

# The Bulletin

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 **Peck | Bulgin**  
Wealth Management  
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**RAYMOND JAMES®**

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## From the Desk

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Business Succession

We're here to delve into the fascinating world of business ownership. This month, we want to tackle a topic that can be just as challenging as building a business from the ground up- selling it. We understand that as a business owner, managing the daily demands of your business is already a feat in itself. However, when it comes to planning your exit strategy the last thing you want is to leave your long-term goals and wishes overlooked.

Selling a business requires meticulous planning. It all starts with defining what you want to achieve from the sale. Taking the time to write down your goals not only keeps them at the forefront of your mind but also serves as a constant reminder during the hustle and bustle of the process. After all, you poured your heart and soul into building your business, and now you want to ensure that the sale goes exactly as you wish.

To assist you on this journey, we have created a comprehensive guide for business owners who are contemplating selling. This guide will walk you through the crucial steps, providing you with insights, tips, and strategies to help you navigate this significant transition. Remember, the more support, resources, and services you have access to, the greater the opportunity to reap the financial rewards you've worked tirelessly to achieve in order to fulfill your long-term goals.

We understand the unique challenges and opportunities that arise when selling a business, and we're here to provide you with the guidance and expertise you need to make informed decisions. So, whether you're at the beginning stages of contemplating a sale or actively pursuing potential buyers, we've got your back. Remember we're here to help you navigate the exciting world of business ownership.



# In the Spotlight



## Raymond James Corporate Headquarters

Jesse and Casey traveled to Raymond James Corporate Headquarters in St. Petersburg, Florida for a Private Wealth Think Tank recently and came back with more ideas on how to better serve you.





## Stegg Tournament

It was an honor to sponsor the Steeg Tennis Tournament held at the Florida Yacht Club. Casey and Will did a great job representing the team while sweet little Hayden Grace enjoyed cheering them on!

The Steeg tournament supports the MaliVali Washington Youth Foundation which is an after-school and summer program for Kindergarten to 12th grade students in Jacksonville's Urban Core that incorporates academic achievement, positive life skills, and tennis to encourage students to rise to their full potential.

For more information please visit their website.

<https://www.malwashington.com/>

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# Articles

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## Don't Let a Natural Disaster Derail Your Business

A volcano in Hawaii, wildfires in the West, floods in the Midwest, hurricanes on the Gulf Coast, snowstorms in the Northeast – what’s a business to do?

According to the Federal Emergency Management Agency (FEMA), 40% of businesses aren’t able to reopen after a disaster. Whether due to a flood, fire, storm or any other type of natural threat, there’s a chance your business could face costly damages if left unprepared. So what’s an owner to do?

[How to Protect Your Business](#)



## Offer Your Employees a Competitive Benefits Package

A recent Accenture survey says retirement benefits are a must-have to retain and attract talent – 68% of workers with pension/retirement plans said those benefits were a critical factor in deciding whether to accept a job and 62% said they were a critical factor in staying with a job.

Employees are also expecting employers to help with inflationary healthcare costs, extending more mental health benefits and espousing flexible schedules. With all of this in mind, it's good to do a benefits audit to prepare for 2023 and beyond and ensure you remain competitive in your sector. This periodic benefit reevaluation is also a way to signal to employees that you are responding to their needs in real-time – a factor that in and of itself can be a value.

[How to Reevaluate Your Benefits Offering - and Maybe Even Improve It.](#)



## Identify the Connection Between Net Worth and Risk Tolerance

Nobody wants to financially erode the portfolio they've built by making risky choices at the wrong time. You spend nearly half of a lifetime working hard to prepare for a secure retirement, so no wonder it isn't easy to convince yourself to embrace risk. As vital as wealth preservation is, especially when nearing retirement, returns are still an important consideration.

So how do you get over the risk hurdle? Research shows your financial advisor can help. Those who work with an advisor perceive potential higher-risk investments with less negativity. They're also more apt to recognize the importance of holding thoughtfully selected risk within an investment portfolio compared with wealthy investors who don't partner with an advisor.

How to Understand Your Risk Profile

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# Market Recap

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	12/31/22 Close	6/30/23* Close	Change Year to Date	% Gain/Loss Year to Date
DJIA	33,147.25	34,407.60	+1,260.35	+3.80%
NASDAQ	10,466.48	13,787.92	+3,321.44	+31.73%
S&P 500	3,839.50	4,450.38	+610.88	+15.91%
MSCI EAFE	1,943.93	2,113.59	+169.66	+8.73%
RUSSELL 2000	1,761.25	1,888.73	+127.48	+7.24%
BLOOMBERG AGGREGATE BOND	2,048.73	2,085.33	+36.60	+1.79%

\*Performance reflects index values as of market close on June 30, 2023.

Better than expected first quarter earnings, decelerating inflation, and growing optimism about a soft, non-recessionary landing have driven the market's positive 2023 start.

The bear may have entered hibernation in June, but can we now count a bona fide bull? That may be overselling it. Equities capped off a remarkable first half of the year by continuing to gain value even as the Federal Reserve (Fed) signaled that its inflation-fighting program could yield two more rate increases in 2023. But with a long-expected recession still failing to appear, investors seemed to focus, instead, on the possibility of a pain-free untying of 2022's post-COVID tangles

[Read the Full Article](#)







## Bay Hill Hummer

It's National Ice Cream Month and we're celebrating with one of Arnold Palmer's favorite alcoholic beverages. The recipe is from Arnold Palmer's Bay Hill Club and Lodge in Orlando, Florida.



### Ingredients & Directions:

- 1 oz Vodka
- 1 oz Dark Creme de Cacao
- 1.5 ozs Brandy
- 2-4 Scoop of Vanilla Bean Ice Cream

Add all ingredients to a blender and blend until smooth. Pour into a well-chilled brandy snifter and serve. Cheers!

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# Let's Connect!



## Caring Relationships Begin Here

Let's Have a Conversation

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