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TEAM SPOTLIGHT

Happy holidays from our team!

Is now a good time to invest?



Susan Paolo, MBA

First Vice President – Investment Officer



Once upon a recent December, there was an investor named Chris. The stock market was tanking, and Chris was stressed. She decided to liquidate her investment portfolio and wait until the market bounced back. The next day, the market had one of the biggest Christmas Eve crashes ever seen. Chris was ecstatic that she had avoided the big drop.

But then, on December 26th, came one of the market's best days in nearly 10 years. Over the next few weeks, the market readily regained its December losses and continued to move steadily upward. After all this time waiting, Chris had locked in her short-term losses and was now faced with an unexpectedly large tax bill on her long-term gains.

So, what can we learn from Chris' mistakes? That timing the market doesn't work – investing is about time in the market.

SO, TO ANSWER OUR QUESTION, "IS NOW A GOOD TIME TO INVEST?" – YES, BUT YESTERDAY PROBABLY WOULD HAVE BEEN BETTER.

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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
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▼
The truth is, that every day you wait can cost you in the future. This is due primarily to two things:

1

First, the market has historically trended upward over the last 100 years, creating potential to appreciate your assets over time.

So even if your investments fall in the short term, the potential long-term gains may be able to make up for any early disappointments.

Furthermore, investors have often been able to recoup their losses during a volatile market if they simply stay invested and regularly keep investing. Since no one knows

2

Second, the power of compounding returns can create “math magic” – when your investments earn money, that money earns more money.

when the best time to buy or sell will be, investing regularly (known as “dollar cost averaging”) takes the guesswork out of the process. Imagine if you invested your money in the beginning of 2008. If you had sold out in 2009, you’d be sad. But if you had stayed the course and invested regularly, you’d have recovered in less than two years.

The bottom line is, it’s better to stay invested and don’t stop buying. ♦

Past performance is not an indication of future results.

Dollar cost averaging does not guarantee a profit or protect against loss in a declining market. Investors should consider their ability to continue investing through periods of low price levels.



ENJOYING

AUTUMN



The Andersons took the time to enjoy the beautiful fall foliage this season. We hope you had a chance to take in the great outdoors before the cold season set in! ♦



A Night on Bridge Street

EVENT



Thanks to all who joined us for
dinner and friends at Bridge Street! ♦

BENEFICIARY BENEFITS



James Mayer

Managing Director – Investment Officer

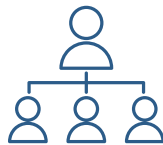
WE BELIEVE IT IS A GOOD IDEA TO CONSIDER REVIEWING YOUR BENEFICIARY DESIGNATIONS ON YOUR ACCOUNTS PERIODICALLY. THIS MIGHT BE SOMETHING TO DO ONCE A YEAR OR MAYBE WHEN YOU HAVE A CHANGE IN YOUR FAMILY.

CONSIDER THE FOLLOWING WHEN REVIEWING YOUR BENEFICIARIES:



WHEN DID YOU LAST UPDATE YOUR RETIREMENT ACCOUNT BENEFICIARIES?

Consider if things have changed in your family – for example, we’ve had clients sell or purchase properties, which causes clients to adjust their accounts to keep things fair. Have you gifted or made a loan to family members and need to make an adjustment?



DO YOU HAVE PRIMARY AND CONTINGENT BENEFICIARIES LISTED? AND WHAT DO THESE TERMS MEAN?

Primary is your first beneficiary, and contingent is a backup in case something has happened to the primary. You should consider always having a primary and a contingent beneficiary, just in case.



SHOULD YOU NAME YOUR BENEFICIARIES PER STIRPES? AND WHAT DOES THIS TERM MEAN?

“Per stirpes” means that if something happens to your beneficiary, then their next of kin would receive the assets. How this impacts your overall estate plan should be considered.



Our thoughts on these topics are to have these discussions many years ahead of establishing an estate plan. If you would like to discuss your plan, please give us a call and schedule an appointment.



ARE ANY OF THE BENEFICIARIES MINORS?

If they are, you will need to know if there are legal ramifications of them inheriting these assets. You may also determine when you would want them to have access to your assets (i.e., when they become 18 years old).



DO YOU HAVE YOUR ESTATE OR A TRUST LISTED AS A BENEFICIARY?

Are there tax implications that will go along with this decision?



DO THESE DESIGNATIONS COORDINATE WITH YOUR OVERALL ESTATE PLANNING GOALS?

Beneficiary designations can happen without considering your will. You should always consider your overall estate plan when you are naming beneficiaries.



DO YOUR BENEFICIARIES KNOW THEY HAVE BEEN NAMED?

This can be complicated and may require some delicate discussions.

Wells Fargo Advisors is not a legal or tax advisor. However, we will be glad to work with you, your accountant, tax advisor and or lawyer to help meet your financial goals.

Any estate plan should be reviewed by an attorney who specializes in estate planning and is licensed to practice in your state.



We hope everyone made the "good list" this year... can you recognize the younger version of our teammates from the photos here? ♦



A: Margie Gilliland, B: Susan Paolo, C: Thomas Paolo, C: Thomas Gilliland

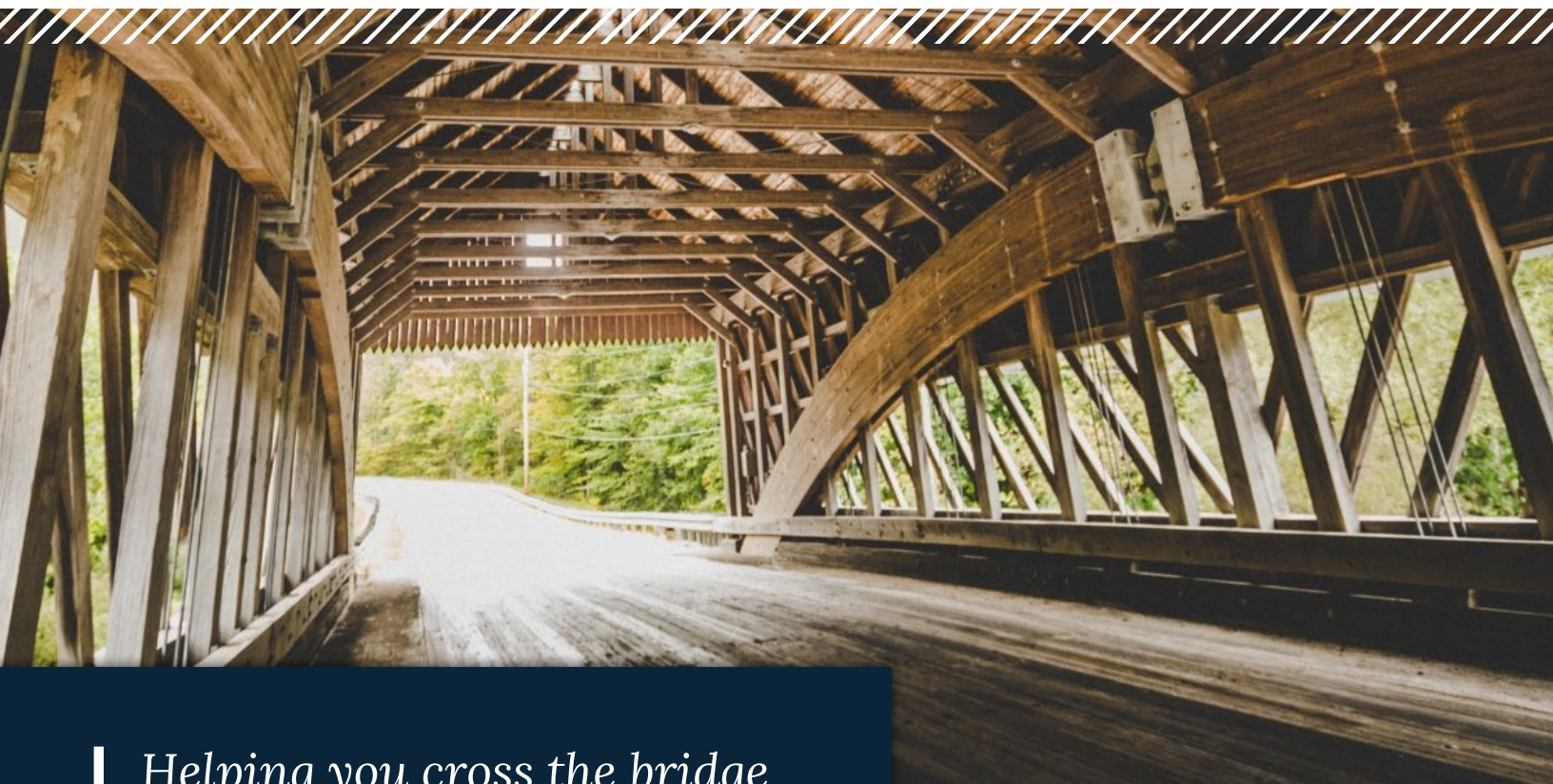
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from working to retirement*

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WITH YOUR FRIENDS, FAMILY, OR SOMEONE WHO WOULD ENJOY IT.
BE SURE TO SEARCH "HUFFMAN MAYER PAOLO" ON FACEBOOK.**

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