THE
TYSON SMITH
GROUP
OF
RAYMOND JAMES®
Wealth Management Insights

Summer 2022

BONDS

THE MARKET IS UP!

By Tyson Smith

Ok, ok, I know the S&P 500, Dow Jones Industrial Average and NASDAQ are underwater thus far for 2022 and I'm not trying to be Pollyannaish*…but in reality, the market is still up quite nicely over the last three years.

2020

Prior to the COVID pullback of 2020, the S&P 500 peaked at an intraday high of 3,393 on the 19th of February. Just a few weeks later, on March 23, 2020, the S&P 500 hit a bottom of 2,191. This was at the height of the pandemic and represented an incredible amount of fear.

2019 – 2022

In the chart below, I show the S&P 500 index over the past 3 years, from June of 2019 into June of 2022. I have circled the February 2019 peak and drawn a line to the market value today, June 7th, 2022, after the volatility we've experienced in 2022. Over that period of time, the S&P 500 has grown 767 points, for a total of 22.60% over those 28 months. If we go back 3 full years, the S&P 500 has grown from 2,886 on June 10th, 2019 to 4,160 on June 7th, 2022. Those 1,274 points represent a 44.14% gain over those 3 years. Roughly 12.96% annually compounded gain.

Yet, the fear and concern I hear from investors today is very real.

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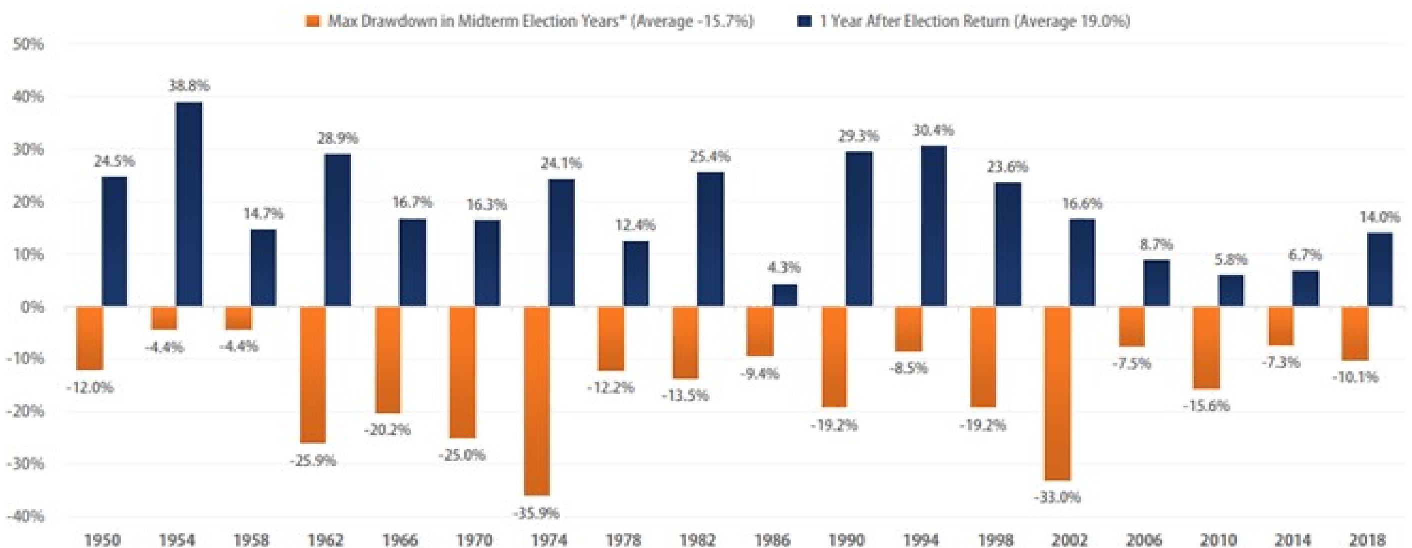
Midterm election years also tend to be more volatile. According to First Trust, the average drawdown in Midterm Election Years is -15.7%, when calculated from the beginning of the year to the midterm election to election date. However, the Average Return 1 year after the low date is +37.2%

To illustrate this point, I recently pulled together a couple of interesting slides from my friends at First Trust.

Midterm Election Year Drawdowns

S&P 500 INDEX MAX DRAWDOWN FROM START OF MIDTERM ELECTION YEAR TO ELECTION DAY
VS. S&P 500 INDEX RETURN 1 YEAR AFTER MIDTERM ELECTION



*Max drawdown covers period from beginning of the year of the midterm election to election date.
Source: Bloomberg, First Trust Advisors L.P. Data from 1950-2021. **Past performance is no guarantee of future results.** This chart is for illustrative purposes only and not indicative of any actual investment. The illustration excludes the effects of taxes and brokerage commissions or other expenses incurred when investing. These returns are total returns and were the result of certain market factors and events which may not be repeated in the future. The S&P 500 Index is an unmanaged index of 500 companies used to measure large-cap U.S. stock market performance. The index cannot be purchased directly by investors.
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Midterm Election Year Intra-Year Pullbacks

As seen in the table below, Midterm years tend to see moderate to large pullbacks, but returns a year later have historically been significant.

S&P 500 INDEX INTRA-YEAR PULLBACKS VS. S&P 500 INDEX RETURN 1 YEAR LATER

Midterm Election Year	Low Date	Intra-Year Pullback	Return 1 Year After Low Date
1950	7/17/1950	-12.0%	41.7%
1954	8/31/1954	-4.4%	51.1%
1958	2/25/1958	-4.4%	41.0%
1962	6/26/1962	-26.4%	37.5%
1966	10/7/1966	-20.2%	37.3%
1970	5/26/1970	-25.0%	48.9%
1974	10/3/1974	-35.9%	44.4%
1978	11/14/1978	-12.8%	18.1%
1982	8/12/1982	-13.5%	66.1%
1986	9/29/1986	-9.4%	44.3%
1990	10/11/1990	-19.2%	33.5%
1994	4/4/1994	-8.5%	18.5%
1998	8/31/1998	-19.2%	39.8%
2002	10/9/2002	-33.0%	36.1%
2006	6/13/2006	-7.5%	26.2%
2010	7/2/2010	-15.6%	33.6%
2014	10/15/2014	-7.3%	10.9%
2018	12/24/2018	-19.4%	39.9%
	Average	**-16.3%**	**37.2%**
	Median	**-14.6%**	**38.6%**

Source: Bloomberg. **Past performance is no guarantee of future results.** This chart is for illustrative purposes only and not indicative of any actual investment. The illustration excludes the effects of taxes and brokerage commissions or other expenses incurred when investing. These returns are total returns and were the result of certain market factors and events which may not be repeated in the future. The S&P 500 Index is an unmanaged index of 500 companies used to measure large-cap U.S. stock market performance. The index cannot be purchased directly by investors.
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Emotionality

By Tyson Smith

Market downturns create concern and cause consternation as investors see portfolio values dip over the course of a few, sometimes several, months. Decisions driven by emotions are typically wrong. Understanding how pullbacks impact perception, and how spurious correlations begin to surface, I had written a warning during the COVID Dip of 2020. It feels appropriate to share my thoughts again today.

Market downturns aren't very common. The typical investor sees a major pullback only two or three times in their investing lifetimes. Understanding how to respond to these weaker market conditions can be significant.

First Timers:
Generally, the first time we see it, we're young, and don't have the funds to capitalize on the market pullback. By the time it's over, it's a story of "I wish I could've."

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Second Timers:

The second time we see it, most folks have already been putting funds into investment accounts either through 401(k)'s, IRA's and other vehicles. Still young and inexperienced, the initial instinct will be to sell everything and move to cash. *"I've worked too hard to build this nest egg and need to stop the bleeding while there's still something left. I'll buy back when it's better*." This type of inexperienced thinking results in selling low and buying back higher. (The opposite of good investing) or, worse yet, they put it in illiquid real estate instead of using smart leverage. I believe second timers are most at risk during a pullback because of the impact they will have on themselves, not because of the market. By the time they've made up their minds to reinvest, most of the opportunity has already passed.

Third Timers:

These are the folks who generally hit it big. They've been here before and know how the movie ends. They know that the equity markets have never ever gone down and stayed down. They know that these big pullbacks are rare and create huge value for the brave. They've heard and heeded Baron Von Rothschild's advice and they buy. They call their advisor often. They buy smart and they buy big. They look for new money in any place they can find it and get it invested wisely. When the dust settles…. these are the people who come out way ahead.

"When the dust settles….these are the people who come out way ahead."
By Tyson Smith

Fourth Timers:

If someone is lucky enough to see a fourth major pullback in the equity markets during their investing lives, it's generally a foregone conclusion that they'll be backing up the truck and loading up on their financial advisors strongest recommendations. They may not be quite as aggressive as the previous pullback but they know this fourth event can end up creating a legacy for future generations, pay for grandchildren's college and create the means to be philanthropic on a large scale. It can be a game changer for their legacy and their family.

Sometimes, these pullbacks can last for years. I saw this in 2000, 2001 and 2002 as we came out of the late 90's and the dot-com bubble. During those years, we saw -10.14%, -13.04% and -23.37% returns out of the S&P 500. *These were followed by a 5-year run to the upside.* Other times, it's much quicker, as we saw in 2008's -38.49% drop, which was also followed by several strong years compounding upon each other; *6 of the ensuing 8 years ended up with double digit returns.* The two years that were flat to down ended up with less than a 1% move.

So what else can be done during a market downturn?

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Strategies for Down Markets

By Tyson Smith

Frontload your 401(k) – This strategy involves increasing your 401(k) contribution while the market is down, in order to capture more shares of the underlying funds while they remain at a lower price. This strategy isn't discussed often as most financial planners default to thinking in Annual terms when calculating deferral percentages for clients, but making an opportunistic adjustment during times of weakness can make a big difference in returns. Frontloading can then be offset later in the year by re-adjusting deferral percentages back downward.

Dollar Cost Averaging - DCA is the strategy of continuing to buy aggressively while the market is down. Like Frontloading, the effect is a reduction of the Average Cost per share as more shares are picked up at lower prices.

Quarterly Rebalancing – I have read many studies regarding the timing of rebalancing and importance of doing it often. Traditionally, rebalancing was done once or twice per year but more recent market velocity had created the need for a more attentive process. Rebalancing quarterly can be very effective when equity markets show weakness.

Annual Increases – Most employees receive annual pay raises and cost-of-living adjustments in their compensation. At the time of these pay raises, I recommend considering increasing 401(k) deferral percentages. If done at the same time, it may not even be noticed in the paycheck. For example, If someone received a 3% pay raise and concurrently increased their savings by 1%, the paycheck would still go up.

Annual Advisor Reviews – This is probably the most important point. In our group, we strongly recommend that all clients do at least an annual deep-dive into their Portfolio Holdings, Investment Strategy, Personal Budget, Risk Tolerance, Financial Plan, and Estate Intentions. Many times we uncover important issues that have yet to be addressed. Through these annual reviews, we can make sure nothing slips by.

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6 Things to Remember When Markets Fall

An Article from Raymond James Corporate

Maintain your composure – and long-term focus – when volatility emerges.
It can be unsettling for investors when their portfolios and the markets start heading into the red. Here are six investing basics to keep in mind during volatile times.

1. Periods of volatility are normal.
All markets move in cycles, and periods of steep contraction are completely normal. While the length of market contractions varies, periods of growth and expansion are usually waiting on the other side. The markets have proven remarkably resilient over the long term, and while returns can be quite volatile year-to-year, they're generally positive over multi-year periods.

2. Don't panic.
Letting emotions dictate your investing strategy is a risk you shouldn't take. Short-term decisions can have long-term consequences on your portfolio. Being patient can pay dividends.

3. Know your portfolio.
Understand your investments and how specific assets represent different goals and outcomes. Keep in mind your risk tolerance and investment timeline, and if either has changed, consider talking to your financial advisor about rebalancing your portfolio. Diversification can potentially help balance risk during a downturn and mitigate extreme swings in value.

4. Stay the course.
Remember your financial plan and long-term goals and stick to them. A disciplined investment approach is a sound strategy for handling market downturns and will likely enable you to participate when the markets rebound.

5. Consider opportunities.
Working with your financial advisor, determine whether periods of volatility are a good time to take advantage of investment opportunities in line with your long-term plan.

6. You're not alone.
Your financial advisor is available to answer your questions and provide help when you need it. He or she can guide you through difficult markets and be the independent voice that helps you stay focused on your long-term goals.

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What is a Bond? An Introduction

By Tyson Smith

Over the years, I have written quite extensively about the bond markets. A relative mystery to many investors, the Bond Market is actually significantly larger than the Equity Markets in total value. In this article, I intend to convey better understanding in the hopes of creating a deeper level of comfort with a relatively conservative concept. In seminars for the last 24 years, I have told the following story to help investors understand the concept of Bonds. It is not a factual account of actual events, but rather just a hypothetical story to help illustrate the concept of Bonds.

How did Bonds come about? Let's imagine a manufacturing corporation that is looking to expand by adding another factory, and needed to borrow money in order to do it. This company needs money to buy the land, build the building, and install the machinery. To make the math easier to understand, let's also pretend this was happening 200 years ago when things were much less expensive and all this could have been accomplished with $100,000.

So, our hypothetical company approaches their bank and asks for a loan. The bank approves the loan and offers the company an attractive Interest-Only loan at perhaps an 8% interest rate for a period of 20-years, at which time the original $100,000 would need to be repaid. This means the company would pay $8,000 per year to the bank for the next 20 years and then repay the original $100,000 at the end. The total cost of the loan would be $160,000 in interest.

Now let's imagine that one of the industrious accounting professionals in the home office of the manufacturing company had an idea: ***"I know! Instead of borrowing $100,000 from the bank at 8%, let's borrow $1,000 from 100 individuals. That will get us the full $100,000, and we can pay the individuals 6%, which would save the company 2% per year in interest. The company would save $40,000. This would also be attractive to people who loaned us $1,000 because they would receive 6% on the money they loan to us, which is much higher than they are earning in their savings accounts."….*****and that's essentially what happened.**

The company then created an I.O.U. with an Issue Date, Interest Rate, and Redemption Date. They called it a Bond. There were 20 coupons on that I.O.U., each one was worth $60 (6% of $1,000), and due in consecutive years over the next 20 years. If one were issued today, in 2022, the first coupon could be redeemed in 2023 for $60, the next one in 2024 for $60, the next one in 2025 for $60 and so on.

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Redeeming those coupons is how investors would collect their interest. At the end of 20 years, the rest of the document would be taken back to the corporation and the original $1,000 would be returned to the investor. The investor would know how much money they would earn, when it would arrive, and when they would receive their principal back. The risk to the investor would be the financial viability of the manufacturing company. Would they be able to make their interest payments for the next 20-years and then have accumulated enough money to pay back the principal?

To help investors assess the risks of making those loans; I.E. buying bonds, there are agencies that assess the financial strength of bond issuers and give them a rating. Similar to a personal credit rating that individuals have, companies also have a credit score. S&P and Moody are the two most common Rating Agencies used and will grade companies on the following scales. To help understand, I've copied the Rating Scale from S&P below.

Rating	Description
AAA	Highest Rating. Issuer's ability to repay principal and interest is extremely strong.
AA	Issuers ability to repay principal and interest is very strong.
A	Issuers ability to repay principal and interest is strong. However, the issuer is more vulnerable to economic conditions.
BBB	Issuers ability to repay principal and interest is adequate. However, the issuer is more vulnerable to be weakened by economic conditions or changing circumstances
BB	Below investment grade. Issuer has the ability to repay principal and interest. However, adverse business, financial, or economic conditions may impair the issuer's ability to repay principal and interest.
B	Below investment grade. Issuer has the ability to repay principal and interest. However, repayment may be difficult during times of adverse business, financial, or economic conditions.
CCC	Below investment grade. Issuer vulnerable to not repaying principal and/or interest. Repayment is dependent on favorable business, financial and/or economic conditions. If not, the issuer may have a difficult time repaying principal and/or interest.
CC	Below investment grade. Issuer highly vulnerable to not repaying principal and/or interest.
C	Below investment grade. Issuer very vulnerable to not repaying principal and/or interest. Could also be an issuer during bankruptcy filing, but is still making payments.
D	Below investment grade. Issuer is currently in default.

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Additionally, the ratings from AA to CCC may be modified by the addition of a plus or minus sign to show relative standing within the major rating categories. Keep in mind that these ratings can, and often will, change over time for the issuing entities. This may not impact the interest rate on an existing bond but it will often affect the secondary market valuation, if it were to be sold prior to maturity.

Companies, Municipalities, and Governments use bonds as an effective means of financing projects and other budgetary needs.

Bond Laddering – A Strategy for Income

By Tyson Smith

Bond Laddering is an income strategy by which an investor purchases multiple bonds with sequential maturities in order to mitigate interest rate and liquidity risk while attempting to maximize current income. This type of strategy has certain characteristics that help make it work. I frequently use the laddering strategy to help clients with their cash flow needs. Laddering bonds is simply buying bonds with sequential maturities. On the next page, I have created a hypothetical illustration of a $1,000,000 bond ladder.

I used round numbers to indicate sequentially higher rates as maturities went out into time. Please understand that the rates shown are not tied to any specific security and no offer is made or implied as to their availability.

- **Bonds with shorter maturities generally pay less interest than bonds with longer maturities.**
- **Bond laddering reduces interest liquidity risk (the need for cash) by making cash available each year or two.**
- **Bond laddering can generate greater average interest by balancing long bonds with short maturity bonds.**

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Hypothetical Bond Ladder $1,000,000

Year 1 – Bonds are purchase with sequential maturities over 10-years; from 2025 - 2034

Amount	Coupon	Due Date	Annual Income
$100,000	1%	2025	$1,000.00
$100,000	2%	2026	$2,000.00
$100,000	3%	2027	$3,000.00
$100,000	4%	2028	$4,000.00
$100,000	5%	2029	$5,000.00
$100,000	6%	2030	$6,000.00
$100,000	7%	2031	$7,000.00
$100,000	8%	2032	$8,000.00
$100,000	9%	2033	$9,000.00
$100,000	10%	2034	$10,000.00
$1,000,000	**5.50%**		**$55,000.00**

Year 2 - after first bond is redeemed and reinvested at the long-end of the ladder.

Amount	Coupon	Due Date	Annual Income
(2025 maturity is redeemed and reinvested at the long end)			
$100,000	2%	2026	$2,000.00
$100,000	3%	2027	$3,000.00
$100,000	4%	2028	$4,000.00
$100,000	5%	2029	$5,000.00
$100,000	6%	2030	$6,000.00
$100,000	7%	2031	$7,000.00
$100,000	8%	2032	$8,000.00
$100,000	9%	2033	$9,000.00
$100,000	10%	2034	$10,000.00
$100,000	**11%**	**NEW 2035**	**$11,000.00**
$1,000,000	**6.50%**		**$65,000.00**

Year 3 - After 2nd bond is redeemed and reinvested at the long-end of the ladder.

Amount	Coupon	Due Date	Annual Income
(2026 maturity is now redeemed and reinvested at the long end)			
$100,000	3%	2027	$3,000.00
$100,000	4%	2028	$4,000.00
$100,000	5%	2029	$5,000.00
$100,000	6%	2030	$6,000.00
$100,000	7%	2031	$7,000.00
$100,000	8%	2032	$8,000.00
$100,000	9%	2033	$9,000.00
$100,000	10%	2034	$10,000.00
$100,000	11%	2035	$11,000.00
$100,000	**12%**	**NEW 2036**	**$12,000.00**
$1,000,000	**7.50%**		**$75,000.00**

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As indicated in the previous 2 pages, the First Day can be the Worst Day, when looking at total annual income. As time marches on, the shorter bonds are redeemed at maturity and then redemptions are reinvested out into the future. In a rising rate environment, those longer bonds might be offered at higher rates. However, if we find ourselves in a flat or even declining rate environment, the same strategy can still work well, since Short Term bonds with lower interest rates are sequentially being replaced with Long Term bonds at assumedly higher rates.

This strategy can work for any type of Fixed Instrument; CD's, Corporate Bonds, Fixed Annuities, Municipal Bonds, Government Bonds, or Treasuries. It is also possible to mix-n-match securities, depending on what is available at the time of investment or reinvestment. A clients tax situation might change over time and Tax-Free Municipal Bonds may no longer have the mathematical advantage they once did and Corporate Bonds might make more sense over time. Implementation of the best strategy is an important element to review frequently.

If you would like more information on Bond Laddering or other portfolio strategies, please give us a call and we can discuss in more detail.

Yours And Mine Are Different

By Tyson Smith

Each month, the Federal Government releases CPI (Consumer Price Index) data. The CPI is an index that tracks the cost of a specific set of goods and services that a typical household purchases on a regular basis. The difference in the cost of those goods and services from month to month gives us an indication of the direction of prices. If those goods and services are *more* expensive, then prices have gone up and we're experiencing Inflation. If those goods and services are *less* expensive, then prices have gone down and we're experiencing Deflation.

The problem, however, is that you and I don't purchase the exact same basket of goods & services, and prices don't move at the same rate. For example, if gas at the pump goes from $4.00 a gallon to $5.00 a gallon, that's a $1.00 increase which is the equivalent of a 25% hike in gas prices. At the same time, a gallon of milk may also cost $4.00 but increase to $4.40. That may seem like a big jump on milk but it really only represents a 10% increase.

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Now let's take this a little further. Let's assume two neighbors live next door to each other, make the exact same amount of money and drive cars that get the exact same mileage. To keep the math easy, we'll say $2,000 per month income and 20 MPG.

Neighbor #1 drives 12 miles a day to work and 12 miles back home for a total of 24 miles a day or 504 miles a month (assuming 21 work days per month).

Neighbor #2 drives 3 miles a day to work and 3 miles back home for a total of 126 miles per month.

To drive 504 miles at 20 MPG, Neighbor #1 buys 25.2 gallons per month. At $4.00 per gallon, he's spending $100.80 of his $2,000 income per month. Roughly 5.04% of his monthly income goes to pay for gas.

By contrast, Neighbor #2 only needs 6.3 gallons of gas to drive 126 miles and only spends $25.20 or 1.26% of her income.

Question: If the price of gasoline increased by 50% how would these two neighbors be affected differently?

Answer: Neighbor #1 will now be paying over $150 a month and Neighbor #2 will be paying only $37. Neighbor #1 now spends 7.5% of his income on gas and Neighbor #2 still spends less than 2%. In other words, Neighbor #1 would take a bigger hit because gasoline represents a larger percentage of their budget.

Although it's important to know and understand what the CPI means, it's more important to know your *Personal Rate of Inflation*. We recommend that our clients track all their expenses on an ongoing basis in order to determine their cost of living and if budget adjustments need to be made. If you've recently been asking yourself "Where did it go?" when you reach the end of the month or pay period, I suggest tracking your daily spending and comparing it month to month. You may be surprised at what you find.

If you would like to learn more about the CPI or the basket of goods and services used to calculate the index, please shoot me a note and I'll pass it along. We also have free tools available to assist you with your budgeting and expense tracking. Drop a quick note to Tyson.Smith@RaymondJames.com and we'll get them into your hands.

*Pollyannaish – derived from the Pollyanna principal based upon a character in the novel Polly Anna by Eleanor H. Porter, published in 1913 and later adapted into a Disney movie released in 1960. *A Pollyannaish person is one "characterized by irrepressible optimism and a tendency to find good in everything"*. Merriam-Webster.com

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The Tyson Smith Group of Raymond James

Rene A. Naranjo, AAMS®, Financial Advisor

FINRA Series 7 & 66 and Insurance 2-15; Life, Disability, Long Term Care, Health & Annuity

Born in Miami, FL to a family of Cuban refugees, Rene is driven by his unshakable belief in the American Dream and that *anything* is possible through hard work and perseverance. Bringing his spirit of discipline and focus, Rene's goal is to help his clients navigate the various financial challenges they'll face throughout their lives. Rene understands that achieving success requires passion, tenacity, and sacrifice in order to overcome the challenges and adversities that inevitably surface along the journey. By planning for the best and planning for the worst, Rene helps all of his clients grow, achieve, and protect their financial accomplishments that they have worked so hard to achieve. Rene is an Accredited Asset Management Specialist® and services both the South and Central Florida communities, where he attended Bishop Moore Catholic High School, Rollins College, and the University of Central Florida for his Masters in Mass Communications. He is fluent in both English and Spanish and spends his spare time watching movies or cheering for his Miami sports teams along with the Orlando City Lions and UCF Knights with friends and family.

Ashlee Palmer

Practice Business Coordinator

A former flight attendant at ATA, Ashlee Palmer a Cocoa Beach native is a veteran of the banking industry. She began her financial career in 2005 at Wachovia in Augusta, GA. Within a few years, she had earned a Branch Manager position at Regions Banks and then transitioned into the Wealth Management division of Regions under the Morgan Keegan mantle, a wholly owned subsidiary of Regions. She then was integral in the transition to Raymond James when Morgan Keegan was purchased in 2012. By 2019 she was ready for the next challenge and joined The Tyson Smith Group in Orlando as our Practice Business Coordinator. Ashlee currently resides in Lake Nona and enjoys spending time with family, walking Murphy (her Double-Doodle) and cheering on her beloved UCF Knights.

Marlies Schubiger

Registered Client Service Associate

FINRA Series 7 & 66 and Insurance 2-15; Life, Disability, Long Term Care, Health & Annuity

Marlies joins us with an impressive 22-year resume of experience in the Financial Services Industry. Born and raised in Switzerland, she began her career in the Swiss Banking system until relocating to the United States in 2017. She is multilingual; fluent in German, French, English and some Italian. She currently services on the Board of Directors at the Swiss Club of Central Florida and is a member of the Women's Executive Council of Orlando. Marlies also loves traveling, running, hiking, swimming, and skiing.

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Tyson Smith, AAMS®, AIF®, CRPC®, CRPS®, WMS, First Vice President – Wealth Management
FINRA Series 7, 9, 10, 63, 65 and Insurance 2-15; Life, Disability, Long Term Care, Health and Annuity

The Tyson Smith Group was founded in 1998 in Peoria, Illinois. Tyson relocated the practice to Orlando, Florida in 2003 where he still resides with his wife and two children. When not in the office or at a speaking engagement, Tyson can usually be found road-cycling, on a softball field or playing golf.

The Tyson Smith Group serves on the Raymond James Retirement Plan & Institutional Advisory Council (RIAC) in recognition of our commitment to Retirement Plans.*

For more information about our group and services offered, please contact us directly. You can also follow us on social media through LinkedIn, Facebook or Twitter.

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Financial Advisor

United States Air National Guard
182nd Airlift Wing, 9 yrs
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Prop Warehouse – Co-Founder

Union Laborer – Peoria Local 165

March of Dimes of Central Florida
Board President
Vice President
Treasurer

Rotary International
Downtown Orlando Breakfast
President
Vice President
Secretary
Board Member
Paul Harris Fellow

Back to Nature Wildlife Refuge Board of Directors

Professional Relationships

ABC
Associated Builders & Contractors

NDIA
National Defense Industry Association

CFHLA
Central Florida Hotel & Lodging Association

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The Tyson Smith Group Specializes in:

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Family Support

Asset Allocation Strategy

Risk Tolerance Assessment
Time Horizon Determination
Performance Requirement

Strategies
Equity Strategy
Balanced Equity Strategy
Growth Strategy
Balanced Growth Strategies
Balanced Income Strategies
Asset Preservation Strategies
Bond Strategy Management
Treasuries & CD's
Money Market
Personalized Strategies

Asset Management

Security Selection
Ongoing Reviewing
Online Access
Smart Phone App
Adjustments
Trades & Stops
Initial Public Offerings (IPO's)
Dividend Reinvestments
Transfers
Cash Flow Needs
Stocks, Bonds, Mutual Funds, ETF's, UIT's
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403(b) Plans
SIMPLE"s & SEP's
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Education Planning
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Distribution Support
Appointment Scheduling
Outside Professional
Referral Network
Setting up Internet Access
Document Backup
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