caritas Financial Gives Back

By Dan Culliton Sr. Director, New Business Development

We want to share with you the real way that the Caritas team values and is committed to community involvement. Although we cannot solve world hunger, we can have a positive impact by helping out at our local level.



- Caritas Financial sponsored an **Opportunity Fair** in August of 2015. The Fair provided over 20 not-for-profit organizations the opportunity to explain their missions to the public. We understand from participants that the Fair helped many of the organizations obtain more local interest and involvement.
- We are active members of the **Geauga Growth Partnership (GGP)**, a public/private partnership committed to growing the economy of Geauga County.
- Caritas team members are either currently enrolled, or have graduated from, Leadership Geauga County or Leadership Lake County. These programs develop and encourage current and future leaders, from a cross section of their respective counties, by educating them to the communities realities, opportunities, and challenges so that the attendees may positively contribute to local economic, social, and civic development.
- Penny Olencki is a member of the **REDKEY Network**. The REDKEY Network is a community of women who are building strong relationships and businesses in Geauga County.

In addition, Caritas team members serve on the following boards:

- **The President's Council Foundation.** The Presidents' Council is a region-wide organization consisting of African-American business owners who provide leadership, innovative ideas, and resources to advance African-American businesses.
- **Geauga Credit Union.** Membership is open to those who live or work in Geauga County. The Geauga Credit Union helps reinvest locally sourced dollars within the community.
- **Womensafe.** The mission of WomenSafe is to provide emergency shelter and resources to survivors of domestic violence throughout Northeast Ohio.
- **Geauga Council for Arts & Culture.** Dedicated to enriching the Geauga community by increasing participation, promotion and education of the arts.

The word *Caritas* is Latin for charity, kindness, and compassion for others. The Caritas team makes every effort to put these words into action.

LPL Financial is not affiliated with any of the entities listed above

"People ask me what I do in winter when there's no baseball. I'll tell you what I do. I stare out the window and wait for spring."

- Rogers Hornsby

Brain Teaser

I am the beginning of sorrow and sadness. You will find me in happiness also. You will find me in sun and stars but not in moon. I am in summer and spring but not in fall or winter. Who am I?

Last Newsletter's Brain Teaser:

Walking-mountain,
Boulder-Father
Ground-Scorer,
Creeping-Juggernaut
What am I?

A Glacier

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Market Commentary: April 2016

By Conrad Metz



- Investing entails volatility. Our clients were reminded of this in the first two and a half months of 2016. In the first six weeks of that period, the Standard & Poor's 500 Index lost 10.5% of its value. However, over the following five weeks, the Index had fully recovered. Stock market participants were understandably nervous at first. At Caritas we appreciate our clients' accepting our advice and willingness to remain invested.
- We expect the stock market to continue experiencing above average volatility over the next several months, reflecting investor nervousness about US Federal Reserve announcements, oil prices, the US elections and other geopolitical uncertainties. Investors (by definition) should remain invested, weathering the market's ups and downs. Traditionally, one way to mitigate near-term volatility has been to emphasize value-oriented equity holdings, and we feel that this approach is still valid.
- The US economy is one of the strongest in the world at the moment, though it may not feel like that. [China's economy continues to grow faster than ours, but at a slower rate than it had been.]
- The US Federal Reserve Bank has given clear guidance that it intends to increase interest rates later this year, though we believe that it is likely to be implemented much later than pundits had originally expected.
- The US dollar should continue strong, not only because we might raise rates, but because the UK has decided to keep rates unchanged, and the European Central Bank and the Bank of Japan have lowered rates. [A country's currency strengthens when inter

Be Alert to IRS Tax Scams

Since October of 2013, victims of scammers of the IRS (Internal Revenue Service) have collectively been cheated out of over \$23 million as a result of "IRS" tax scams. It is important to stay vigilant to protect your personal information and hard earned money. These are a few of the ways that scammers bully their victim:

1. Scammers **make unsolicited calls**, claiming to be IRS officials demanding immediate payment on an outstanding bill.
2. Many scammers **threaten** their victims with arrests and audits.
3. Scammers use what's known as **Caller ID Spoofing**, in order to appear as if the call is coming from the IRS;
4. Scammers provide **phony IRS titles, fake badge numbers**, even the **personal information** of their victims to **appear legitimate**.

The IRS WILL NOT:

1. Call you **demanding payment immediately**, they will not call you **without sending you an official notice in the mail**.
2. Demand that you pay taxes **and not allow you to question or appeal the amount**. Require **payment in a specific way** (e.g. prepaid debit card).
3. Call you, **claiming to have your tax return** and just need to **verify personal information**.

For more information about these issues, visit www.irs.gov/uac/IRS-Urges-Public-to-Stay-Alert-for-Scam-Phone-Calls.

If you suspect you are a victim of a scam, do not give out any information and hang up immediately. You can call the IRS Impersonation Scam Reporting hotline at (800) 366-4484. Feel free to reach out to Caritas as well if you any have questions or concerns about this article.

Source: <http://www.irs.gov/uac/IRS-Urges-Public-to-Stay-Alert-for-Scam-Phone-Calls>

The opinions voiced in this material are for general information only and are not intended to provide specific advice or recommendations for any individual. All performance referenced is historical and is no guarantee of future results. The economic forecasts set forth in the presentation may not develop as predicted. All investing involves risk including loss of principal. No strategy assures success or protects against loss.

Looking Ahead: Upcoming Events Spring 2016

Life After First Energy— Don't miss this key seminar featuring Larry Teichman & Kelly Walter. Larry will speak about how certain strategies now may maximize your retirement income later. Kelly will talk about the basics of purchasing an Affordable Care Act Plan in today's market.

Two Sessions:

1st—

Wednesday, May 4th, 2016
at Local 270 Hall
1400 East Schaaf Road
Brooklyn, OH 44131
Register – 5:30pm
Presentation – 6:00pm

2nd—

Tuesday, May 24th, 2016
at 11630 Chillicothe Rd
Chesterland, OH 44024
Register – 5:30pm
Presentation – 6:00pm

James Capital—Mid Year Economic Outlook—**The economic set forth in the presentation may not develop as predicted and there can be no guarantee that strategies promoted can be successful**

Wednesday, May 11th, 2016
at Chesterland Office
Register – 5:30pm
Presentation – 6:00pm

More events will be announced soon enough. Keep an eye out for invitations in your email or mailbox!

If you are interested in attending this event, please contact us @ 440-729-0036

Please check our website and Facebook page for our upcoming Spring and Summer events.

If you have not already, please "Like" us on Facebook

Editorial: The State of the Financial Industry

By Samir Gautam



The financial industry has become extremely crowded and the message conveyed is equally crowded and blurry. Unfortunately, somewhere along the line, the financial industry has all but forgotten the most important part of their business: *catering to clients and their financial goals*. Sadly, most banks push their proprietary products, which usually produces a lack of transparency. When asked, many clients are unable to articulate the fees they are paying for asset management.

Wealth management, investment management, advisory services, and private banking are just a few terms being used in the financial market today. National and regional banks along with wire houses are all in this space. Unsurprisingly, clients are often unclear about whom they should come to for their personal financial matters.

When I first entered this maze as a young banker in 1996, an ideal client was defined as one with \$250,000 in investable assets. During my career, this number has increased every eight to twelve months. On March 18th, 2016, the Wall Street Journal noted that "J.P. Morgan Chase & Co. is making their private bank even more private. Clients of the firm's private bank later this year will be required to have at least \$10 million in investible assets..." It is only a matter of time before other banks and wire houses increase their minimums as well to access certain select client services.

I submit that a client should NOT be measured in dollars, but rather in how an investment firm's capabilities can help them.

Many of my friends, clients, and colleagues asked me what the difference is between my prior life among financial industry giants and my current life at Caritas. It is easy to state: Caritas offers *all* clients financial education, transparency, open architecture (with the ability to pick the best funds available), no required proprietary solutions or products, and a team of professionals who genuinely put the client's interests and goals first.

What attracted me to Caritas was the very fabric and DNA of the company and its teammates. We put total emphasis and focus on our clients and their families. We share with them investment strategies and ideas that highlight their goals in life. There are no "800" numbers, no "service centers" or automated phone systems; each client consults with a member of our team to address their needs. As the water around us gets murkier, we strive to provide clear and transparent solutions to our clients' needs.

1st Annual Pet Photo Contest

Greetings all! We are debuting our first ever pet photo contest. Send us a picture of your pet via email and be entered to win a prize! Your pet's photos will be judged by a panel of pet lovers within the company. 1st place winner will be featured on our next newsletter and sent a gift basket with toys and treats. 2nd and 3rd place winners will also be featured in our next newsletter.

To enter: email us your pet's best photo with the subject line "Pet Photo Contest" to thomas.foster@caritasfinancial.com. Tell us about the breed, age, gender, name of your pet, and your pet's favorite activity

Some of our own employees* volunteered photos of their pets as examples to get things started. We are very eager to see all of your submissions!

**Current employees are not eligible for contest*



Securities and advisory services offered through LPL Financial, A Registered Investment Advisor.

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