



FINANCIAL ACHIEVEMENT SERVICES INC.

THE NAVIGATOR

NEWS FROM TEAM FAS

July
2017



WE'RE CELEBRATING 40 YEARS

The FAS team has been navigating life's experiences with our clients since 1977





PRESIDENT'S MESSAGE

MATT ARNOLD, CFP®
Owner, President of FAS

This issue of The Navigator will round out our coverage on the topics faced by those ages 18 to 30. This chapter of life can be a tad overwhelming. One can go from being a dependent of your parents to being a parent *with* dependents in just a few years! This is one of the fastest changing periods of your life. Our advice: Begin setting goals and measuring your progress. Our goal is to help our clients build their financial foundation one block at a time.

We are now in the third longest economic recovery phase of our nation since 1950. Many believe that it will become the longest and slowest recovery. So slow that it is now being referred to as the "Tortoise Recovery." While economic measures such as interest rates, jobs, inflation, and housing are basically indicating neutral or positive, remember we will again experience the economic phase of a recession. It is a part of the investing lifecycle. Predicting, timing, and avoiding it are all things we wish we could do but history has proven this is nearly impossible. We prefer to emphasize several sound practices to help one "stay the course" when the time comes:

1) Do not have all your money invested in the market. Have plenty of reserves so that when you need money and the market is down, you are less likely to have to sell from your portfolio at a time when it is down in value. 2) Do not have your portfolio invested more aggressively than you can tolerate in a down market. We all like to keep pace with the market while it is going up but remember it does the same when the market goes down. 3) Keep a long term view. The emotional temptation is to move more conservative when the market is going down. Unfortunately this is impossible to time and then sets one up for the even more difficult decision, when to move back in. We prefer you keep a steady hand on the wheel and not try to jerk or over steer your portfolio. Should you feel the need to revisit your portfolio's allocation, please give us a call.

May of 2017 marked the one year anniversary of our change in broker-dealer to Signator Investors, Inc. With a year under our belt we are very comfortable with the new firm and feel we have a good business relationship with good people. Over the course of the next year we will be speaking to many of you about possible changes with your accounts relating to new rules and regulations put into play by the Department of Labor. Please enjoy your summer, be safe, and let us know if you have any questions.



8:30AM-11:45AM

MARK YOUR CALENDARS! DOCUMENT SHRED DAY

Unfortunately, identity theft has become a genuine threat to everyone's financial security today. Protect your sensitive personal information by shredding your paper documents with us free of charge here at the FAS office on Saturday, July 8 from 8:30AM — 11:45AM.

No appointment is necessary. Just bring your box of documents and we'll take care of the rest!

TIMELY GUIDANCE

18-30



MARK WRIGHT, CFP®
Registered Principal



SCOTT GARRISON, CFP®
Registered Principal

SOME FAS FINANCIAL TIPS FOR AGES 18-30

INVESTING FOR RETIREMENT: Many young people think "retirement age" is so far in the future, they shouldn't worry about saving now... after all, there is plenty of time, right? What they don't always see is the value that compound interest has in their lives today. TIME is the magic that makes interest compound and grow, so the sooner you start, the more you will have when you're ready to retire! And the more you have, the sooner you are financially independent.

We like to suggest setting back 10% of your gross income towards your retirement right away. Many employers today offer a voluntary retirement plan (401(k) or similar) with an "employer match" that allows you to reduce your taxable income and save money for your future. That means, if you contribute a part of your income toward your plan, your employer will then add money to your retirement account every month as well. Everyone likes free money! We would encourage contributing up to the amount your employer matches. Some plans provide the employee the option of contributing to the "Traditional" or income tax deductible portion of their plan as well as making available the "Roth" or after tax option. If one is in the 15% income tax bracket, we would have you consider the Roth option. If you are in the 25% tax bracket we will likely encourage the "Traditional" option.

Once you are contributing to the maximum on which your employer matches, we would then likely encourage establishing a Roth IRA. A Roth IRA has the advantage of being able to withdraw all of your contributions prior to age 59.5 without penalty or tax.

ESTATE DOCUMENTS: As soon as a person reaches age 18, you are considered an adult by law, and are in need of certain estate documents to protect any assets you have acquired as well as your health care wishes should you become unable to verbalize them yourself. At a minimum one should consider obtaining a Will, a Durable Power of Attorney, and a Health Care Power of Attorney.

We don't prepare these documents for our clients at FAS. Your attorney should create these documents for you. Yes, many of these documents are obtainable online or by purchasing software but we don't recommend it... we have seen several horror stories when people have used documents prepared from

online resources that have not represented them legally in the end. If you would like to learn about these documents we will be glad to provide a basic understanding of how they work. You can then contact your attorney to prepare your documents in a legally sound manner.

INSURANCES: No one likes to pay insurance premiums, however there are insurances you want to be sure you have secured for your protection and the protection of your family should something untoward occur.

Health Insurance: Health insurance is important, even if you are young and healthy. It protects you and your family from large medical bills if you should have an unfortunate accident or if you should fall seriously ill. Employers often offer health insurance plans that you can take part in at group rates. If you are self-employed, there are many options for obtaining independent coverage.

You might also consider a Health Savings Account (HSA) to supplement a high deductible health insurance plan. An HSA allows you to save pre-tax dollars to spend toward your health care, thus reducing your taxable income.

Tenants or Renters Insurance: If you currently rent an apartment you may think insurance is unnecessary, but we highly recommend you consider it. Your landlord's policy may cover the building, but it's very unlikely that it covers your belongings if there should be an accident, fire or act of nature that causes harm. A renter's insurance policy not only covers your "stuff," but also protects you if someone should have an accident in your home. Renter's insurance is often fairly inexpensive, and is a small cost to pay for peace of mind.

Disability Insurance: If your employer doesn't provide disability insurance, it is coverage you should consider purchasing on your own. Disability insurance will replace a portion of your income in the event that you lose your ability to work for a period of time. Accidents happen. It's better to err on the side of safety and financial protection.

Life Insurance: If you are single and rent, you may be adequately covered by the death benefit that comes from your employer. However, when you get married and start having children, you should revisit your life insurance needs, as you will have multiple people depending on your ability to earn an income. Life insurance helps pay for funeral costs, and protects your loved ones from taking on any debt you may have accrued, easing any financial burdens they may have in the future.

The information presented is not intended as tax, legal, or financial advice, and you are encouraged to seek such advice from your personal professional.

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FINANCIAL ACHIEVEMENT SERVICES INC.
5116 Children's Home Bradford Road
Greenville, OH 45331



FAS CLIENTS: WHAT'S ON YOUR BUCKET LIST?



WHAT'S ON YOUR BUCKET LIST?
It's one of our favorite questions to ask our clients.

This month we are featuring Betty Cabaniss' answer. Betty retired in April from Reid Hospital after 37 years as a nurse. Just a few weeks later she was flying to Japan with her sister Treasea.

Betty's mother Matsuju is from Japan. She is now 91 years young and lives in Boise. Betty's mother met her father Joe while he was serving in the Army, stationed in Japan after the war. They married in 1951. Betty grew up listening to stories her mother would tell of family, experiences, and places that were important to her as a child. This trip was all about seeing those places such as the family cemetery and meeting family members for the first time. They visited

Kyoto, Atami, Hakone, Tokyo and Saitama, where Betty's mother was born. The trip presented the opportunity to meet her aunt, uncle, and many cousins for the first time and experience the local culture. It was very satisfying to connect to family members she had never met but more importantly to be able to share stories and pictures with her mother who has not been back to Japan since the 1980's.

Betty lives with husband Terry in Eaton, Ohio. Terry served in the Army as well from 1967 to 1971 as a helicopter crew chief. They have two sons Paul and Phillip, and daughter Rachel Focht who followed in her mother's footsteps as a nurse.

Betty and her sister are already planing their next big adventure. This trip will be to visit where Treasea and other sister Paddie were born while their family stationed in France during their father's military career. Congratulations Betty on your retirement and may you have many more exciting trips ahead!