

In this issue

PAGE 01

MARKET COMMENTARY

Everyone should be a millionaire

PAGE 04

TEAM SPOTLIGHT

Welcoming our newest team member

PAGE 04

TEAM SPOTLIGHT

A farewell from Dylan

PAGE 05

OUT AND ABOUT

Making waves at Huffman Mayer Paolo

PAGE 06

HIGHLIGHTS FROM OUR EVENT

Family fun on the farm

PAGE 07

TEAM SPOTLIGHT

Love & marriage... and the planning behind it

EVERYONE . SHOULD BE . A MILLIONAIRE

SADLY, WHILE I BELIEVE THE TITLE OF THIS PIECE TO BE TRUE, THE EMPHASIS BELONGS ON THE "SHOULD BE."



Dan Huffman, CFP®

Managing Director – Investment Officer

First of all, for this thesis to be true, it's important to recognize that such an outcome is very unlikely in any country that does not honor or respect property rights and a free market economy. The more property rights and a free market are restricted, the more the chances of success are reduced.

Secondly, as the famous economist of the 18th century, Adam Smith, implied – economic success for the masses begins with responsible financial behavior at the personal level. Only then will the masses succeed.

Having taught on rare occasions at the high school level, I find it almost startling that many young people today have no concept of economics, profit and loss, or even how to balance a checkbook. Basic principles of supply and demand are entirely foreign. And supply and demand is likely the outcome of a society that has

Continued on page 02

Investment and Insurance Products are:

- ▶ Not Insured by the FDIC or Any Federal Government Agency
- ▶ Not a Deposit or Other Obligation of, or Guaranteed by, the Bank or Any Bank Affiliate
- ▶ Subject to Investment Risks, Including Possible Loss of the Principal Amount Invested



delivered – particularly over the last few decades – a pretty comfortable (if not rewarding) standard of living, often buoyed by excess government intervention. So, why is it that the average (emphasis on “average”) retiree in the United States has less than \$50,000 saved at the time of their retirement?

For one thing, the wonder of compounding is poorly understood. I have taught my children, for example, the rule of 72: the principle that an investment averaging 9% per year will double in value in eight years (think 72 divided by 9). Or, an investment that doubled in 10 years averaged 7.2% per year (72 divided by 10). It’s a simple rule that comes in handy for basic analysis in our work.

TIME IS THE SINGLE MOST IMPORTANT COMPONENT IN THE TRIAD OF CRITICAL INGREDIENTS FOR ACCUMULATION OF WEALTH: TIME, MONEY, AND RATE OF RETURN.

The less time you have to accumulate wealth, the more important it is to increase the amount of money you shovel into your retirement plan. Prolonged delays in getting started on your wealth accumulation plan are killers of success in retirement planning.

A few examples might help to illustrate this point:

EXAMPLE 1

Allowing 40 years to accumulate a retirement fund is a reasonable target – say, starting at age 25 and ending at age 65. Let’s assume you could average 6% for the 40-year period, taking a moderate level of risk and receiving a moderate rate of return over the course of four decades.

USING THOSE ASSUMPTIONS, IT TAKES SAVING \$500 PER MONTH TO GROW THE POT TO \$1 MILLION.

EXAMPLE 2

If, on the other hand, you chose an aggressive strategy that averages a 9% rate of return over that same 40-year period, the amount of money you must save per month changes drastically.

YOU ONLY HAVE TO SAVE \$212 PER MONTH TO ACCOMPLISH THE SAME GOAL OF REACHING \$1 MILLION.

Neither monthly saving goal requires you to make an enormous income – someone earning \$60,000 per year could save 10% of their income and save the \$500 per month. Someone earning just over \$25,000 per year could save 10% and likely save the \$212 per month required in Example 2. Both situations end favorably in my estimation.

**SO, WHY IS OUR NATION SUCH A POOR EXAMPLE OF SAVING?
I CONTEND THAT THERE ARE FOUR PRIMARY REASONS:**



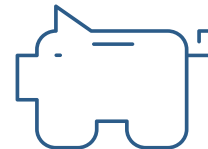
TOO MUCH
HOUSE



TOO MUCH
CAR



WRONG KIND OF LIFE
INSURANCE



POOR DECISIONS ON
RETIREMENT SAVINGS
CHOICES

According to the RocketMortgage website, in 1973 the average house in the United States had 1,667 square feet (roughly 500 square feet per occupant). Today, the average is over 2,300 square feet, even though average occupancy has dropped 30% (now nearly 1,000 square feet per occupant). Why do each of us need twice as much living space? Then, when it comes to choosing a car, many people allocate all their extra cash flow to the “best” – meaning, the most expensive – car that they can possibly afford rather than buying something that is easier on the cash flow and saving difference.

I honestly believe that everyone – yes, pretty much everyone – should be a millionaire. The great roadblock to this achievement is that people tend to put the cart before the horse. The house, the car, or various other consumption choices take precedence over the ultimate objective – building sufficient resources for a reasonable nest egg at retirement. ♦

WELCOMING OUR

• NEWEST •

TEAM MEMBER



*Hello, pp!
all!*

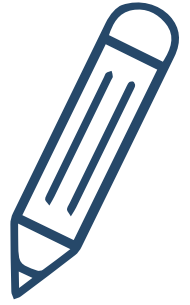
My name is Rachel Dominessy, and I have just begun as the Client Associate for the Huffman Mayer Paolo team. I am new to the Ashtabula area and am originally from Lake County.

I have just over 10 years of experience in the financial services industry. Away from the office, I enjoy going to concerts and spending time with my husband, stepson, and pets. I am very excited to meet you all. ♦

Huffman-Mayer-Paolo.com

A FAREWELL
– from –

DYLAN



Dylan Fitchet

Intern

As my summer internship comes to a close and I head back to school, I would like to reflect on my experience at Huffman Mayer Paolo Wealth Management Group.

I am extremely grateful for the opportunity to work alongside every single individual on the team. Their expertise and genuine interest in building retirement plans and helping individuals through financial struggles is invaluable. Each person works diligently every day to understand people's goals and vision and help them get on the path to achieve their financial dreams. With over 200 years of experience and many advanced qualifications – including CFP® certification, CRPS®, AAMS®, and graduate degrees – I don't think there is a more well-rounded group of individuals to learn from and work with than the team at Huffman Mayer Paolo.

I'm thankful for the firm's time and energy spent helping me with my goals and vision of becoming a financial advisor one day. They brought me in as a team member and treated me as one of their own all summer. I look forward to taking the knowledge I have absorbed and using it in my last year of school and in my future work. ♦

Making waves

at Huffman Mayer Paolo

In late June, some of our team members took an excursion to see Ashtabula from a different perspective. Allison, Graham, Sawyer, and Julia Anderson rented hydrobikes from the Harbor Yak and pedaled around the Ashtabula Harbor. It's a great way to see our lake and riverfront, it's great exercise, and it's a ton of fun. We highly recommend making waves of your own on the Ashtabula Harbor if you ever get the chance. ♦



HIGHLIGHTS FROM OUR EVENT

FAMILY FUN

over the Farm



Thank you to all who joined us at Brant's Apple Orchard for our August event! We were thrilled to spend time with you and your families over meals, tractor rides, and games.



◀ Our team at Huffman Mayer Paolo always looks forward to spending quality time with you. If you missed this one, make sure to keep an eye out for future events announced in our newsletters and on social media.

Huffman-Mayer-Paolo.com

Love + Marriage

... and the planning behind it



James Mayer
Managing Director – Investment Officer

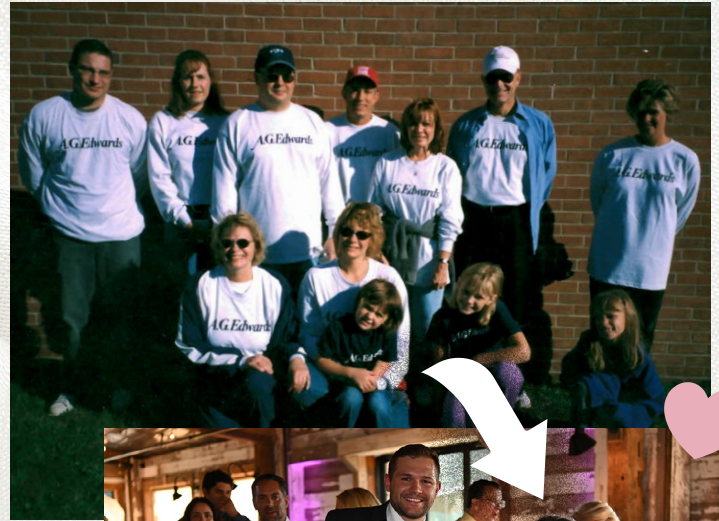
Our clients often feel like family to us.

There's no better way to explain this family-type-feeling when talking about one of our favorite clients and key team members, Donna Hassett. Donna has been a member of our team for 33 years – though it feels like just yesterday that I started working with her. Donna and I have been working together for 22 of those years, and since then, I've been able to see her kids grow through first day of school photos, graduation photos, and everything in between.

I recently had the privilege of attending the wedding of Donna's youngest daughter, Lexie, with my partners, Dan Huffman and Susan Paolo. We've had the honor of attending weddings for many of our clients' children, and Lexie's wedding was especially dear to us because Donna is a beloved member of our team.

You can see in the pictures above that this now-grown woman was just a little kid when I met her about 20 years ago. Watching the years go by and seeing Lexie grow has been special. All our clients go through major life events, and watching Donna and her husband, Tony, plan for the future over the decades has been a close-up case study of what our clients do themselves.

Today, Tony is retired, and Donna continues to be a key part of our team. Their two daughters, Lexie and Leah, have grown up, gone to college, and found jobs. Leah moved to New Jersey and is



a professional model. Lexie recently got married, graduated, and bought a home. All these events have required financial consideration and planning.

And Donna and Tony have built strong, wonderful plans that helped make these things possible for their children. Working alongside them and watching their lives unfold is one of the most rewarding parts of our jobs. Seeing all these exciting things happen for members of our work family makes it even better.

20 years ago, the first photo was taken. A few weeks ago, the second photo was taken at Lexie's wedding.

Building plans for your and your family's future is so worthwhile. And to see those plans evolve and positively impact our clients' lives is the reason why we do what we do.

Congratulations to Lexie on her marriage, and congratulations to Donna and Tony for supporting their children through their life journeys. ♦

3705 State Road, Suite 100
Ashtabula, OH 44004



It's officially football season!

(440) 992-1515 • HUFFMAN-MAYER-PAOLO.COM

**THANKS FOR READING! PLEASE SHARE THIS AND FUTURE NEWSLETTERS
WITH YOUR FRIENDS, FAMILY, OR SOMEONE WHO WOULD ENJOY IT.
BE SURE TO SEARCH "HUFFMAN MAYER PAOLO" ON FACEBOOK.**