



Momentum
WEALTH STRATEGIES

QUARTERLY UPDATE

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Use It or Lose It!

We all understand how car insurance works. You pay for it, but if you don't use it, the insurance company keeps your money. Pretty straight forward right? Many Long Term Care (LTC) policies work similarly. These policies are usually purchased by 50 or 60 somethings while in reasonably good health. Payments are made by the insured month after month, year after year.

Unfortunately, due to a lack of understanding and sometimes sheer pride, LTC policy holders often underuse the benefits they have paid into for decades. Unlike a broken leg or major illness, age sneaks up on us. As proud, strong Americans we adapt - month after month, year after year, all the while making small adjustments to our daily lives. What's more, often times a spouse or loved one will help out. They too are forced to make major adjustments to their lifestyle.

It is important to note that many LTC policies have provisions which not only cover but encourage **home care services**.

For example:

- Help with walking, lifting and bathing
- Help with using the bathroom or incontinence
- Preparing meals
- Providing transportation

Many insureds hold out in an assumption they will need the policy to pay for a "Nursing Home". In fact, many people aren't aware of the **home care provisions** since many policies were originally sold as "Nursing Home Insurance". Not using LTC policies may also be a matter of pride; the feeling of giving up and admitting help is needed. My advice is to dig into these policies and see if home care services are available. Just like car insurance, many LTC plans are **use it or lose it** policies. So use it! Also, having help sooner than later can be a huge benefit to the spouse or loved one that is currently filling that position.

I am happy to review your policy and discuss what provisions are available within the policy. By learning today we can prepare for tomorrow.



Sell in May?

*There is an old axiom related to investing:
"Sell in May and go away."*

The fact is, selling in May and returning in November might have been a viable strategy decades ago, but recent statistics show a very different story. Years ago it wasn't uncommon for factories to close down for a month or more in the summer; allowing for vacations and enabling factories to re-tool. Also, many workers took time off for harvest season. This of course would have a negative effect on company profits. But before you bug out for the summer - ask yourself how many factories around here are closing up shop for the summer months and how many of your friends are taking time off work to help out during harvest season?

Over the top!

In 1987 Sylvester Stallone starred in a corny movie that centered around the back-alley underworld of what else? Arm wrestling! Hat on backwards, biceps flaring, you just knew he was going to come “Over the Top” to win. Over the past several months the markets have also in a bit of an arm wrestling match. I am consistently monitoring where strength is building or waning. Truth be told - even though this has been a year long battle, there is still no obvious winner. Rest assured there will be a time where the winner comes “Over the Top” and investors will finally be rewarded for being patient.

- I continue a moderate exposure to cash. This will allow for some “dry powder” in the future
- Strengthening commodity prices have helped Emerging Markets improve. This has brought the asset class off of a bottom. I am watching this space closely as summer approaches.
- I continue to hold larger, higher quality companies compared to years past. Small and mid size companies continue to be quite volatile.
- My exposure to fixed income has helped with volatility. Treasuries continue to be strong as do municipal and investment grade credit bonds.
- Oil has rebounded a bit since my last writing. Gold and silver have also gained strength. It will take more time to substantiate real strength, I am waiting to see more before moving into this area.

* Recommendations are subject to change at any time. Each model may have a different exposure to cash..

Contact Us

Give me a call to schedule an appointment to learn more about my process.

Momentum Wealth Strategies

Ben Miller

610 Hubbard Suite 122

Coeur d'Alene, ID 83814

Phone: (208) 712-6640

Fax: (208) 712-6761

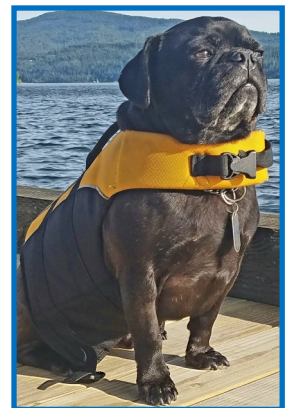
Ben@MomentumWealthStrategies.com

Visit us on the web at

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Family Matters

The boat is wet! As most of you know, our family's favorite pastime is spending time on beautiful Lake Coeur d'Alene. The only family member who might prefer land is our dog, Booboo Chicken. Unfortunately he sinks like a stone and is forced to wear his lifejacket at all times. Last year Lily jumped off the top of the boat and gave her mom and I “the nerves”. We are anxious to see what she attempts this year. As I write this, the skies are grey and the wind is steady, but we all know there is warm sunny weather ahead and our family and friends will spend lots of time aboard the Tiny Dancer.



Throughout the month we post useful content and current stories. Let us know what you think.