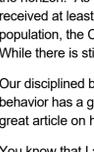


# Welcome To live well

**Spring 2021 Issue**  
From The Desk Of Price French  
**It's True: Behavior Affects Our Financial Health: True Behavior Affects Our Financial Health: True Behavior Affects Our Financial Health**  
In Strategies & Retirement Savings  
From The Foster's Market Cookbook  
Gardening Saved Us  
A TV Show and a Book

"You can't go back and change the beginning, but you can start where you are and change the ending."  
C.S. Lewis

The Potter Financial Group  
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## From The Desk Of Price French

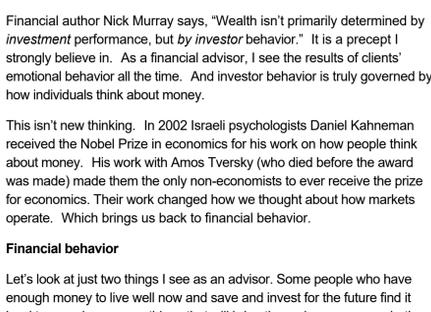
It's been a long winter but spring is finally here and there is good news on the horizon. As I write this, almost 130 million people 18 or older have received at least one dose of a vaccine, or 50.4% of the total adult population, the Centers for Disease Control and Prevention reported. While there is still a long way to go, we are moving in the right direction.

Our disciplined behavior has had a lot to do with the turnaround and our behavior has a great deal to do with how we view money. We have a great article on how behavior affects our financial life.

You know that I am about finding the good stuff in life. That's why I have been so taken with Oprah Winfrey's Super Soul Sundays. See the article below.

And with better weather coming, we can all start to get outdoors for long walks, kids' sports and maybe even a baseball game! Last year during the height of the pandemic, gardening was a huge trend. See how to keep that great trend – and your garden – thriving.

Price



### It's True: Behavior Affects Our Financial Health:

#### Creating Good Financial Habits.

Financial author Nick Murray says, "Wealth isn't primarily determined by *investment* performance, but by *investor* behavior." It is a precept I strongly believe in. As a financial advisor, I see the results of clients' emotional behavior all the time. And investor behavior is truly governed by how individuals think about money.

This isn't new thinking. In 2002 Israeli psychologists Daniel Kahneman received the Nobel Prize in economics for his work on how people think about money. His work with Amos Tversky (who died before the award was made) made them the only non-economists to ever receive the prize for economics. Their work changed how we thought about how markets operate. Which brings us back to financial behavior.

#### Financial behavior

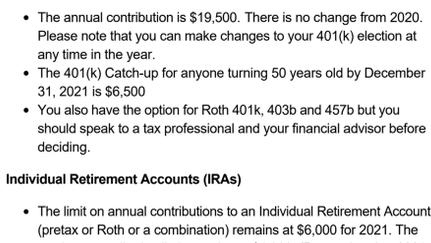
Let's look at just two things I see as an advisor. Some people who have enough money to live well now and save and invest for the future find it hard to spend money on things that will bring them pleasure now, whether it's a new car, a longed for trip, decorating their home, etc. The other extreme is people who should be more cautious about spending now but who are not and ignore the need to plan for the future.

#### Your accountability partner

Changing behavior is not just critical, it's hard. That's where I come in. As a financial advisor I am also your "accountability partner". It's my job to hold you accountable to the financial goals you have set based on a realistic portrait of your financial life. That means I help you change your financial behavior by helping you develop better and sustainable financial habits.

- I help design a plan for your future.
- I help create a realistic budget to let you live well now and reach your goals.
- I advise you on investment strategies for the future and decisions about spending in the present.
- I keep emotions out of financial decisions.
- I provide the discipline and assurance to help keep you on track and make this work.

So, if you think you may need to change how you think about money, call me. I will help you create the sustainable habits you need to find the right balance for your financial life.



### Thinking Ahead: 2021 Tax Strategies & Retirement Savings

The 2020, May 17<sup>th</sup> deadline for paying our taxes has passed but it is not too soon to be thinking about tax planning for 2021. Some of the best ways to manage your future tax bill are also some of the best ways to save for retirement.

#### Take advantage of retirement accounts.

#### 401(k), 403(b), most 457 plans and the federal government's Thrift Savings Plan

- The annual contribution is \$19,500. There is no change from 2020. Please note that you can make changes to your 401(k) election at any time in the year.
- The 401(k) Catch-up for anyone turning 50 years old by December 31, 2021 is \$6,500
- You also have the option for Roth 401k, 403b and 457b but you should speak to a tax professional and your financial advisor before deciding.

#### Individual Retirement Accounts (IRAs)

- The limit on annual contributions to an Individual Retirement Account (pretax or Roth or a combination) remains at \$6,000 for 2021. The catch-up contribution limit remains at \$1,000. (Remember that 2021 IRA contributions can be made until April 15, 2022.)

#### Solo 401(k)s and SEP IRAs for self-employed and small business owners

- Savings amount goes to \$58,000

#### Roth IRAs

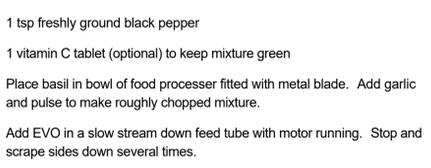
- For 2021, 2020 and 2019, the total contribution you may make is \$6,000 (\$7,000 if you're age 50 or older).
- Roth IRAs can be complicated, so speak with a tax professional.

Please call me for help with your existing retirement accounts or to help you begin saving for retirement. I am always here to help. As always, it is important to speak with a tax professional.

#### Sources

<http://www.forbes.com/sites/ashleaebeling/2020/10/26/irs-announces-2021-retirement-plan-contribution-limits-for-401ks-and-more/?sh=54a9a195215f>

[IRS Notice 2020-79](#)



This has been a house favorite since my kids were little. It was the "birthday dinner" of choice for almost everyone. I also recommend her book *The Foster's Market Cookbook*.

#### Ingredients

- 1 ½ pounds sea scallops
- 3 TBS olive oil
- 1 TBS balsamic vinegar
- 6 fresh basil leaves cut into very thin strips
- 1 pound Tom Thumb or cherry tomatoes cut in half
- Grated zest and juice of 2 limes
- Salt and freshly ground black pepper to taste
- ½ cup Foster's pesto (see below)
- Fresh basil leaves to garnish

Remove small muscle on sides of scallops if necessary. Rinse and set aside to drain, pat dry. Place scallops in large bowl with olive oil, basil vinegar and pepper to taste. Toss to coat scallops evenly.

Heat large, nonstick skillet over high heat until hot but not smoking. Add scallops in two batches and sear about 1 ½ minutes per side, until golden brown and slightly crispy. Transfer to a plate and cover lightly to keep warm. Note that the scallops will continue to cook after you remove them so do not overcook.

Add tomatoes to pan and sear slightly. Reduce heat to medium high and cook for 2 – 3 minutes until they are just beginning to brown. Add lime zest and juice season with salt to taste.

Divide tomato mixture onto 6 plates and top with 5 -6 scallops each. Add a dollop of pesto and garnish with basil leaves.

#### Foster's Pesto

- 2 cups firmly packed basil leaves – washed and dried
- 10 garlic cloves
- ¾ cup EVO
- ¼ cup pine nuts
- 1 cup grated Parmesan cheese
- 1 tsp salt
- 1 tsp freshly ground black pepper
- 1 vitamin C tablet (optional) to keep mixture green

Place basil in bowl of food processor fitted with metal blade. Add garlic and pulse to make roughly chopped mixture.

Add EVO in a slow stream down feed tube with motor running. Stop and scrape sides down several times.

Add pine nuts, Parmesan, salt, pepper (and Vitamin C tablet if using) and puree about 1 minute or until mixture is well blended and smooth.

Refrigerate in an air-tight container until ready to use – up to 2 weeks.



*Gardener's World* is a BBC show that has been televised for over 54 seasons. Starring Monty Don, it is a British institution. But last year something amazing happened; with bars, restaurants, etc. all shut down because of the pandemic, viewership of this long-running show was the highest it's been in 5 years.

People needed an outlet and a feeling of connection. Being outdoors working in the soil and seeing things grow provided both an outlet for being quarantined and a connection to nature that helped us through a difficult time.

<http://www.nytimes.com/2021/03/12/realestate/gardening-monty-don-pandemic.html>

**And gardening took off here in the US as well.**

In 2020 nurseries were wiped out of plants by the end of June and seed companies saw a 30% increase in sales.

<http://www.agweek.com/lifestyle/home-and-garden/5071668-Gardening-becomes-essential-for-many-during-pandemic>

#### Why Gardening?

The garden I started last year is still a joy. Being outdoors, working in the soil, seeing the results of my efforts and yes, even weeding, brings a sense of deep accomplishment. You can see the joy my peonies and irises bring just by being in the photo above.

Whether you are planting flowers or vegetables or both or maybe you just have some indoor plants on a sunny windowsill, gardening offers you great benefits.\*

**It gets you outside in the sunshine** and that is both a mood booster and bone booster as we absorb vitamin D.

**It can lower your blood pressure.** Even moderate exercise is a great way to lower blood pressure and gardening provides that exercise as you dig in the soil and plant, transplant, and prune back vegetables and flowers.

**For families** it provides an ideal activity for even the youngest children and fosters a sense of working together to achieve a common goal.

**Growing vegetables** encourages healthy eating habits in adults and kids.

**It can be inexpensive.** Growing plants from seeds is truly economical and easy. And seed packets are usually under \$2.00.

**Keeping houseplants** provides many benefits as well. They beautify our surroundings and lift spirits. They provide a sense of accomplishment as they thrive and grow and they may even improve the quality of indoor air.\*\*

**Keep it growing!**

So for all those first time gardeners from last year, keep it growing. Here's a wonderful resource for anyone who wants to start gardening or improve their knowledge: <http://awaytogarden.com>.

\* <http://www.goodhousekeeping.com/health/wellness/a22109/health-benefits-gardening/>

\*\* <http://www.healthline.com/health/healthy-home-guide/benefits-of-indoor-plants#7-benefits>

**Check Out This Terrific TV Show & Paul Coelho's "The Alchemist"**

Yes, I know it's not a book, but Oprah Winfrey's *Super Soul Sunday TV* show is fabulous, inspirational and thought provoking. She offers us in-depth interviews with authors, spiritual leaders and celebrities about their lives and what inspires them to live fulfilling (not just successful) lives. You can catch it streaming on Discovery or you can download the podcast from various sources including Apple.

The first one I listened to featured Journey Coelho, author of *The Alchemist*. I highly recommend this novel of a journey of self-discovery. At 170 pages it makes for a perfect summer read.