

FINANCIAL PERSPECTIVES

TIMELY INSIGHTS EXCLUSIVELY FOR CLIENTS OF RAYMOND JAMES ADVISORS



The habits we'll keep

The disruption of the crisis offers a rare chance to make space for what matters in our lives.

After any disaster or crisis, there is often an intense desire to get back to normal. The coronavirus pandemic is no exception. Before you resume your old routine, take some time to reflect on this chance for a life-affirming reboot. "I'm fascinated by how some people can rise out of a challenge and use it to propel them forward," happiness researcher Shawn Achor said in a March interview with John O'Leary, a fellow TED Talk speaker.

In Achor's studies, he has discovered that the most resilient are those who practice gratitude – a ritual we've seen across the U.S. lately, whether it's nightly applause for healthcare workers on the front lines or gratitude journals posted on social media. Making that an enduring habit can only help, Achor says.

Another side effect is that we've been forced to learn, adapt and grow – and simply realizing our capacity for growth can lead to better outcomes, he says. "Happiness is not the belief that we don't need to change; it is the realization that we can."

Here, we offer four areas of your life to examine and recalibrate as we move toward whatever's next.

HEALTH

For many, the novel coronavirus outbreak became a wake-up call to examine their overall health and stride toward progress. For example, 12% of those surveyed in April by Ipsos/Axios had tried an online fitness class. Over half of us are cooking more, with 39% reporting they're eating healthier foods than before the crisis. And nearly all of us have improved our hygiene: 94% have made handwashing a regular habit.

Taking proactive steps to manage the little things under your control can help you build toward stability, even in rocky times. Whether it's improved sleep or regular exercise, reflect on how you want to live mindfully when it comes to safeguarding your health.

LEGACY

Mortality may be on your mind more these days – and you might be thinking about writing or updating a will. Attorneys across the U.S. are busy helping create estate plans designed to help families make financial and medical decisions in case the unthinkable happens. Also, thinking about the impermanence of life "does tend to make people more likely to spend in ways that support their core values," Erica Carranza, vice president of consumer psychology at CMB,

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4 priceless money lessons for kids

Financial literacy is a gift that lasts a lifetime

Financial tradeoffs, interest rates and the importance of having an emergency fund: Our current economic circumstances are full of teachable moments we can and should share with our children. After all, they're probably not learning these topics in school. Only 1 in 6 students will be required to take a personal finance course before earning a high school diploma, according to nonprofit Next Gen Personal Finance.

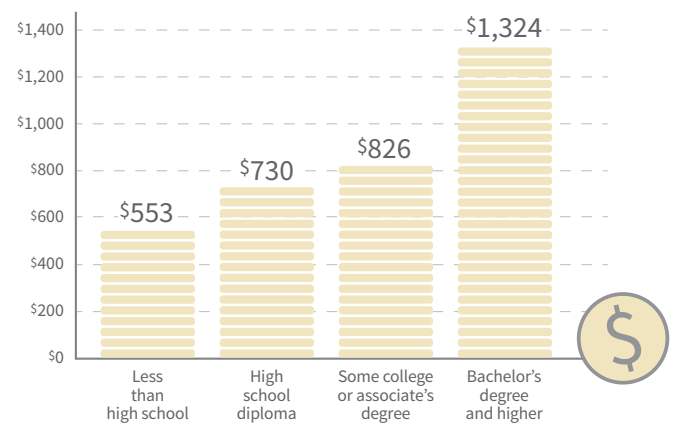
That's why we're equipping you with money tips and topics to discuss with the children in your life, plus independent study materials (ahem, videos and games) that will hold kids' attention while teaching them money management. Keep reading to get to the head of the class.

BEING IN CHARGE OF THE BUDGET

Are your children constantly asking you for money? One Florida father found a way to nip that in the bud: He had his teen and preteen sign a contract stating what expenses he would pay for, then gave them a set amount of money to spend each month for clothing, cellphone bill and extras. "My son's hard lesson came when his friend pushed him into a pool along with his cellphone. ... He learned why it's important to build a reserve for unexpected expenses," the father said. Giving your kids a paycheck allows them the chance to make financial decisions – and experience the consequences firsthand.

CASHING IN ON COLLEGE

Median weekly earnings by educational attainment in 2018



THE ECONOMICS OF HIGHER ED

We've all asked a kid, "What do you want to be when you grow up?" Instead ask what their interests are, and help them explore how they might be applied in a future career. This teaches them adaptability, something of value in a changing economic landscape.

As they get closer to making a decision about whether to attend college or trade school, help them think through the costs and benefits. Junior Achievement's Access Your Future app can help them crunch the numbers. And if you have a child already attending college, know that timing is everything. Yale researchers have found



CONVERSATION STARTERS Timely to-dos for pursuing a life well planned.

60 per hour The number of meteors projected to streak across the sky during the Perseid meteor shower in the early hours of August 12, according to NASA's Meteoroid Environment Office.

MARK YOUR CALENDAR

Wednesday, July 15: Federal income tax filing deadline, extended to offer relief amid the pandemic. The deadlines for estimated tax payments for 2020 and 2019 tax year contributions to IRA accounts have also been extended to July 15. For details, visit [irs.gov](https://www.irs.gov).

OFFICE CLOSINGS

The office and New York Stock Exchange will be closed Friday, July 3, for the observation of Independence Day, and Monday, September 7, for Labor Day. You can always check your account online via Client Access.



HOMESCHOOL RESOURCES

▷ For teens

Search ngpf.org/arcade for web-based games like “**Money Magic**,” “**Payback**,” “**Stax**” and “**Credit Clash**”



▷ For younger kids

School House Rock vintage videos like **Schoolhouse Rock!** “**Budget**” and “**Dollars and Sense**”

Cha-chingusa.org offers Money Smart Kids videos like “**Do it Passionately**” and “**Saving for Success**”

that graduating from college in a bad economy has a lasting negative impact on wages – and many students are considering gap years and grad school because of this.

THE ROOTS OF RETIREMENT

Raise your hand if you want to raise a child who will hit the ground running when it comes to saving for retirement. Personal finance experts say we should let our children know that retirement is the biggest expense they’ll ever save for, and it’s important to start early. To help them understand the value of compounding, help them open a savings account (or guardian-type brokerage account) where they can experience the power of this phenomenon for themselves.

EXTRA CREDIT KNOWLEDGE

When you’re young and don’t have much money, it’s easy to rely too much on credit and jeopardize your financial future. Help your child understand the importance of a good credit score, and explain how you keep yours up. Share stories about how you financed your first car or house, and explain in concrete terms how the interest rate affected the overall purchase price. Finally, consider adding your teen as an authorized user on your credit card and teaching them how to read a statement and pay the balance in full each month.

LESSONS THAT PAY OFF BIG

In giving your child the gift of financial literacy, you’re helping set them up for a brighter future. Through a purposeful approach, we can all do our part to raise the next generation of resourceful citizens.

NEXT STEPS

- Have family or friends share stories of how they thrived during a recession or found creative ways to stretch a budget.
- Consider helping your child get started with investing, keeping in mind their investments will change calculations for college aid.
- Introduce your family members – even the younger ones – to your advisor, who can act as a teacher’s aide for financial literacy.

INVESTING WELL

Note that required minimum distributions (RMDs) from retirement accounts are waived for 2020 via the CARES Act. If significant life events have you thinking about changes to your financial plan, contact your advisor for help in realigning your finances.

LIVING WELL

Now is the time to be more mindful about your overall physical and mental health. Practice positive stress management: exercise, start a gratitude journal, call a friend, soak in the tub, enjoy an old hobby or take up a new one.

PLANNING WELL

Borrowers have caught a break as low rates reduce the cost of mortgages and other loans. You may want to consider refinancing your mortgage if your rate is more than one percentage point above current rates. Talk with your advisor to assess whether this is the right strategy for you.

The habits we'll keep (cont.)

told *Forbes*. This could translate to a boost for eco-friendly brands and products, a trend that was on the upswing before the virus. Considering that the U.S. has 4% of the world's population but creates 12% of the world's solid waste, there's room for improvement.

FAMILY

Stay-at-home orders have been a blessing for something parenting experts advocate: family mealtime. Research has shown it can improve kids' vocabulary, nutrition, stress levels – even academic achievement. While our immediate family is easier to bond with, we've also found new ways to connect with faraway loved ones. Half of those surveyed by Ipsos/Axios in April had used video calling with family and friends, and 21% had attended a large online gathering such as a religious service. From sharing memes via text to playing board games through Zoom, we've discovered new ways to strengthen the important relationships in our lives.

SERVICE

Acts of service and philanthropy are especially crucial in times of crisis. Thankfully, American donors have stepped up to the plate with crisis-related charitable gifts reaching a record \$7.8 billion by mid-April, according to the *Los Angeles Times*. That includes hefty checks from corporations and billionaires, and also small donations from everyday citizens. Opportunities for volunteering may be constrained by the need to practice social distancing, but nonprofits have adapted by recruiting virtual helpers. From monitoring Red Cross forums to making an online donation to your local food bank, there are many ways to make a difference.

INFUSING LIFE WITH MEANING AND PURPOSE

We are a nation disrupted from our usual way of doing things, and at times it has been painful. But hopefully it's taught us more about what we value and who we are – offering a chance to reset the course for a life well lived.

EAT, PRAY, WASH: NEW HABITS ON THE RISE



- 94% are washing their hands more often
- 54% are cooking more
- 50% are using video calling to connect with loved ones
- 39% of people who never or seldom pray have started
- 25% of people are reading more books
- 21% have attended a large gathering online
- 21% have used food delivery services
- 12% have attended an online exercise class

Sources: HUNTER's Food Study Special Report; Pew Research Center March survey; Statista March media consumption survey; Democracy Fund + UCLA Nationscape Project; Ipsos/Axios poll

NEXT STEPS

- Ask yourself how you might continue new habits, whether it's gratitude journaling, cooking at home or eating dinner as a family.
- If your estate plan is outdated or nonexistent, consult with an estate attorney and your advisor, who knows your finances and can offer a holistic perspective.
- To energize your giving, speak with your advisor about ways to maximize it, including donor advised funds, charitable trusts and more.

The "other" coronavirus crisis: scams



Federal and state regulators recommend closely monitoring children's online activity as e-learning becomes widespread, and to be on the lookout for fraudsters using the pandemic to exploit the public.

To protect yourself:

- Install the latest security updates and antivirus software
- Regularly back up files
- Be careful when clicking links
- Ask questions before deciding to share your personal data
- Stay informed of the latest schemes at [ftc.gov/coronavirus](https://www.ftc.gov/coronavirus) or [fbi.gov](https://www.fbi.gov)