



LPL Financial
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AZTEC Financial Group Newsletter

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An old proverb says that "March comes in a like a lion and goes out like a lamb", which means that winter is ending and spring is beginning.

We hope you found the email we sent out regarding Market Volatility useful. Should you have any questions please feel free to call our office to schedule an appointment.

Did you know that we do a monthly drawing for a gift card to a local business? All you have to do is find the answer in this month's newsletter to the question below and click the link below to email your answer!

We draw a random winner from all the correct answers and award the gift card!

This month's drawing is for a \$25 gift certificate to Patty B's. Popular, casual standby with porch tables featuring Italian comfort food, imported wines & desserts. Located on Dover Point Road, Dover. For more information, click [HERE](#).

Congratulations to Paula Frenette for being last month's winner with a gift card to Christopher's Third Street Grille!

And the question is...

Your credit score is a numerical representation of what?

[Click here](#) to submit your answer. Good luck!



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Did You Know?

The average white, fluffy cloud weighs about 1.1 million pounds.

Local Events!

Name: *The Spirit of Johnny Cash*

Date/Time: *Friday, March 9, 2018*

Show starts at 8pm, doors open at 7pm

Location: *Rochester Opera House*

31 Wakefield Street, Rochester

<http://www.rochesteroperahouse.com>

Name: *Dover Main Street St Paddy's. Run Before You Crawl 5K Road Race and Pub Crawl*

Date: *March 10, 2018*

Time: *8:00 AM - 3:00 PM EST*

**Location: *Dover Transportation Center, 33 Chestnut St
Dover, NH***

Website: <http://www.runb4ucrawl.com>

Name: *Take the Train to the Maine Flower Show*

Date: *March 22, 2018 - March 25, 2018*

Location: *Thompson's Point Portland, ME*

*****directly adjacent to the Portland Train Station*****

Fees/Admission:

Amtrak Tickets: <http://www.amtrakdowneaster.com>

For Flower Show Tickets: *At the door or*

at www.maineflowershow.com

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Don't Be Your Own Worst Enemy

One of the most well-known investors of the 20th Century, Benjamin Graham, said that "the investor's chief problem-and even his worst enemy-is likely to be himself."¹ What Graham understood-and modern research is catching up to-is the idea that we all have emotions and biases that affect our decision-making. The innate wiring

built to survive pre-modern times can be counterproductive in our modern world, especially when it comes to investing.

Let's take a quick look at a few of the human emotions and biases that can adversely impact sound investment decision-making.

Fear and Greed - These are the two most powerful emotions that move investors and investment markets. Each emotion clouds our capability for rational and dispassionate decision-making. They are the emotions that lead us to believe that prices may continue to rise (think the Tulip price bubble of 1636) or that everything has gone so wrong that prices may not recover (think Credit Crisis of 2008-2009). Some investors have found a way to conquer these emotions, be brave when everyone else is fearful, and resist the temptations of a too-exuberant market. **Overconfidence** - Peter Bernstein, a noted economic historian, argued that the riskiest moment may be when we feel that we are right.² It is at that precise moment that we tend to disregard all information that may conflict with our beliefs, setting ourselves up for investment surprise.

Selective Memory - Human nature is such that we tend to recast history in the manner that emphasizes our successes and downplays our failures. As a result, we may not benefit from the valuable lessons failure can teach. Indeed, failure may be your most valuable asset.

Prediction Fallacy - Humans have an innate desire to recognize patterns and apply these patterns to predicting the future. We erroneously believe that because "A" occurred and "B" happened that if "A" happens again, we can profit by anticipating that "B" will repeat. Market history is littered with examples of "rules of thumb" that have worked, until they no longer worked.

Financial markets are complex and unpredictable. Our endeavors to tap their opportunities to pursue our financial goals are best realized when we don't burden the enterprise by blindness to the inherent behavioral obstacles we all share.

1. Quoteswise.com, 2017

2. Strategy in Practice, George Tovstiga. 2013, John Wiley & Sons, Ltd.

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The Lowdown on Those Free Credit Scores

The Fair and Accurate Credit Transaction Act of 2003 provided individuals with valuable rights to the credit information that companies keep on them, but did you know the credit score provided to you may be different from the one provided to lenders?

The first thing you should know is that you have a right to see your credit report once annually without cost. To receive your free credit report you can visit www.AnnualCreditReport.com. This report will contain important information that may affect your credit score.

While your credit report can be obtained for free, your credit score will cost you money, except if you have been denied a loan on the basis of your credit score, in which case you may obtain your credit score for free.

Your credit score is a numerical representation of your creditworthiness, which takes into account past and current credit activities, including any late payments, judgments, liens, bankruptcies and foreclosures.

When you see an offer for getting your free credit score, it may be a marketing-driven incentive to get you to sign up for a fee-based credit monitoring service. The score may be only available at no cost if you agree to sign up for a trial subscription and don't cancel prior to the end of that trial period.

The Dirty Little Secret of Credit Scores

Before you purchase your credit score, understand that the methodology used to calculate the score you buy is different from that used to determine the credit score lenders receive.

There are hundreds of methods for calculating an individual's credit score, and many lenders use private models with proprietary outcomes. Still, the correlation between the various possible scores is high (90%), says the Consumer Financial Protection Bureau. In other words, a "good" credit score by one standard will likely also be "good" by another.¹

While knowing your credit score may be important, it may be more vital to review your credit report to correct any errors that may be hurting your score and take the necessary steps to improve your credit profile.

1. WalletHub.com, June 22, 2016

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Stop Wasting Money

Benjamin Franklin once said, "a penny saved is a penny earned."¹ The modern upgrade to that observation might be that \$100 not spent is more like \$143.²

One way to find the money to meet your spending or saving needs is to examine your current spending habits and consider eliminating money wasters.

Top Money Wasters

1. [Bargain Shopping ... and its Expensive Cousin, Impulse Buying](#)

Fire sales and impulse buying (such as buying products sold on infomercials) can be money wasters, made worse by how often items purchased this way sit idly in a closet or drawer.

2. Unused Gym Memberships

At a monthly rate of \$40-50, unused memberships can add up over time. Begin your fitness commitment inexpensively by walking or jogging; you can graduate to the gym once you know you're going to stick with it.

3. Cable and Cell

Call your provider and see if it's possible to negotiate a new rate. Cell providers, who face stiff competition, may be responsive. Cable companies may be less so, especially if they are a single provider, but you can review your package and make sure you are not paying for service you don't want.

4. Paying for Water

Switching from an essentially free product to one that may cost up to \$1.50 a day or more makes for a real budget leak. Consider purchasing a reusable container and refilling it during the day.

5. Gourmet Coffee

\$2 or \$3 a day may not seem like a lot of money, but when Americans step into a gourmet coffee shop, they may often buy more than just the coffee. Consider brewing your own coffee. It can be ready before you leave for work, and it'll save you the wait in the drive-through line!

6. Eating Out

Americans now spend more money dining out than they do at the grocery store.³ Consider the cost of going out to lunch twice a week. If you spent \$10 each time, it would cost you \$1,040 annually. While dining out may be one of life's pleasures, it is often less about socialization and more about convenience. Twice a week may not seem like much, but over time it can add up.

1. Brainy Quote, September 2016

2. This is a hypothetical example that assumes a 30% tax rate. The example is used for illustrative purposes only. It is not representative of any specific tax rate or combination of tax rates.

3. Fool.com, January 1, 2017

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