



# ON THE FINANCIAL HORIZON

THE VAUGHN MCLAUGHLIN TEAM

Quarterly Newsletter for Friends & Clients

THIRD QUARTER 2017

## Our mission...

To build a partnership that will help our clients meet their financial goals and enjoy a more secure future. Our goal is your 100% satisfaction with the advice and service you receive.

## Your team...



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## FROM JIM'S DESK: June 30, 2017

In reading my previous notes from recent newsletters, I'm afraid I won't have much new to add. The markets have continued to work their way higher and as this is penned, remaining within a percent or two of their all-time highs. Most of our clients want us to at least make a call on what we think is in store for the markets going forward. Well, with the endless caveat that we obviously don't know for sure, our position hasn't changed since the last newsletter.

We remain constructive on the equity markets in the intermediate and longer term. Unlike a number of investment firms, we are also comfortable saying we expect equity markets are more likely to move higher in the shorter term. This is not a consensus among all firms. Many look for a pull back sooner than later. Where there is more consensus is in the intermediate and longer term. I would hasten to add, we are not exponents of trying to call short term moves, as most of you know. And if we did get a pull-back, we'd consider it a buying opportunity, especially if you have a longer time horizon (at least 2-5 years).

A quick missive about the other asset classes where our thinking also has not changed. These are generalities of course and should be viewed as such. Though interest

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## FROM TRACY'S DESK: Back to Basics

In this issue, I would like to feature an email communication received by some clients recently and Amy's response. During challenging times, we all need to be reminded of the basics. I think Amy brings sound, balanced advice to a worried couple. I have edited the original email for the space allowed and omitted names and account specifics for confidentiality.

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Dear Vaughn McLaughlin Team,

Mr. Smith and I have been waiting to write this until after we found out about the decision on the Paris Climate Agreement. Today, as you know, America has pulled out.

Because we have pretty much all the money we have with Raymond James and much of that is invested with global accounts, we're really concerned about what's going to happen now. I'm sure you've been having some thoughts about this. I'm pretty sure also other clients are asking you the same thing. Are we waiting for the stock market to drop slowly or severely? Will we ever get it back? Is there a way to circumvent huge losses? I've always pictured your investment firm as having massive amounts of search engines constantly trying to keep ahead of the game so we'd sure like to know the game plan.

Thank you very much!

Mrs. Smith

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Hello Mr. & Mrs. Smith,

The equity markets of late (and the majority of history) seem to be focusing more on fun-

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## COMMUNITY SPOTLIGHT: *Q&A Lisa Moore*



**Position:** President, Save Crystal River, Inc. CEO, Gulf Atlantic Industrial Equipment, Inc. Manager, RWC Equipment Leasing, LLC.

**Family:** My 2 children and 3 grandchildren live in Crystal River. My grandchildren are 6<sup>th</sup> generation Floridians.

**What do you like most about Citrus County?** I have lived in Citrus County for almost 50 years. I moved here with my parents when the power plants were built. The springs, river, and the Gulf have always been the natural part of Crystal River that I am the most grateful for and want to restore and protect. But the people I have grown to know and love here make Crystal River the best place in the world to live in my opinion.

**Hobbies/Interests:** Boating, Fishing, Swimming, Scalloping, Biking, Spending Time with Friends and Family.

**Community Involvement or Causes You Are Passionate About?** I am very involved with *Save Crystal River, Inc.*, the volunteer community organization that is trying to restore and maintain the beauty of the springs and Kings Bay. For more information about the process and our efforts, please visit [www.KingsBayRestorationProject.com](http://www.KingsBayRestorationProject.com) or call me for more information.

**Favorite places you've travelled to?** Florida Keys, Argentina, Cuba. **Places you'd still like to visit?** Australia, New Zealand

**Careers that interests you besides your own?** Architecture, Photography. **Career or personal accomplishments most proud of?** First of all, I am extremely proud of my children and grandchildren and the amazing people they have become. So, being a mom is my greatest accomplishment in life. I am proud to be a Florida Gator alumni – Go Gators! I graduated from UF with a degree in Zoology and a degree in Secondary Education, so I taught high school at Crystal River until my family started our own business in 1995. Gulf Atlantic Industrial Equipment has been in operation for 22 years now, and we started RWC Equipment Leasing three years ago and it is also a successful company. We have been truly blessed and all of our family's hard work and dedication has been worth all of our combined efforts throughout the years. **How old were you when you became interested in your profession?** Mid-30's. **What do you enjoy most about your profession?** Working with people and learning new things about the concrete and aggregate industries. **Biggest challenge in your profession?** Making sure customers' needs are met with the best possible solutions for their businesses.

**Do you want to continue your education in any way? What do you want to learn more about?** I have never stopped learning and continually read and research topics I am interested in. I would love to learn more about photography.

**If you had complete financial security, how would you spend your time?** Traveling and spending more time with my family.

**What do you strive for most in life?** I believe every day is a gift, so I pray for the strength and guidance to make the most of each day and at the end, I hope I have done my best to show my appreciation for the time I have been given. **What do you try to avoid?** Negative influences that might distract me from having and exhibiting a positive attitude.

**How would you like to be remembered?** I want to be remembered as a good person who was a loving mom. I would also like to know that I helped to achieve the goal of restoring Kings Bay and our springs to the once incredibly beautiful splendor that caused our waters to be designated as Outstanding Florida Waters by the great State of Florida. I want my children and grandchildren to know the natural beauty, clean water, and bountiful wildlife that was here when I moved here nearly half a century ago. I can't even describe in words how incredibly beautiful it once was and how deeply I hope we can bring back that pristine ecosystem to the perfection it once was for all future generations.

**What values or philosophies would you like to pass on?** Appreciation every day, work hard, love your families and teach your children to be strong productive individuals, and thank God for the strength and wisdom you will need to carry you through life.

**Information about *Save Crystal River* that community members may not be aware?** *Save Crystal River, Inc.* is a totally volunteer locally organized charitable organization that has been working diligently with local government officials, private supporters, and nonstop community support for 5 years to try to restore the waters of Kings Bay. But, we need volunteers and local donations to keep the effort going each year. This past year we took our efforts with the help of Duke Energy into the Crystal River Primary School to teach students about the devastating effects of Lyngbya on our waters and how we are working to remove the algae and replant the river with healthy native seagrass that will restore the health of the river. All 600 students planted eelgrass in their classroom "grass farms" and then the 5th graders planted more than 1500 plants in the river at the end of the school year. Support of this and other critically important educational and fundraising efforts is desperately needed as we have about 80 acres of residential canals to restore. [www.KingsBayRestorationProject.com](http://www.KingsBayRestorationProject.com). **What on the horizon for *Save Crystal River, Inc.* are you excited about?** An Outstanding Florida Waterway should look like one – that is our goal. We are striving to have a healthy restored river by July 2, 2023 when the City of Crystal River turns 100 years old. With the support and commitment of our community and government officials and agencies this should be an achievable goal. I just do not believe it can't be done, and I hope others will agree with me and join the effort in whatever way they can help.

## FROM NANCI, KRIS & SUZANNE: *Mobile Check Deposit now available in Investor Access*

Now available in the app – Mobile Check Deposit – a fast and easy feature that enables you to safely and conveniently deposit checks into your eligible Raymond James accounts using the camera on your smartphone or tablet. It's simple: Just log into the Investor Access mobile app on your iOS or Android device, select "Deposit Checks" and on-screen instructions will guide you through completion of the deposit. Mobile Check Deposit offers.

- ◆ **Convenience:** Deposit checks and fund your accounts, such as your IRA, as soon as you receive them. That means no more losing track of valuable checks or carrying them around in your purse or wallet.
- ◆ **Security:** Your check images are stored securely in Investor Access, not on your smartphone or tablet.
- ◆ **Freedom:** You can save time and money by depositing checks anytime, anywhere – whether you're on the go or from the comfort of home.

All you need is ...

- ◆ **iOS or Android device:** Mobile Check Deposit is supported on iPhone, iPad and Android smartphones and tablets.
- ◆ **The Investor Access mobile app:** Get the Investor Access app in Apple's App Store or Android's Google Play. To use the Raymond James Investor Access mobile site or app, you first must be enrolled through the desktop version, accessible at [raymondjames.com/investoraccess](http://raymondjames.com/investoraccess).

## FROM AMY'S DESK: *Summertime Goals*

With several financial deadlines behind you, take time this summer to review your progress, set new goals and tie up loose ends. Tally up any recent life changes that may affect your estate plan, and adjust it as necessary. Also evaluate your benefits and insurance.



### MARK YOUR CALENDAR

- ◆ **Thursday, August 3:** Information Security Day. Consider changing your passwords for all online accounts to keep your personal information secure.

### PLANNING TO-DO'S

- ◆ **Register with SSA.gov:** This will allow you to check that your earnings history is accurate and to review expected benefits. If you are close to retirement age, talk to us about when and how you should file to maximize your benefits.
- ◆ **Update your estate plan:** Ensure that it protects you and your family in the case of an unexpected event. Be sure to check the beneficiaries of your IRAs, insurance policies, trusts and any other accounts, and update any information that no longer may be relevant.
- ◆ **Review your benefits:** Research your company's benefits open enrollment schedule and decide whether you need to make changes.
- ◆ **Review insurance needs:** Periodically review and update coverage to ensure proper protection.
- ◆ **Address life changes:** Talk to us about any major changes that have occurred – marriages, births, deaths, divorces, a sudden windfall, etc. – and how they could affect your financial plan.



### SUMMER 2017 | MARKET CLOSURES

**Tuesday, July 4:** Independence Day

**Monday, September 4:** Labor Day

## FROM JIM'S DESK: *Continued*

rates still have not risen anywhere near the long term averages, we think it's only a matter of time. For now, as a result of this, cash is not rewarding us. Bonds will come under pressure when rates do rise, as well as some equity sectors (utilities for example). Commodities in most cases have stalled out and some, such as oil, have been off the shelf since around 2014.

For us, equities remain by far the most attractive. We will surely get rotation in equity sectors and between large, medium, small cap, international, emerging markets and so on! While our thinking has not changed much, how to manage to all of these factors- well that certainly hasn't and won't change. Implement and maintain well diversified, well asset allocated portfolios with a tilt toward equities. Be patient and make sure time is your friend, the longer the better. To the extent possible, be wary of doom and gloom predictors as well as irrational exuberance! As always, we are right here to lend as much help as we can in making you successful with your investing and overall financial plan.

## FROM TRACY'S DESK: *Continued*

*damentals (e.g. earnings) than geopolitical events. We recognize such events can have an impact on stocks, but not as big of an impact as often perceived or reported in media. Companies have grown and paid dividends in all sorts of political and economic environments.*

*Your portfolio is highly diversified, i.e. you own hundreds upon hundreds of companies in different sectors, industries, countries, different size companies, etc. Approximately 30% of your portfolio is in fixed income (e.g. bonds, cash). You also have a portion of your portfolio in a variable annuity that has guaranteed living benefits, taking advantage on the upside while protecting on the downside for future income.*

*We will have a correction (down 10%) at some point; we average one every 18 months. We just do not know when; and unless the world has changed forever, we expect future corrections to be temporary and stock markets to continue to go up more than they go down. The phrase "this time is different" has cycled through financial news for decades, no matter how many times unproven.*

*I, like you and many more, feel political frustration at times- sometimes more than frustration, sometimes with greater frequency- and need to remind myself of market history. We discourage changes to long term plans based on short term headlines. Not to say certain government actions cannot or will not have a long term effect, but we try to focus on patience and the risks that we can control or lower.*

*We still recommend your portfolio. Many economic indicators continue to move in the right direction despite D.C. happenings. However, at the end of day, your comfort will trump our recommendations if the two do not coincide. If you are uncomfortable with your portfolio for whatever reasons, we can consider increasing weightings to fixed income and/or annuities; though, as there are pros and cons to everything, could increase interest rate risk/costs and lower liquidity/growth in doing so.*

*For your reference the latest missive from our Chief Investment Strategist Jeff Saut is attached and can be found on our website raymondjames.com/citrus. There's brief mention of the Paris Accord via a quote from our energy analyst. Please let us know if you'd like to make any changes, have questions, or would like to discuss further.*

Sincerely,

Amy Barbieri, CFP®, MBA

Financial Advisor, The Vaughn McLaughlin Team of RAYMOND JAMES



**VAUGHN MCLAUGHLIN**  
Team Of

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## SAVE the DATE



**August is Raymond James Cares Month:** For us, giving back is more than the right thing to do – it's tradition. Since Raymond James was founded in 1962, its executives, advisors, associates and clients have dedicated countless hours and resources to their communities. And the Crystal River Branch is proud to carry on the tradition. Last year during Raymond James Cares Month, nearly 2,200 Raymond James financial advisors and associates volunteered 6,562 hours to 145 organizations across 31 states. This year, we plan to do even more. Volunteers from throughout our branch and across our community will be gathering together

to support local charities— joining hundreds of branches and offices across the country who will take part in Raymond James Cares 2017. We encourage you to join us in giving back to the Citrus County community – then let us know what you did to show how much you care.

**July 17-21:** Team member to attend educational conference, Washington D.C.

**July 18:** Wall Street Coffee Club, 9:30am, Juliette Falls country club, Dunnellon.

**July 21:** *Friday Night Thunder Throwback to 1957*, Celebrating 60 years of Citrus Memorial, w/ Elvis DJ & classic cars, 5:00-8:00pm, Downtown Inverness.

**July 29:** *Stuff the Bus 2017*, bring donated school supplies to Citrus County Publix, Winn Dixie & Walmart stores, 10:00am-2:00pm

**August 3:** Wall Street Coffee Club, 10:15am, College of CF, Room 103, Lecanto.

**August 4-6:** *Florida Sales Tax Exemption*, exempt items include most school supplies select clothing, footwear, personal computers & related accessories.

**August 15:** Wall Street Coffee Club, 9:30am, Juliette Falls country club, Dunnellon.

**September 4:** The office and markets will be closed in observance of Labor Day.

**September 7:** Wall Street Coffee Club, 10:15am, College of CF, Room 103, Lecanto.

**September 16:** *Royal Run 5K & 1 Mile Walk* to benefit Jessie's Place (Citrus County Child Advocacy Center), 7:30am, Inverness.

**September 19:** Wall Street Coffee Club, 9:30am, Juliette Falls country club, Dunnellon.

**September 23:** *BWA Health & Fitness Expo*, 9:00am-1:00pm, National Guard Armory, Crystal River.

**October 5:** Wall Street Coffee Club, 10:15am, College of CF, Room 103, Lecanto.

**October 10-13:** Team member to attend educational conference, Tampa.

**October 13-17:** *Friends of Citrus County Library System Fall Book Sale*, 5:00pm on 10/13 to 1:00pm on 10/17, Citrus County Auditorium, Inverness.


**October 14:** *4th Annual Suitcase Party* to benefit the Boys & Girls Club of Citrus County, 6:00-11:00pm, Inverness Airport.

**October 17:** Wall Street Coffee Club, 9:30am, Juliette Falls country club, Dunnellon.

**October 27-29:** *Great American Cooter Festival*, starting at 5:00pm on 10/27 to 3:00pm on 10/29, Liberty Park, Inverness.

**October 28:** *Blessings' Costume Ball* to benefit Citrus County Blessings, 7:00-11:00pm, Rock Crusher Canyon, Crystal River.

*Call us with questions on any of the above events or if you would like to feature your organization's upcoming events in our next newsletter.*

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