

last week, with technology shares bearing the brunt of the retreat. The Dow Jones Industrial Average lost 1.89%, while the Standard &

Rising bond yields and fears of a government shutdown hammered stocks

Poor's 500 dropped 2.93%. The Nasdaq Composite index tumbled 3.62% for the week. The MSCI EAFE index, which tracks developed overseas stock markets, fell 1.77%.^{1,2,3}



our ooo		4,020.00		2.70%	
4700					
4600					
4500	4453.53	4443.95			
4400		4443.93	4402.20	4339.71	
4300				4339.71	4320.06
4200					
4100					
	Mon	Tue	Wed	Thurs	Fri
			S&P 500 (daily c	lose)	
		Treasury	Close	Week	Y-T-D

Sources: The Wall Street Journal, September 22, 2023; Treasury.gov, September 22, 2023 Weekly performance for the Dow Jones Industrial Average, Standard & Poor's 500 Index, and NASDAQ Composite Index is measured from the close of trading on Friday, September 15, to Friday, September 22

September 21 close. Weekly and year-to-date 10-year Treasury note yield are expressed in basis points. Stocks Sell Off

Investor sentiment took a decidedly negative turn last week when investors were caught off-guard by the Fed signaling another potential rate hike this year, upending hopes that the Fed might finish its current rate-hike cycle.

close. Weekly performance for the MSCI-EAFE is measured from Friday, September 15 open to Thursday,

(FOMC) announcement and continued to fall the following day as bond

touching its highest point in more than 15 years.4 Stocks also reacted to news that the House of Representatives went into recess on Thursday, increasing the prospect of a government shutdown.

Stocks declined sharply following the Federal Open Market Committee

accumulated losses. Fed Signals Rate Hike As expected, the Fed held interest rates steady but surprised many investors by signaling another rate hike before year-end and suggesting

The sell-off cooled on Friday, adding only incrementally to the week's

FOMC's future rate hike decision. In their economic projections, 12 of 19 Fed officials expect to raise rates once more this year. (The FOMC meets again on October 31-November 1, and in December.) The Fed also lowered their unemployment projection from their June estimate and revised their projection for annual core

battle would continue, and upcoming economic data would inform the

announcement press conference, Fed Chair Powell remarked the inflation

Friday: Personal Income and Outlays.

engagements of Federal Reserve officials. The content is developed from sources

Tuesday: Consumer Confidence. New Home Sales.

Thursday: Jobless Claims. Gross Domestic Product (GDP).

statements are based on assumptions and may not materialize. The forecasts also are subject to revision.

This Week: Companies Reporting Earnings **Tuesday:** Costco Wholesale Corporation (COST) **Wednesday:** Micron Technology, Inc. (MU) Thursday: Nike, Inc. (NKE) Source: Zacks, September 22, 2023

believed to be providing accurate information. The forecasts or forward-looking

their original cost. Companies may reschedule when they report earnings without notice.

FOOD FOR THOUGHT "If you have passion, a chip on the shoulder, a sense of humor, and you

can explain what you do very well, it doesn't matter if you're a plumber

or a singer or a politician. If you have those four things, you are

interesting."

Larry King

for Filing

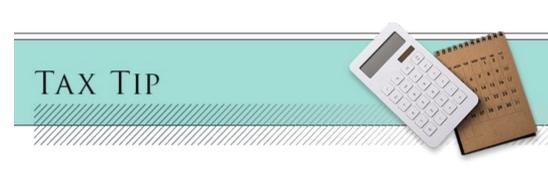
year-round tax preparation:

qualified tax professional.

Tip adapted from IRS.gov⁶

Counting

their adjusted gross income.



Here are a few facts about credits and deductions that can help you with

Taxable income remains after someone subtracts any eligible

deductions from their adjusted gross income, including the standard deduction. Some taxpayers may itemize their deductions to manage

 Generally, if a taxpayer's itemized deductions are larger than their standard deduction, they should consider itemizing. Depending on

the situation, some taxpayers may even be required to itemize.

Taxpayers can subtract tax credits from the total amount of tax they owe. To claim a credit, taxpayers should keep records showing their eligibility. Some major tax credits include the Child Tax Credit and the Child and Dependent Care Credit, the American Opportunity Credit or Lifetime Learning Credit, and the Earned Income Tax Credit.

*This information is not intended to substitute for specific individualized

tax advice. We suggest you discuss your specific tax issues with a

need depends on your body type, goal, lifestyle, and activity level. Rather than depriving your body of nutrients, you are instead focusing on meals that give your body the nutrients it needs to be more efficient. To start a macro diet, you must first calculate how many grams of each macro you should eat. A rough breakdown is 50-25-25, meaning 50% of

your calories come from carbs, 25% from protein, and 25% from fat. But this breakdown will depend on your goals. For example, if you focus on strength training, you should eat more protein. Naturally, you will want to

Macro dieting goes a step further than just basic calorie counting. Instead

of counting just the number of calories, you count the macronutrients, including proteins, carbs, and fats. How much of each macronutrient you



Last week's riddle: How can you turn the Roman numeral for 9 (IX) into 6 by merely drawing a single, continuous line? Answer: Draw the letter S

bought with one hand. What did she purchase?

PHOTO OF THE WEEK

to the left of the Roman numeral, and you will get "six".

4. CNBC, September 21, 2023 5. The Wall Street Journal, September 23, 2023 6. IRS.gov, January 31, 2023

considered representative of large-capitalization companies on the U.S. stock market. Nasdaq Composite is an index of the common stocks and similar securities listed on the NASDAQ stock market and is considered a broad indicator of the performance of technology and growth companies. The MSCI EAFE Index was created by Morgan

Europe, Australia, and Southeast Asia. The S&P 500 Composite Index is an

U.S. Treasury Notes are guaranteed by the federal government as to the timely payment of principal and interest. However, if you sell a Treasury Note prior to maturity, it may be worth more or less than the original price paid. Fixed income

investments are subject to various risks including changes in interest rates, credit

International investments carry additional risks, which include differences in financial

reporting standards, currency exchange rates, political risks unique to a specific

quality, inflation risk, market valuations, prepayments, corporate events, tax

Stanley Capital International (MSCI) and serves as a benchmark of the performance of major international equity markets, as represented by 21 major MSCI indexes from

unmanaged group of securities that are considered to be representative of the stock

The Dow Jones Industrial Average is an unmanaged index that is generally

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read the prospectus and prospectuses for the underlying investment portfolios of variable products. In addition to carefully reviewing the prospectus, you are advised to consider the investment objectives, risks and charges, and expenses of the investment before investing. A prospectus may be obtained from our office or directly from the mutual fund company, insurance $company\ or\ offering\ entity.\ ^* Variable\ annuities\ are\ long-term\ investments\ designed\ for\ retirement\ purposes.\ Variable\ products$ have limitations, exclusions, charges, termination provisions and terms for keeping them in force. There is no guarantee that any of the variable investment options in this product will meet their stated goals or objectives. The account value is subject to market fluctuations and investment risk so that, when withdrawn, it may be worth more or less than its original value. All product guarantees, including optional benefits, are based on the claims-paying ability and financial strength of the issuing insurance Employees or representatives of Rincon Financial Group, LLC acting as registered representatives of First Heartland® Capital, Inc. and/or First Heartland® Consultants, Inc. may transact business in a particular state only if first registered, excluded or exempted from registration requirements. Mary Ahearn is a Registered Representative of First Heartland® Capital, Inc., and

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yields spiked. The 10-year Treasury yield hit 4.48% on Thursday,

that rates may need to remain high through 2024. In his post-

inflation to 3.7% in the fourth quarter, down from June's 3.9% forecast.⁵ This Week: Key Economic Data

Source: Econoday, September 22, 2023 The Econoday economic calendar lists upcoming U.S. economic data releases (including key economic indicators), Federal Reserve policy meetings, and speaking

Wednesday: Durable Goods Orders.

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HEALTHY LIVING TIP

Macro Dieting is a New Way to Approach Calorie

professionals. Tip adapted from Eating Well⁷ WEEKLY RIDDLE

discuss any significant changes to your diet with your medical

A surface level sunrise view of Amsterdam at dawn

Footnotes and Sources

1. The Wall Street Journal, September 22, 2023

2. The Wall Street Journal, September 22, 2023

3. The Wall Street Journal, September 22, 2023

be worth more or less than their original cost.

materialize, and are subject to revision without notice.

performance does not guarantee future results.

market in general.

ramifications and other factors.

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7. EatingWell.com, January 4, 2023 Investing involves risks, and investment decisions should be based on your own

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The market indexes discussed are unmanaged, and generally, considered

goals, time horizon, and tolerance for risk. The return and principal value of

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