

From: [Riesel, Felicia](#)
To: [Riesel, Felicia](#)
Subject: July Newsletter
Date: Thursday, July 22, 2021 9:27:12 AM
Attachments: [Financial Times Small Cap Rebound.pdf](#)
[image001.png](#)

Dear Friends and Clients-

Happy summer! Please enjoy this newsletter from the Griffith Earl Savery Group.

Educational Topic

It seems that over the past month or so, more and more clients are starting to express some fears in that "this market can't continue its upward trend." Some believe that we are "due for a correction." Admittedly, the market has done quite well recently. But it is also true that the market has done quite well for the past 100 years. You see, the market will experience a correction at some point soon. Armed with this knowledge, what is the best course of action? Should we try to time the market? Should we move to cash and wait? Or, should we stay disciplined through a correction knowing that doing so will likely enable us to come out stronger on the other side? The key is that anything we do, or even not do, is a behavioral decision. More than anything else, these behavioral decisions drive our outcomes.

Earlier this month we ran some back of the envelope numbers for a client's daughter who wants to start contributing to a Roth IRA. She is 18 years old. The astounding truth is that for this young adult to become a millionaire at a retirement age of 70, assuming a 10% annualized return (the S&P 500 has an annualized return of 10.3% since 1926), all she needs to do is invest \$709 every year. Yes, you read that correctly and we did not forget to add any "zero's" to that number. Seven hundred nine dollars. Is this highly possible to accomplish? More than anything else, a behavioral decision will drive her outcome. (A neat calculator that you can play around with to determine the future value of investments can be found at <https://dqydj.com/investment-calculator/>.)

We have all heard about "Keeping up with the Joneses" – the desire to own the same expensive objects and do the same things as your friends or neighbors because you are worried about seeming less important socially than they are. To put it succinctly, keeping up with the Joneses is a recipe for financial disaster. The problem is that it never ends. Once you buy that new car, upgrade the house, visit Bora Bora, then what? It keeps on going... right until you want to retire and see the hundreds of thousands of dollars "wasted" trying to keep up with the Joneses. There is nothing wrong per se of spending money and wanting nice things. But to do so at the expense of proper savings and investing can hurt you over time. More than anything else, a behavioral decision drives this outcome.

We think you get the point. In the grand scheme of investing, financial planning and retirement preparation, our behavior drives the outcome more than any other factor. It's not even close. We love the following sketch from Behavior Gap:



[Financial Times Article \(attached\)](#)

Please see the attached June 1st article from the Financial Times. The article highlights one of our core investment strategies within your portfolio. While any market segment will have its ups and downs – even lengthy at times – the principles of investing stay the same. Certain areas of the market are rewarded with higher returns, as it should be. There has always been and will continue to be a “credible argument to be made for value and smaller cap” stocks. While we can never promise such great returns in the future, we can certainly enjoy them in the present. Enjoy.

[Utica Baird News](#)

Our renovation is now complete! A few changes in that when you come into our office, we are now on the second floor, including reception. You will need to ring in on the keypad at the front door to enter the building and then come up on the elevator. Our offices are also now open to clients. We look forward to welcoming you to our new offices! Should you have any trouble with the keypad outside, please call our team line at 315-738-4572 and we will assist you.

Please know that Mary Gurtowski’s old phone line will soon be disconnected (extension ending 4577). Please be sure to call our team line instead at 315-738-4572. Thank you.

[Community Involvement](#)

This month we were honored to sponsor the ‘My Pal Spencer’ Cure Sanfilippo Event. This is the 5th year the Golf event has taken place to raise critical research funds for the Cure Sanfilippo Foundation. Sanfilippo Syndrome is a rare and fatal neurological

disease considered "Children's Alzheimer's". This disease is not slowing down and the continued research to find a cure is the only hope for the children affected by this disease. The event will take place on August 30th this year at Teugega Country Club in Rome. Feel free to reach out to us if you would like more information on this event.

[Get to Know Our Team – Jon](#)

Our whole family loves to travel. We added the Niagara Falls part to this trip as our main goal was to get the entire family Global Entry TSA certified. This has made international travel so much easier. All of us love Aruba and after 15 years in a row we feel it is our home away from home. Travel destinations have inspired many things in our lives. It always amazes me how much it has shaped who we are and what we appreciate. It seems that every trip somehow produces an ongoing friendship. Travel is surely one of the spices in my life. I could speak volumes about the food, but I will contain myself for now!

Thank you for your ongoing trust and confidence in our team. We cherish our relationship with you, and we hope that you take the time to get out and travel as well.

-Jon

Jon, Jenn, Corinne, and Mason pictured below enjoying a trip to Niagara Falls.



[Questions/Comments](#)

If you have a question or comment that you would like us to answer or address in a future monthly newsletter that you think would benefit other clients, feel free to shoot us an email. Please use GESGroup@rwbaird.com. We'd love to hear from you!

Thanks so much for your time in reading this communication from our team.

We wish you all the best and happy summer,

The Griffith Earl Savery Group

Matthew D. Savery, CFA, CFP®

Financial Advisor

The Griffith Earl Savery Group

Private Wealth Management

555 French Rd Bldg 2

New Hartford, NY 13413

(o) 315-738-4572 | 800-950-1130 | (f) 315-797-1872

msavery@rwbaird.com | [Griffith Earl Savery Group Website](#)