

# INVESTMENT INSIGHTS

July 26, 2024  
Letter #117



## We're On a Mission – Part Two

In the prior newsletter, I began a two-part discussion about the mission statement for Finkelberg Investments: "To guide our clients to and through retirement with a minimum of worry, with expertise and kindness." Our team takes this mission statement very seriously and hopefully you, our client, find that we not only talk the talk, but also walk the walk. If we fall short in any way, I assure you that I would like to know. Last issue, I was dissecting our mission statement phrase by phrase, and that is where I'll continue.

### Phrase By Phrase

#### *"to and through retirement"*

I spoke about preparation for retirement – financially and emotionally. Retirement, in whatever form, is another phase of life, and according to mortality tables can be a rather lengthy phase. If one retires at 65, the probability of living to age 85 or beyond is quite good. Obviously, health and genes play a significant role in life span. But contrary to what many folks think, the date of retirement is not the final destination for an investment portfolio.

From a financial standpoint, the longevity factor is important because a retiree's assets and income stream need to last potentially decades, and the investment timeframe at retirement may be longer than many people assume. Additionally, our team recognizes that a retiree's portfolio must reflect the likely need for increasing income in order to keep up with the impact of years of inflation. This is a critical and often overlooked part of a lifetime investment strategy and why an essential part of our mission statement is to guide clients through retirement.

#### *"with a minimum of worry,"*

Unfortunately, no one can remove all of the worry from retirement planning and investment management, but we believe we can help. Making every reasonable effort to be proactive, responsive, conscientious, honest and caring is, I believe, a formula to reduce your worry.

In order to provide that level of service and promote helpful lifetime relationships, I have assembled what I consider to be an all-star team whose members, individually and as a group, display dedication and care, integrity and smarts, and who act in your best interest. Period. I think I have thus far succeeded and believe that Alice, Davis, and Sally (and Deborah before her retirement) compose the finest support team in a financial advisory practice anywhere. This is a good thing since they need to make up for all of my shortcomings! We hope that you are comfortable delegating your worry to us so that you can more fully enjoy the things in life that matter most to you.

Reducing worry about planning and investing does not mean avoiding difficult or unpleasant topics. On the contrary, it means discussing risk tolerance, down markets, having realistic expectations, the need for patience and sometimes making short-term sacrifices to accomplish long-term goals. We will talk to you about these



### Our Mission

*"To guide our clients to and through retirement with a minimum of worry, with expertise and kindness."*

#### **Arty Finkelberg, CFA, CFP®**

Managing Director, Investments

601.856.1212

[finkelberginvestments.com](http://finkelberginvestments.com)

[arty.finkelberg@raymondjames.com](mailto:arty.finkelberg@raymondjames.com)

[davis.bourne@raymondjames.com](mailto:davis.bourne@raymondjames.com)

[alice.fairley@raymondjames.com](mailto:alice.fairley@raymondjames.com)

[sally.avalon@raymondjames.com](mailto:sally.avalon@raymondjames.com)

DJIA  
**40,589**

S&P 500  
**5,459**

3-Month T-Bill  
**5.38%**  
10-YR Treasury Bond  
**4.20%**

subjects even if the discussions are not fun, because you need to know and you need to be equipped for all scenarios. Markets don't always go up, and being prepared, we think, helps you to weather the inevitable storms and, surprisingly, to worry less.

Sometimes, we may have to discourage a client's idea or action. We certainly don't have all of the answers, but we do have a lot of experience in seeing short-term fads blow up. So in our humble opinion, the customer may not always be right, and in those cases we'll try to explain our thinking. If you know that we'll discourage an action we feel is not in your best interest, then hopefully that awareness reduces your worry. Professionalism is doing what's in the client's interest, not the advisor's.

In addition, I believe we have priced our services in an extremely competitive manner so that you realize value and do not worry about being taken advantage of. Also, barring a very unusual circumstance, your calls during working hours will be answered promptly by a human being or will be returned quickly. In sum, we try to treat you how we want to be treated. Everything flows from this premise

### *"with expertise"*

In the investment advisory business, perfection is not a realistic standard, but offering sound, helpful advice that stands the test of time is a goal to shoot for. The preparation and dedication of

our team are evidenced by the fact that all of our members are licensed advisors. Additionally, Arty and Sally have MBA's, Arty and Davis have received their Chartered Financial Analyst® (CFA®) designation, and both Arty and Sally hold the CERTIFIED FINANCIAL PLANNER™ certification. I can assure you that these designations require a significant amount of continuing education. Also, nearly a century of experience does count for something in the investment business, because while there's always something new, chances are that we've seen similar circumstances before. This familiarity helps give us a calm perspective to extend sound advice based upon experience.

### *You are our family (the good kind) and we want you to feel like family.*

We also perform proprietary research in managing our client portfolios. This, we believe, offers our clients an additional benefit. By concentrating on investment management and retirement planning, we can answer a lot of questions related to these two core competencies. If we are asked for advice that is not in our wheelhouse, we will tell you that and offer an appropriate referral.

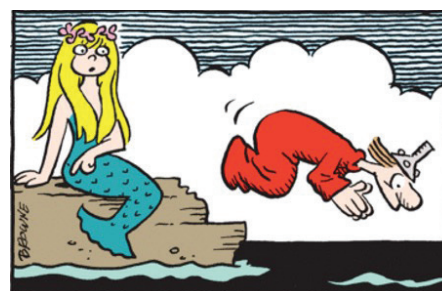
### *"with kindness"*

Let's face it, these days we all deal with enough ill-mannered folks and there's rarely an excuse for that behavior. Who doesn't want to be treated

with kindness?! You are our family (the good kind) and we want you to feel like family. Again, our behavior is based upon the premise of how we would like to be treated and we certainly would like to be treated with kindness.

Our mission statement is our daily purpose and hope that you find that we are true to our objectives. We believe that following our mission statement is the best way for us to help you. I wanted to explain our mission statement to help you understand what makes us tick and what gives us purpose every day. It offers a window on our role in what we hope is a mutually successful long-term relationship. Your success is our mission accomplished.

And speaking of finding purpose...



## Happy Anniversary

- 69<sup>th</sup> C. and J.H. of Raymond, MS
- 63<sup>rd</sup> R. and N.N. of Ridgeland, MS
- 63<sup>rd</sup> J. and R.M. Gainesville, FL
- 61<sup>st</sup> M. and B.L. of Philadelphia, MS
- 61<sup>st</sup> W. and S.N. of Jackson, MS
- 60<sup>th</sup> K. and N.M. of Brandon, MS
- 50<sup>th</sup> J. and W.L. of Brandon, MS
- 50<sup>th</sup> E. and P.R. of Flowood, MS
- 50<sup>th</sup> T. and D.O. of Jackson, MS
- 50<sup>th</sup> R. and M.D. of Ridgeland, MS

## Special Birthdays

- 95 B.B. of Palm Harbor, FL
- 95 S.G. of Jackson, MS
- 94 D.L. of Sarasota, FL
- 92 S.H. of Alexandria, LA
- 91 J.Y. of Gainesville, GA
- 90 C.H. of Raymond, MS
- 85 J.L. of the Bronx, NY

## Out of Town Visitors

- R. and C.N. of Brookhaven, MS
- G.M. of Clifton, VA
- J.I. of Pineville, LA
- S.B. of Pickens, MS

Until Next Time,

**Arty Finkelberg, CFA, CFP®**  
Managing Director, Investments