



# ON THE FINANCIAL HORIZON

THE VAUGHN MCLAUGHLIN TEAM

Newsletter for Friends & Clients

SEPTEMBER 2019

## Our vision...

To be a financial services firm as unique as the people we serve, transforming lives, businesses and communities through the power of personal relationships and professional advice.

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## FROM JIM'S DESK: *September 16, 2019*

I just reread my notes from the last newsletter where I posited that based on fundamentals- I was a buyer short, intermediate and long term. I gave my reasoning, which coincides with some prominent strategists I follow. Though geopolitical events continue to impact markets, we find ourselves within putting distance of all time highs on the major indices such as the DOW, S&P 500, and NASDAQ.

Most of you know that we emphasize an intermediate and long-term investment orientation. Short-term is much iffier and can indeed be significantly affected by things other than fundamentals. Nevertheless, just last week we saw some shifts that have caught our attention. Defensive sectors such as Consumer Staples, Utilities and Real Estate underperformed the S&P 500 while cyclicals such as Financials, Industrials, Communication Services and Consumer Discretionary outperformed. Likewise, small cap broke out to the upside! Is this a positive signal about to enter a new cycle to the upside?

New cycles/trends can't be concluded with just a week's performance, but it is instructive to note a real shift. If we do have a new positive cycle, it should be confirmed in a month or two.

Tariffs have been taken off the front page of late- which is undoubtedly contributing to the shift- but we have to continue to watch this. Also, many fewer calls for a recession. Investor Sentiment still registers with concern, and this actually is positive as full market claims a "wall of worry."

The DOW has been up 10 consecutive days and it rarely does 9 in a row, so we would expect a pause and consolidation before enough internal energy is built up to make another assault on the all-time highs. Have to admit it is much more fun talking about when we expect to take out all-time highs than downward pressures!

## FROM TRACY'S DESK: *Make the most of open enrollment*

Medicare's open enrollment season is upon us. That means from now until December 7, you are able to make changes to your Medicare Advantage and prescription drug coverage. If you're happy with your coverage, you don't have to do anything. Even if you're satisfied, open enrollment presents a great opportunity to make sure you're getting the most out of Medicare. Here are some tips to help you get started.

- ◆ Ask yourself some important questions: Have your needs changed? Is your current coverage adequate? Will the cost of your current plan be going up? Are there comparable, lower-cost plans available?
- ◆ Review the annual notice of change from your current plan provider. You should have received this in September.
- ◆ Compare plans using medicare.gov's Medicare Plan Finder.
- ◆ Get one-on-one assistance from the State Health Insurance Assistance Program.
- ◆ Call the Medicare Rights Center at 800.333.4114 for free counseling.

Medicare decisions can be complicated, but with the right tools and information, it doesn't have to be. Raymond James is partnered with HealthPlanOne to provide you with personalized service, unbiased advice, and additional support from a dedicated licensed agent. There is no cost to use HealthPlanOne's services and those services don't end after enrollment. Your licensed agent will continue to provide support throughout the lifetime of your enrollment for coverage questions, appeals and plan renewals. To learn more about HealthPlanOne, call the dedicated Raymond James number at 844.269.2646.

We recognize how important your healthcare is in your overall financial and well-being plan. If you have any questions about open enrollment, or if you'd like to discuss how healthcare costs factor into your overall financial plan, please contact us so we can walk through the process together.

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## COMMUNITY SPOTLIGHT: *Q&A with Debbie Selsavage*



**Position:** Owner/President of Coping with Dementia LLC and President of the Alzheimer's Family Organization since 2014.

**Family:** Partner is Ed Youngblood, two children and three grandchildren.

**How long have you lived in Citrus County & what do you like most about the community?** I have lived in Citrus County since 2000. Moved here with my husband Albert who passed from dementia in 2010, primarily to have access to the Withlacoochee State Trail. I enjoy Citrus County because of the natural scenery, rural lifestyle, community involvement and how people pull together to make our county stand out. **Hobbies/Interests:** I like to go to movies, visit museums, attend live performances in community theaters, traveling via car and stopping at places of historical and cultural interest.

**Causes you are passionate about?** Educating caregivers on Alzheimer's and dementia so that they may have a better quality of life. As this disease grows, there needs to be resources for people involved in this journey, including education that will make life better for persons living with dementia. This is a disease and will affect the whole of our community. I would like

to show others a better and more compassionate way. I would like to see different outcomes than what I was exposed to with Albert.

**Favorite place you've travelled to?** Traveling out west was very enjoyable, including Montana and Salt Lake City. Yet, I have found many places close to home just as enjoyable. **Area you'd still like to visit?** Europe.

**Career that interests you besides your own?** I hope that I will always in some way be involved with making life better for people living with Alzheimer's and other forms of dementia. This is my passion and I do not see myself not being involved with this cause.

**Accomplishments you are most proud of?** Creating a forgiving and friendlier environment for people living with forms of dementia. I saw this first hand while I was an administrator of a memory care community. I created that environment for families and their loved ones living with dementia. It was wonderful. I was most honored in 2017 when honored by the community as a Citrus County Health Care Hero for Community Outreach.

**How old were you when you became interested in your profession?** In 2010-after Albert passed away I knew I needed a change and the roads lead me to where I am now. This was not possible without my partner in life and business, Ed Youngblood.

**What do you enjoy most about your profession?** Providing people/caregivers with the tools to be even better and less stressed through my company Coping with Dementia. As Board President of the Alzheimer's Family Organization, I was able to effect changes to improve services and programs that will make life better for caregivers and persons living with dementia. **Biggest challenge in your profession?** To change the way people think when involved in this journey of dementia care. The way we have done it in the past is not sufficient, and I want people to see that there can be an easier and more compassionate way.

**What do you want to learn more about?** We are always learning by attending training with our mentor Teepa Snow. By attending so many workshops and speaking engagements, we are open to many new ideas and questions that force us to research and implement new techniques and solutions. Educating ourselves is very rewarding and allows us to provide the best information to the people that we come in contact with.

**If you had complete financial security, how would you spend your time?** I would be doing the same thing that I am now. This is a passion based on my experience as a caregiver to Albert. Providing a better quality of life in this journey for both the caregiver and the person living with dementia through education, understanding through our workshops, speaking engagements, and our writings. I cannot imagine doing anything else with Ed Youngblood at my side.

**What do you strive for most in life?** Seeing the direction of funding finally being focused on the caregivers, not just on a cure. Eighty percent of caregiving for dementia goes on in the home. Family caregivers need resources, respite, support, and education/training. We need better ways to treat a person other than Baker Acting them when there is a problem or they are not doing what we have asked them to do. I would like to see a more compassionate culture for people who are struggling with this disease or any other disease or for that matter.

**What do you try to avoid?** Getting discouraged at the hard and slow process of change.

**How would you like to be remembered?** I would like to be remembered for trying to raise standards of care for people that are living with dementia. I take pride in educating and supporting caregivers and their person. I was recognized by someone in the community as "The Dementia Lady." I want to be that person that is approachable, caring, and passionate about better treatment and care for people living with dementia. So, if I am known as "The Dementia Lady" I would be honored to be remember as such. **What values or philosophies would you like to pass on?** Compassion.

## FROM NANCI, KRIS & SAVANAH: *Four ways to create a meaningful family legacy*

Family lends us a strong sense of identity. So it makes sense that traditional legacy planning focuses on this area of our life and the financial resources we want to leave to our loved ones. However, the best legacy plans also focus on the here and now – how you have structured your life to make it clear to your family what your values are. The life lessons you have communicated to them. The traditions that will live on for generations.

**Find work-life balance:** The struggle is real. Even wildly successful people – Garth Brooks, for example – have expressed regret about choosing work over spending time with their families. Brooks took a 14-year break from his music career to raise his children, telling People, "I knew their sweet faces and their dispositions. But I didn't know who they were." In the book "The Top Five Regrets of the Dying," this regret occupies the number two spot. If this resonates with you, consider ways to free up some quality time for your loved ones. Long commute? Maybe it's time to move or try a bit of telecommuting. Weekends spent on chores? Try hiring a house cleaner or have groceries delivered. Research shows that spending money on time-saving services predicts greater happiness because it forces people to manage their time better. Also, being mindful about how you spend your time can set an example for others.

**Plan for the unexpected:** More than 40% of U.S. adults don't have life insurance, according to a 2018 study conducted in part by the trade group LIMRA. This and other conventional estate planning concerns are part of living your legacy, knowing your preparation sets precedent for your loved ones. An estate plan is also your opportunity to make a deliberate choice about the future, rather than settling for whatever may come. For example, you can use it as a learning tool for money management, structuring a trust that specifies exactly how an inheritance should be used,

## FROM AMY'S DESK: *5G is just the tip of the iceberg*

Innovation is often incremental in nature. But every so often, an invention or discovery unsettles entire industries and changes life as we know it. The discovery of fire, Gutenberg's printing press, Bell's telephone, the internet. Disruptive innovators are difficult to predict, and the next few decades will deliver on ideas we haven't even begun to imagine – many propelled forward by the promise of 5G technology. Take a look at what's brewing across different industries and what historical innovations rocked the status quo.

**CARS:** The speed of progress has rapidly made cars lighter, faster, smarter, safer, more efficient and much more complex. They can even warn you should you start to drift or nod off. Fasten your seatbelts, because the next wave will likely involve artificial intelligence, voice connectivity, biometrics, electrification and self-driving capabilities. The connected car of the future will optimize operations and maintenance, while delivering convenience and comfort. *Historic game changers: Wheel, 3,500 BC; Ford assembly line, 1913; Three-point safety belts, 1959; Hybrids, 1997; On-demand car sharing, 2009.*

**HEALTHCARE:** Healthcare has a history of disruption, but the future will involve artificial intelligence (AI), robotics, precision medicines, nano-technology, 3D printing, as well as re-coding and editing genes. Data will help medical professionals make smarter care decisions and make health records much more accessible. AI, for example, will help tailor treatment to a patient's unique genetics, lifestyle and family history. Predictive technologies could offer insights into global health patterns and possible preventive measures. *Historic game changers: Surgical handwashing, 1867; X-rays, 1880s; Penicillin, 1928; Gene editing, 1972; Sequencing DNA, 2000.*

**ENERGY:** The majority of those surveyed by GE believe the energy sector can benefit from a spark of innovation (61%). Within two decades, new energy sources could power the global economy, including fuel cells; modular nuclear-fission reactors; and even nuclear fusion. As dependence on fossil fuels wanes, renewables and modular, grid-scale storage are likely to become more competitive. In the near future, off-grid energy and smart energy grids could add efficiency and greater access to power. *Historic game changers: Battery, 1800; Nuclear fission, 1930s; Solar energy, 1970s; Smart energy grids, 2003; Smart energy storage, 2015.*

**TOURISM:** Hotels and tourist destinations will offer immersive, virtual reality experiences and curated packages as competition from aggregators like Booking.com and Airbnb heats up. Picture virtually exploring neighborhoods in your destination before you arrive and tours, dining and activities tailored to your interests. Digital empires like Amazon and Google are monetizing customer profiles, and hotel brands may seek to keep pace to ensure the loyalty they've enjoyed in the past. *Historic game changers: Steam engine, 18th century; Jet, 1958; 9/11, 2001; Mobile booking, 2008; Sharing economy, 2008.*

**SHOPPING:** Personalization, convenience and price continue to drive brand loyalty. Consumers are also looking for speedy fulfillment, think curbside service, in-store pickup and same-day delivery. Retailers will offer self-checkout devices to circumvent long lines; touchscreen fitting-room mirrors that offer immediate help; augmented reality and other options. Like hotels, it's about creating a user-friendly, personalized experience that engages the ideal shopper on and offline – identified through data mining, of course. *Historic game changers: Department stores, 1890; Big-box retail, 1962; Bar code, 1974; E-commerce, 1991; Omni-channel, 2013.*

**FINANCIAL SERVICES:** FinTech is bridging the gap between the under-banked and the rest of the world, extending access to credit far and wide. Expect financial institutions to become even more agile, collaborative and transparent as the digitally savvy customer seeks an integrated, seamless experience when conducting financial transactions – including a plethora of payment options (e.g., Blockchain, direct and mobile). All of this is driving investment in more robust security (e.g., biometrics and artificial intelligence to help identify fraud). *Historic game changers: Credit card, 1950s; Magnetic stripe, 1960s; Mobile payments/digital wallets, 1998; Mobile banking, 1999; Cryptocurrency, 2008.*

**MEDIA & ENTERTAINMENT:** Subscription to over-the-top (OTT) video services is driving trends in the pay-TV landscape, while super-platforms, like Google and YouTube, are enabling user-generated content and saturating the media space via a variety of devices. IT and data collection and analysis will drive the next evolution of personalized content and consumption. *Historic game changers: Printing press, 1440; TV, 1934; Internet, early 1990s; Streaming, 1999; Social media, 2004.*

**COMMUNICATION:** More than ever, communications service providers (CSPs) need to turn to technological innovations, such as cognitive computing to augment human expertise. They'll also expand cloud capabilities, data analytics, mobility and network virtualization to become digital service providers. One day, Li-Fi may replace the ubiquitous Wi-Fi, transmitting through household LED lightbulbs, providing internet users with more efficient connections – up to 100x faster than what we have now. *Historic game changers: Telephone, 1876; Modem, 1959; Email, 1971; Mobile phone, 1979; Smartphones, 2007.* Learn more about the future of mobile technology at [RaymondJames.com/5G](http://RaymondJames.com/5G).

Sources: Macquarie Group; Raymond James, Investment Strategy Quarterly, "Byte-Size Economy"; GE Global Innovation Barometer 2018; Wikipedia; livescience.com; resultist.com; bloomberg.com; tribalscale; World Economic Forum; mckinsey.com; energygamechangers.org; CMO by Adobe; hotelmanagement.com; pwc.com; lightspeedhq.com

## NANCI, KRIS & SAVANAH: *continued*

whether for retirement, education or some other purpose. When you create such a plan, it allows your voice – and your values – to be heard.

**Communicate your vision with an ethical will:** Think of this as a family love letter, passing on your personal lessons and your vision for the family's future – either shared now, or as part of your memorial. "Putting together an ethical will early on helps you live life with more intention," says Barry Baines, author of "Ethical Wills: Putting Your Values on Paper." This document can also add context to your legal will, potentially preventing conflict among heirs, which lawyers and advisors say is a growing problem. Disputes over inheritance are happening "way more in the last few years than in the decades before," Bernard Krooks, an estate lawyer in New York, told Kiplinger.

**Express your feelings and values:** This is another area that can trigger regret if neglected. You can do this with words: "I love you" or "I'm proud of you." Or you can do it with your resources, setting aside money for education in a 529 plan or making family memories in a vacation home. Most parents say saving for college is particularly important, but a 2018 survey from Student Loan Hero reveals that 44% wish they had saved more. Live life with intention, not regrets. Your advisors– Tracy, Jim & Amy– can help you create a living legacy that prioritizes caring for and guiding the people you love and honors what matters most to you. Now and in the decades to come.



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## SAVE the DATE

**Our next thematic coffee club will be on Wednesday, October 9, at the College of CF in Lecanto (3800 S. Lecanto Hwy.), Room 103. We will be joined by Debbie Selsavage, Owner & President of Coping with Dementia, LLC (see Page 2 for Q&A with Debbie). The presentation is free to attend, open to the public, and will include light refreshments. To reserve your seat, call 352.795.6155 or email [savanah.alm@raymondjames.com](mailto:savanah.alm@raymondjames.com).**

**October 3:** Wall Street Coffee Club, 10:00am, Citrus County YMCA, Lecanto.

**October 9:** Thematic Wall Street Coffee Club with Debbie Selsavage, 9:30am, College of CF, Lecanto (see above).

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

**October 18:** 6<sup>th</sup> Annual Suitcase Party to benefit Boys & Girls Club of Citrus County, 6:00pm, Inverness Airport Hangar.

**October 19:** Bayfront Health Seven Rivers 5K & 1 Mile Walk to benefit Citrus County Education Foundation, 8:00am, Hunter Springs Park, Crystal River.

**October 26:** 5<sup>th</sup> Annual Halloween Costume Ball to benefit Citrus County Blessings, 6:30pm, Rock Crusher Pavilion & Amphitheater, Crystal River.

**November 2:** Water Safe Citrus 10K, 5K & 1 Mile Walk to benefit Cayla's Coats, 8:00am, Citrus High School, Inverness.

**November 2-3:** Festival of the Arts, 9:30am-4:30pm both days, Courthouse Square, Inverness.

**November 7:** Wall Street Coffee Club, 10:00am, Citrus County YMCA, Lecanto.

**November 9:** Lake Hernando Dragon Boat Festival to benefit Citrus County Education Foundation, 8:00am-5:00pm, Lake Hernando Park, Hernando.

**November 19:** Wall Street Coffee Club, 9:30am, Juliette Falls Clubhouse, Dunnellon.

**November 22:** Foundation Fest feat. Battle of the Band Teachers to benefit Citrus County Education Foundation, 6-10pm, Plantation Resort, Crystal River.

**November 28:** The office and markets will be closed in observance of **Thanksgiving**. Markets will also close early (1:00pm) on November 29.


**December 5:** Wall Street Coffee Club, 10:00am, Citrus County YMCA, Lecanto.

**December 7:** Crystal River Christmas Parade, 6:00pm, Highway 19, Crystal River.

**December 17:** Wall Street Coffee Club, 9:30am, Juliette Falls Clubhouse, Dunnellon.

**December 25:** The office and markets will be closed in observance of **Christmas**. Markets will also close early (1:00pm) on December 24.

*Call or email us for more information on the events above, or if you would like to include your community events in our next newsletter.*

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