

A vibrant photograph of a tropical resort featuring several wooden overwater bungalows with thatched roofs, connected by a long wooden walkway over clear turquoise water. Palm trees and lush greenery frame the scene under a bright blue sky.

# ELEVATE YOUR LIFE

The official newsletter of  
Elevate Private Wealth Management

[www.elevatepwm.com](http://www.elevatepwm.com)

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# BEER AND BOURBON FEST WRAP UP

FROM THE ELEVATE TEAM

Thank you to all of you who came out to show your support of the Will County Beer and Bourbon Fest. Whether you volunteered, spread the word, or attended the fest, we want you to know how sincerely thankful we are.

This year we had over 1,500 attendees, 50 breweries, 30 bourbon distilleries, and raised over \$230,000 to build a home for a veteran. We couldn't have asked for a better turnout and look forward to another great event next year. We hope some of you will join us!



## OUR SUMMER INTERN: JIMMY LONDERGON

BY MIKE MURRAY

We are excited to share that we have had a new addition to the team in the office the past few months. As some of you may already know, Jimmy Londergon has been working as a part of the Elevate team since the beginning of the summer.

Jimmy is going into his senior year at University of Wisconsin - La Crosse and is majoring in Finance.

This summer Jimmy learned more about the wealth management process, helped the team connect with the next generation, better leverage our new risk analysis software Nitrogen, and better connect with our clients and the community, to name a few.



# ELEVATING OUR TEAM

BY MICHAEL MURRAY

As many of you already know, Elevate has spent the last few years expanding our team in an effort to more effectively serve you. In recent years, it has become more apparent to us that the best way forward in this industry is through a team service model. We have found that separation and specialization of daily tasks allows us to more effectively serve our clients. In doing so, I feel it would be a good exercise to share with all of you a brief summary of the roles and responsibilities of our team.

**Mike**, of course, founder and president of Elevate and Registered Principal, is responsible for the vision and direction of the company. He spends his days strategizing with the team about client accounts and offering counsel to clients who have more complex needs. He also spends his time meeting with some of the worlds top money managers to better understand their economic outlook and investment disciplines.



I (**Michael**) as a Financial Planner, primarily spend my days meeting with clients. I take them through review/strategy meetings, update their financial plans, and help them solve financial problems. I also spend much of my time coordinating with clients' attorneys and CPAs to facilitate effective estate and tax planning strategies. I also spend time working with our team to find better ways to serve our clients more efficiently.



**Bryan** is also a Financial Planner. He leads clients through their reviews/strategy meetings, and helps talk clients through big financial decisions that need to be made. Bryan also has 10 years of a life insurance background to offer. So, as needed, he is there to assist with insurance questions and reviews. I feel very blessed to share the planner role with Bryan, and truly feel that we push one another to be better advisors each and every day.



**Nick Lennon** (Client relationship Consultant) is currently prepping to be an advisor and has some key responsibilities behind the scenes. He assists our advisors as they analyze client accounts, and building financial plans. Through a personalized approach, he dedicates himself to developing strong, long-term relationships with clients.



**Nick Columbus** (Client Relationship Consultant) is also prepping for an advisor position, currently working in more of a hybrid role. He's often one of the first faces you see when you stop by, and he handles a lot of responsibility with our ongoing service work for clients' daily needs. He also plays a big role in our mission to stay active in the communities we serve.



**Mary Jo (MJ)** (Client Relationship Consultant) is often the first voice you'll hear when you call into us. She helps facilitate questions and sets up client meetings. MJ also handles account openings, transfers, and cash administrative functions to ensure our operations run smoothly. Her experience has helped us create processes to continue improving how efficient we work as a team.



## YOUR MORNING CUP OF VALUE



In this section of each newsletter, we will be highlighting a different way we are dedicated to bringing you value. In this month's edition, we will be featuring our financial calculators. While we regularly discuss when you'll retire and how much income you'll need, there are many other calculators available. Some examples include; mortgage payoff, mortgage

refinance, long-term care costs, college/education planning, and a car loan calculator, amongst others. When financial decisions like these come up in life, give us a call to discuss. Our financial resources allow us to talk through major financial and investment options, allowing you to have more confidence when making these types of decisions.



# How Presidential Elections Affect the Market

BY NICK COLUMBUS

## **Presidential elections create the very thing the market share: Uncertainty**

This year's election raises a host of questions about how taxes, trade, and other policies might change. And until investors know the outcome they may be hesitant to invest, leading to a weak market. But after the winner becomes clear, the markets rally. Below we look at what prior presidential election year market trends can teach us as well as additional circumstances this year that may impact the market.

## **Historical Market Trends During Presidential Election Years**

Presidential election years have historically resulted in the second lowest market returns of the presidential term cycle. During these years, the monthly return averages 0.54%, trailing only midterm election years, which historically see average monthly returns of 0.3%. But once voters elect the president, and uncertainty subsides, investors show some pent-up demand for buying and the markets rebound after November's election in December as well as in the year following the election. During this the average monthly return climbs to 1.28%.

However, by the end of March, after 34 primaries, it's often, although not always, clear which candidates will become the nominees. This year, Vice President Kamala Harris, and former President Donald Trump both been announced as their party's nominees. Once early-year primary uncertainty is resolved, markets in the past have seen an average positive return from March until October of 0.97%. But the highest point of investor uncertainty flares up from October until Election Day, resulting in an average monthly return of -1.27% during this period.

Source: EugenioJ. Aleman, PhD, Chief Economist and Giampiero Fuentes, Economist,

# HABITAT FOR HUMANITY HERO AWARDS

BY NICK LENNON

Will County Habitat for Humanity has worked tirelessly to provide affordable housing for deserving families in our community for over 35 years. With Mike's better half, Nicole, as Executive Director, Nick Columbus' mom serving as the Development Director, Bryan as a member of the board, and my grandfather-in-law as one of the founding members, Habitat runs deep with us and it is a passion that we all share at Elevate. Through home builds, the Chicago Auto Show, Beer and Bourbon Fest, the annual golf outing, Tinsel and Tinis, and countless other events, we love being part of the effort to support Habitat.

Recently our office attended the Chicagoland Habitat Hero Awards, where the Adler Family was honored for their years of service to Habitat. The late Joe Adler was one of the founding members of the Will County Habitat for Humanity in 1988 and played a pivotal role in establishing the Joliet restore in 2010. For over three decades, Joe devoted his life to Habitat and laid the groundwork for what Will County Habitat is today. Joe's family, which has expanded to the next three generations, continues to carry out Joe's mission that everyone deserves a decent place to live.

The Elevate team is proud to be advocates for Will County Habitat for Humanity and we look forward to supporting our community for years to come.



Will County  
**Habitat**  
for Humanity®



Joe and Jodie Adler

“Everyone deserves a decent place to live.”

-Jimmy Carter

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THE S&P 500 IS AN UNMANAGED INDEX OF 500 WIDELY HELD STOCKS THAT IS GENERALLY CONSIDERED REPRESENTATIVE OF THE U.S. STOCK MARKET.

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