

SPRING 2019

HORIZONS



HUFFMAN · MAYER · PAOLO
WEALTH MANAGEMENT GROUP
of Wells Fargo Advisors

Undervalued global markets offer opportunity to investors

David VanDusen, Senior Vice President – Investment Officer

Are your equity investments truly diversified? Most of us think the U.S. marketplace is the only opportunity for our investment dollars. Certainly, in the past few years, especially since 2008-09, the U.S. market has outperformed



most markets around the globe. Probably the primary reason has been the proactiveness of our Federal Reserve in slashing interest rates to stimulate economic activity and bring the economy out of the great recession of 2008-09.

Europe and other developed economies were slower to utilize the lower interest rate tool, and their stock markets have not recovered as quickly. The bottom line is that U.S. equity markets have recovered dramatically since 2008 while Europe and Emerging equities have lagged behind. Long-term investors may want to compare markets as well as sectors within these markets around the globe for opportunities that might be more attractive versus the U.S. stock market.

Currently there appears to be many opportunities in the world marketplace. There are efficient methods to take advantage of these out-of-favor situations. Getting exposure to these various European and Emerging Markets if you are in a managed program is as simple as altering your investment program to include a more global exposure.

This change would incorporate mutual funds or exchange traded funds (ETFs) that focus on these specific areas and would be part of the investment objective profile change. If you are not in a managed program such as PIM or FundSource, you can utilize many specific ETFs or several mutual funds that are available that would provide exposure to areas that might be undervalued today. Our office is well informed about these opportunities. We would be happy to review how a broader global diversification might be of value to you.

Stock markets, especially foreign markets, are volatile. Stocks may fluctuate in response to general economic and market conditions, the prospects of individual companies and industry sectors. Foreign investing has additional risks including those associated with currency fluctuation, political and economic instability, and different accounting standards. These risks are heightened in emerging and frontier markets.

Advisory programs may not be appropriate for all clients. The views expressed by the author are his own and do not necessarily reflect that opinion of Wells Fargo Advisors or its affiliates.



Investment and Insurance Products: Not FDIC Insured / No Bank Guarantee / May Lose Value

Men Who Cook raises funds for charity

Managing Director - Investment Officer James Mayer, Associate Vice President - Investment Officer Ryan Richards and Associate Vice President - Investment Officer Phil Anderson participated in the 2019 Men Who Cook fundraiser held at the Our Lady of Peace Community Center on January 26. The team took home the People's Choice Award for their pork tenderloin sliders and helped to raise close to \$30,000 for Catholic Charities of Ashtabula County. Hundreds of people attended the event to raise money and enjoy a night of good food and fellowship.



L-R: Bob Dille, James Mayer, Ryan Richards and Phil Anderson



LEADERship Ashtabula celebrates 30th anniversary

First Vice President - Investment Officer Susan Paolo, James Mayer and Ryan Richards attended the 30th anniversary celebration for LEADERship Ashtabula in March held at The Lodge at Geneva-on-the-Lake. Susan is a member of LEADERship Ashtabula's 2019 Signature class. The organization's mission is to encourage, educate and stimulate individuals to become engaged in all facets of civic endeavor in Ashtabula County.

A unique and fun event, 225 attendees enjoyed dinner followed by music and auctions. The event enables LEADERship Ashtabula to provide scholarships to their Youth LEADERship and Signature Program students, and to collaborate with the community.



L-R: James Mayer, Susan Paolo and Ryan Richards

Upcoming Events

Seminar: Six steps to help secure your retirement

*April 24, 2019 from 6 - 9 p.m.
The Lodge at Geneva-on-the-Lake*

Seminar: Six steps to help secure your retirement

*May 15, 2019 from 6 - 9 p.m.
Lake Erie College*

Seminar: Avoiding big mistakes when saving for retirement

*June 19, 2019 from 6 - 9 p.m.
The Lodge at Geneva-on-the-Lake*

Wells Fargo Advisors, a proud supporter of Country Neighbor Recreation Center and associated food pantries, invites you to

Shred it and Forget it Saturday!

Help feed a family while you clear out your papers and help protect your identity with complimentary shredding, coffee and pastries. You'll also have the chance to make a voluntary check donation payable to Country Neighbor Recreation Center. A representative from Country Neighbor Recreation Center will be present to collect donations. All donations to Country Neighbor collected at our office will benefit food pantry services located in Ashtabula County.

When: Saturday, May 18, 2019 • 9 a.m. to noon

Where: Wells Fargo Advisors
3705 State Road • Ashtabula, OH 44004

Huffman-Mayer-Paolo Wealth Management Group of Wells Fargo Advisors



Wells Fargo Advisors is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC.

© stock.adobe.com/Africa Studio

How to plan a retirement timeline

Retirement planning can be challenging, but creating a timeline can help ensure your savings stay on track. Here are some expert tips for helping to ensure your retirement plans are on schedule at every stage.

Set an income goal—and know that it could change.

For younger workers, it can be difficult to determine how much income will be needed in retirement and how much their income will increase over their lifetime. Many people start out looking at an income replacement ratio of around 80%. That said, when you're younger, 80% of your income is not going to be close to 80% of your income at retirement. That will change over time.

It's important to set goals early in your retirement planning process. But be prepared to revisit them frequently as you get closer to retirement—and work with your financial advisor to make your goals as realistic as possible.

Plan to increase your savings rate.

If you're 20 years old, a savings goal of 10% of your current salary per year is a good start. By age 30 you should be putting away at least 15% per year.

If you have access to a qualified employer-sponsored retirement plan (QRP), such as a 401(k) or 403(b), start there. If your employer offers matching contributions, consider contributing at least as much as the match. This is free money you don't want to pass up, and it can help you get to the right percentage.

At the same time, consider a Roth IRA or, if available, the designated Roth account option in your 401(k) for their potential tax-free distributions.

Your savings rate should increase as you age; at the same time, you should explore additional investment options so you're getting the most benefit now and when you're in retirement.

Sketch out how long you could be in retirement.

When creating a retirement timeline, one of the most difficult factors is estimating how long you can expect to be in retirement. We suggest planning for 20 to 30 years but strongly recommend a contingency plan in case something forces you into an unexpected early retirement, such as health problems, perhaps, or an unforeseen layoff.

One way of thinking that can help you get there: Plan to retire at age 55. This will allow you to be prepared for unanticipated events, and any money you make by working past that age will be a bonus.

“Set goals early in your retirement planning process.”

Set the steps to reach your goals.

If you've gotten a late start on retirement planning, or if you're rethinking your timeline around a plan to retire at age 55, there are effective actions you can take now to help pursue your goals.

Continued on page 5



How to plan a retirement timeline

Continued from page 4

Keeping a budget is essential. As part of that budgeting, be sure to look at your discretionary spending. If you've been supporting children through college, once they become independent, it might be tempting to reallocate that money to exotic travel or home renovations—but it's your retirement fund that should get the first deposit.

No matter when you start, planning a retirement timeline is effective only if you budget for saving—and stick with that budget. Your financial advisor can help guide this conversation.

A final tip for those in their 60s:

You may want to withdraw money earlier than you think. If the bulk of your money is in qualified retirement plans or IRAs, most of the money you'll receive in retirement is taxable—you can even bump yourself into a higher tax bracket. At age 70½, retired minimum distributions (RMDs) kick in, so if you're retired at age 62, for example, take some money out then—this will lessen the impact of larger distributions later on.



This article was written by/for Wells Fargo Advisors and provided courtesy of James Mayer, Managing Director – Investment Officer, Huffman-Mayer-Paolo Wealth Management Group of Wells Fargo Advisors, Ashtabula, Ohio at 440-992-1515.

Wells Fargo Advisors is a trade name used by Wells Fargo Clearing Services, LLC, Member SIPC, a registered broker-dealer and non-bank affiliate of Wells Fargo & Company. © 2018 Wells Fargo Clearing Services, LLC. All rights reserved.

Mayer named to *Forbes* Best-in-State Wealth Advisors ranking



Managing Director - Investment Officer James Mayer has been recognized as a 2019 Best-in-State Wealth Advisor* by *Forbes* magazine. James has 22 years of experience in the financial services industry. He holds a joint degree in Accounting and Finance from Wright State University.

“While I appreciate being recognized in this way, my greatest professional reward is helping see my clients reach their financial goals and live the lives they have worked hard to achieve,” said James. “Each day, I do what I can to help. It is quite an honor to be acknowledged by *Forbes* for doing what is right for our clients.”

James Mayer

*Ranking algorithm based on industry experience, interviews, compliance records, assets under management, revenue and other criteria by SHOOK Research, LLC, which does not receive compensation from the advisors or their firms in exchange for placement on a ranking. Investment performance is not a criterion.

Paolo named Five Star Wealth Manager

The Huffman-Mayer Wealth Management Group has announced that Susan Paolo, MBA, AAMS®, First Vice President - Investment Officer, has received the 2019 Five Star Wealth Manager award.** Susan was previously named a Five Star Wealth Manager in 2015, 2016, 2017 and 2018, making this the fifth time she has been recognized with the award.

The Five Star Wealth Manager award program is the largest and most widely published award program in the financial services industry. Five Star Professional conducts this research to help consumers with the decision of selecting a service professional in their area and to recognize these professionals and highlight their achievements.



Susan Paolo

**The Five Star Wealth Manager award, administered by Crescendo Business Services, LLC (dba Five Star Professional), is based on 10 objective criteria:

1. Credentialed as a registered investment adviser or a registered investment adviser representative
2. Active as a credentialed professional in the financial services industry for a minimum of 5 years
3. Favorable regulatory and complaint history review (unfavorable feedback may have been discovered through a check of complaints registered with a regulatory authority or complaints registered through Five Star Professional's consumer complaint process*)
4. Fulfilled their firm review based on internal standards
5. Accepting new clients
6. One-year client retention rate
7. Five-year client retention rate
8. Non-Institutional discretionary and/or non-discretionary client assets administered
9. Number of client households served
10. Education and professional designations

Wealth managers do not pay a fee to be considered or awarded. Once awarded, wealth managers may purchase additional profile ad space or promotional products. The award methodology does not evaluate the quality of services provided and is not indicative of the winner's future performance.

2019 - 1,558 Cleveland area wealth managers were considered for the award; 71 (5% of candidates) were named 2019 Five Star Wealth Managers. 2018 - 1,437 Northeast Ohio Wealth Managers were chosen for the award. 53 (4% of candidates) were named Five Star Wealth Managers. 2017 - 872 Northeast Ohio wealth managers were considered for the award; 117 (14% of candidates) were named Five Star Wealth Managers. 2016 - 828 Northeast Ohio wealth managers were considered for the award; 123 (15% of candidates) were named Five Star Wealth Managers. 2015 - 1,595 Cleveland wealth managers were considered for the award; 130 (9% of candidates) were named Five Star Wealth Managers.

*To qualify as having a favorable regulatory and complaint history, the person cannot have:

1. been subject to a regulatory action that resulted in a suspended or revoked license, or payment of a fine
2. had more than three customer complaints filed against them (settled or pending) with any regulatory authority or Five Star Professional's consumer complaint process
3. individually contributed to a financial settlement of a customer complaint filed with a regulatory authority
4. filed for bankruptcy
5. been convicted of a felony



Seminars to enlighten clients

This year The Huffman-Mayer-Paolo Wealth Management Group of Wells Fargo Advisors is continuing their community outreach by offering free educational seminars led by Financial Advisor, Susan Paolo.

The Financial Seminar series will be held at The Lodge in Geneva from March through November.

The 2019 Seminars will be focused on topics such as Retirement Planning, Social Security Benefits and Payout Strategies, Funding Long-Term Care and the Basics of Estate Planning.

We will address several questions and concerns such as how much can you spend in retirement, when you should begin taking Social Security income benefits, what are the options for funding long term care needs, and where you will find the resources to help plan for today and tomorrow, to and through retirement!

These Finance Education seminars are offered to those age 50 and older in need of some guidance with their current investment plan or in preparation for a critical financial event in their own life.

Should you feel we can be of assistance to someone you care about please let us know, and we will send them a personal invitation.

While there is no guarantee they will become a client, you can be assured that your friend or family member will receive the utmost respect and will be well served by our team!



3705 State Road
Suite 100
Ashtabula, OH 44004



L-R: Managing Director - Investment Officer Dan Huffman, Senior Vice President - Investment Officer Dave VanDusen, Client Associate Crystal Harrington, Senior Registered Client Associate Margaret Gilliland, Assistant Vice President - Investment Officer Ryan Richards, First Vice President - Investment Officer Susan Paolo, Managing Director - Investment Officer James Mayer, Senior Client Associate Patricia Simpson-Whitney, Assistant Vice President - Investment Officer Phillip Anderson and Senior Client Associate Donna Hassett

Huffman-Mayer-Paolo Wealth Management Group of Wells Fargo Advisors

3705 State Road, Suite 100, Ashtabula, OH 44004 • 440-992-1515
james.mayerjr@wfadvisors.com • daniel.huffman@wfadvisors.com
david.vandusen@wfadvisors.com • susan.paolo@wfadvisors.com