

MAY
JUN
2022



In the Know



Financial

LIFE AFTER RETIREMENT

Retire in Style: Albert Glover, Jr.



If you'd asked Albert Glover when he would retire he would tell you that he has spent his entire career helping his clients and would want to continue to provide best-in-class advice for the rest of his life if possible.

But, ultimately when you've prepared your best, worked your hardest for your clients and know when it's time to take that next step, retirement becomes the next chapter. Having a succession plan in place with his trusted partner, Adam D. Goldman, and knowing that his clients are in good hands "sure makes it easier to be ready," said Albert.

Albert graduated from the University of Houston with a degree in Electronic Engineering Technology. His career in financial services began in 1975 working as a Life Insurance Agent and in Securities shortly thereafter. For over 45 years, Albert specialized in helping individuals at every stage of life to plan and invest for the future.

Albert has held many prestigious positions throughout his community over the years including two terms as a board member of the Missouri City council, President of the Board for the Hunters Glen HOA, and President of the Board for MeyerPark Charter School. No matter how much you plan, not all plans go according to plan. In 2017, Albert's lost his beloved wife, Marilyn. She, like Albert dedicated her life to serving her community and is dearly missed.

Being in the business of helping people has been extremely rewarding. A restful and relaxing retirement is due. While retirement planning isn't easy, when you prepare right, just as Albert has, you too can retire in style!



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Thank You for your Referrals

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Evonne Cummings

Candy Ramirez

Gary Alden

Carolyn McEathron

Greg Abarr

Dennis & Diana Astilla

Vicki Lullo

Dorian Myers

Sandy Schoen

Congratulations on two very significant Wedding Anniversaries!

Karl and Laura B., celebrating 20-years together in March

Kathy and Jerry B. celebrating 50-years together in March



Kathy and Jerry B. celebrating 50 years

Milestone Birthdays

Lula D. turning 85 on May 25

Richard C. turning 85 on June 3

Leon B. turning 70 on May 14

Renee Z. turning 70 on May 31

Karen M-S. turning 70 on June 5

Jan H. turning 70 on June 10

Sandra R. turning 70 on June 16

Sharon B. turning 70 on June 25

Virginia B. turning 65 on May 25

Donna McC. turning 65 on May 31

Alton H. turning 65 on June 24

Elizabeth P. turning 60 on June 8

Lisa H. turning 60 on June 13

Tim B. turning 60 on June 17

Tressey W. turning 55 on June 26

Ryann P. turning 45 on June 20

Jeremy E. turning 40 on June 18

Let us know when your milestones are so we can celebrate you!

Content prepared by Kara Stefan Communications and Advisors Excel. This material is intended to provide general information to help you understand basic financial planning strategies and should not be construed as financial advice. All investments are subject to risk including the potential loss of principal. No investment strategy can guarantee a profit or protect against loss in periods of declining values. The information contained in this material is believed to be reliable, but accuracy and completeness cannot be guaranteed; it is not intended to be used as the sole basis for financial decisions.

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THE GOOD LIFE

Little – and Little-Known – Epicurean Destinations in the U.S.

While big cities like Chicago, San Francisco and New York all have their high-caliber restaurants, there are hundreds of smaller cities and towns across the country with their own local flavor. If you're looking for a vacation with exceptional dining choices, consider these lesser-known gems.

Saugatuck, Michigan – Rent a Lake Michigan cottage and visit Pennyroyal Café & Provisions for fresh, local ingredients from West Michigan farms. Other area delicacies include blueberry pancakes with Michigan maple syrup and fried Michigan perch fish.

Sioux Falls, South Dakota – For home-grown comfort food, visit Phillips Avenue Retro Diner for poutine, salads and the Elvis Waffle with peanut butter fluff. Parker's Bistro is a bit more upscale with Wagyu beef, scallop and lobster selections. Harvester Kitchen by Bryan features the Dakota specialty Chicken Wrapped Wagyu Chislic and American Wagyu Tenderloin.

Tupelo, Mississippi – If you're looking to sample Southern fare, try a chicken biscuit with gravy or a blueberry doughnut from



Connie's. Romie's Grocery serves up a meat and a three-veggie lunch from a varied and changing daily menu. Or check out Neon Pig for a smash burger with bacon bits and hoisin. For ribs, the best place in town is CHOP, a barbecue diner located in a bait-and-tackle shop.

Emily Capiello. Condé Nast Traveler. Oct. 28, 2021. "7 Small Towns in the U.S. That Are Secret Food Destinations." <https://www.cntraveler.com/story/small-towns-in-the-us-that-are-secret-food-destinations>. Accessed Jan. 25, 2022.

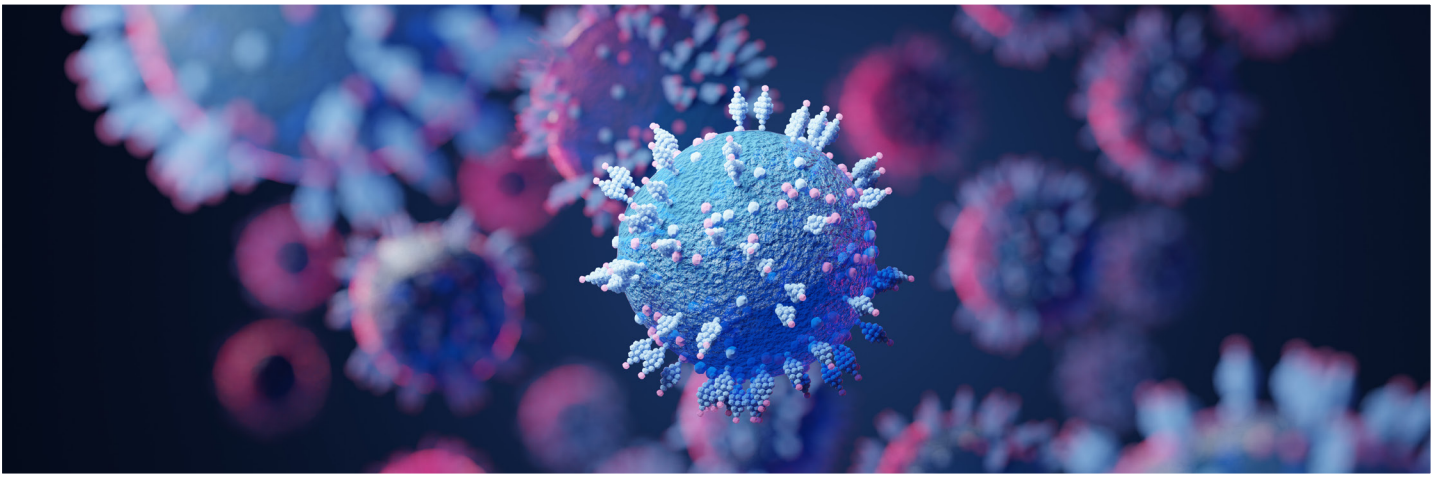


HOW TO ...

"Catch Up" on Your Financial Goals

- Downsize your goals – purchase a smaller home or one in a different neighborhood, or send your kids to a less expensive college.
- Move a higher allocation of your portfolio to equities (if appropriate for your time horizon and risk tolerance).
- Take advantage of "catch-up" contributions on retirement plans if you are age 50 or older.
- Maximize your contributions to an employer retirement plan and an individual IRA.
- Open and contribute to a nonworking spouse's IRA.
- Save more each year by reducing your monthly budget and pocketing the savings.
- Work longer — delay retirement by a year or more.
- Take on a second income with a second job or consulting gig.
- Rent property (land or a second home) for additional income for savings.
- Delay vacations and even college by giving your child a gap year.

Dan Hunt. Morgan Stanley. June 2021. "What to Do If You Are Off Track on Your Goals." <https://www.morganstanley.com/articles/goals-based-financial-planning-stay-on-track>. Accessed Feb. 4, 2022.



DOLLARS & SENSE

COVID's Effect on Life Insurance

Between February 2020 and January 2022, there were 942,431 excess deaths in the U.S. — meaning above and beyond the typical number for a two-year time frame. Most recently, there have been a startlingly higher number of deaths among people aged 18 to 64. Overall, the death rate among working-age people has increased by 40% from pre-pandemic numbers.¹ While not all deaths are attributed to COVID-19, the life insurance industry sees a direct correlation in the surge.

Higher mortality rates are bound to affect many different industries but none more so than life insurance companies. After all, they are responsible for paying out benefits when a policyowner dies and therefore are currently paying out benefits in record numbers. The first year was largely marked with the passing of seniors, who are usually retired and have policies with a lower face value. But with the rise in deaths among working-age Americans with larger policies meant to replace their income, insurers now must face the prospect of raising premiums to keep up with payment obligations.

In 2020, life insurance policies paid out more than \$90 billion, a more than 15% increase from the prior year and the largest year-over-year increase in over a century.² Based on the data collected going forward, including statistics on people who suffer from “long COVID” (which can cause debilitating conditions of the heart, brain, lungs and other organs that present after acute infection), there could be higher increases in both individual and employer-sponsored life insurance premiums.

The good news is that insurance benefit payouts are based on pooled funds, so the more the participants, the greater the funds. Not surprisingly, more people are buying life insurance policies now that the threat of mortality — at any age — is greater than ever. In the first half of 2021, there was an 8% increase in the number of policies sold compared to the prior year. But take note: Overall premiums increased by 18%. Term life insurance premiums increased by 8%, while whole life policies rose 22%.³

¹ Shirin Ali. *The Hill*. Jan. 7, 2022. “Huge, huge numbers: insurance group sees death rates up 40 percent over pre-pandemic levels.” <https://thehill.com/changing-america/well-being/longevity/588738-huge-huge-numbers-death-rates-up-40-percent-over-pre>. Accessed Feb. 12, 2022.

² Chris Morris. *Fortune*. Dec. 9, 2021. “Life insurance payouts see highest increase in over 100 years.” <https://fortune.com/2021/12/09/life-insurance-payouts-2020-record-high-covid/>. Accessed Feb. 12, 2022.

³ LIMRA. Sept. 1, 2021. “LIMRA: First Half of 2021 Had Highest U.S. Life Insurance Policy Sales Growth Since 1983.” <https://www.limra.com/en/newsroom/news-releases/2021/limra-first-half-of-2021-had-highest-u.s.-life-insurance-policy-sales-growth-since-1983/>. Accessed Feb. 12, 2022.

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Digital Disruption: Where Americans Get Their News

Fifty-one percent of U.S. adults receive their news predominantly from digital devices, such as their cellphones, tablets or computers. This is a larger number than those who get their news from television, and significantly higher than those who rely on radio and/or print publications.

Among those who rely on digital devices for news, 24% go directly to news websites, 10% use social media and 4% prefer podcasts. Audiences under age 50 prefer digital mediums while those over 50 prefer television. Comparatively few prefer print mediums; the biggest fans are 65 and older (and only 12% of them prefer print).¹

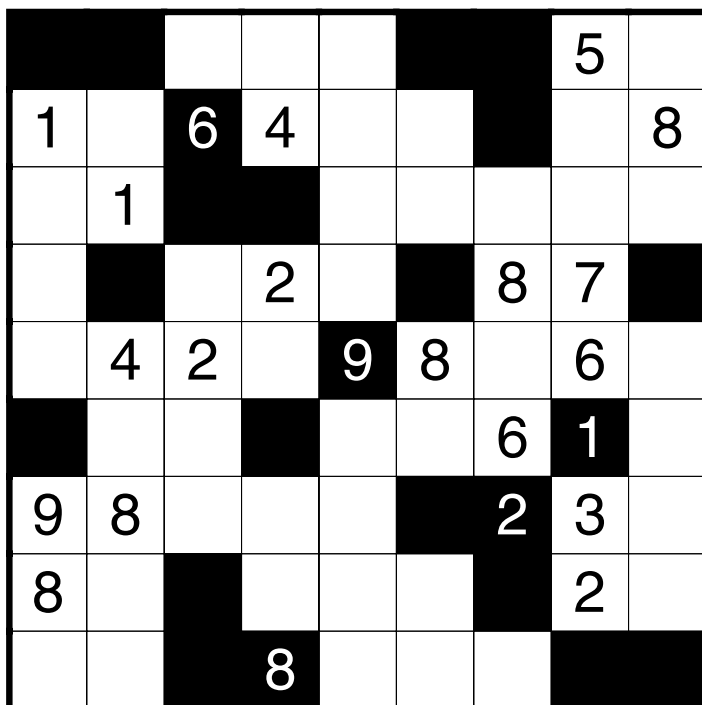
Among people who largely get their news from digital sources, 31% rely on Facebook, 22% on YouTube, 13% on Twitter and 11% on Instagram.² Interestingly, regardless of how people access their news, there is the matter of credibility. A May 2021 survey revealed that the most credible news sources in the U.S. were ABC, CBS and NBC News,

followed by The Wall Street Journal, a two-way tie between The New York Times and CNN, then Fox News, MSNBC, National Public Radio and Huffington Post.³

¹ Katerina Eva Matsa and Sarah Naseer. *Pew Research Center*. Nov. 8, 2021. "News Platform Fact Sheet." <https://www.pewresearch.org/journalism/fact-sheet/news-platform-fact-sheet/?menutem=dfd83259-75f8-4912-af06-16e1a5d1b1a3>. Accessed Feb. 3, 2022.

² Mason Walker and Katerina Eva Matsa. *Pew Research Center*. Sept. 20, 2021. "News Consumption Across Social Media in 2021." <https://www.pewresearch.org/journalism/2021/09/20/news-consumption-across-social-media-in-2021/>. Accessed Feb. 3, 2022.

³ Statista. 2022. "Credibility of major news organizations in the United States from 2017 to 2021." <https://www.statista.com/statistics/239784/credibility-of-major-news-organizations-in-the-us/>. Accessed Feb. 3, 2022.



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BRAIN GAMES

8x8s

Game Rules

Rows and columns are divided into compartments of white squares. Use single numbers to complete a straight for each compartment. A straight is a set of numbers with no gaps and in any order. No single number can repeat in any row or column. Clues in black cells remove that number as an option in that row and column, and are not part of any straight

TWIST OF LEMON, HINT OF LIME,
Summertime!
LET'S GET READY FOR

Summer is just around the corner, and what better way to beat the heat than with a cool drink? To help you get in the swing of the season, here are two fruity, refreshing and fun beverages you (and the grandkids as they're all non-alcoholic) can enjoy all summer long. Or get creative and come up with your own customized concoctions! It's summer; there are no rules.

Roasted Peach and Strawberry Fizz



Ingredients:

- 3 peaches
- 4 cups strawberries
- 1 ½ cups apple juice
- 1 ½ cups sparkling water
- Crushed ice

1. Preheat oven to 350 F.
2. Cut peaches in half and remove the pit. Cut strawberries in half. Place fruit on a baking tray lined with baking paper and roast for 25 minutes. Remove from the oven and cool for 10 minutes.
3. Remove peach skins. In a blender, combine peeled peaches and apple juice until smooth.
4. Blend strawberries separately.
5. Divide the strawberry puree into six glasses and add ice. Top with peach/apple juice mixture and add sparkling water.
6. Serve immediately.

(Recipe from useyournoodles.eu)

Mason Jar Citrus Coolers



Ingredients:

- 1 ½ cups fresh orange juice
- ½ cup lime juice
- ½ cup lemon juice
- 6 cups club soda
- 1 ½ teaspoons sugar
- Lemon slices, for serving
- Lime slices, for serving

1. Stir together fresh orange juice, lime juice, and lemon juice in a measuring cup or pitcher.
2. Spoon sugar into each of eight mason jars and top with juice mixture. If desired, add lemon and lime slices.
3. When ready to serve, fill each mason jar with ice, cover, and shake to dissolve the sugar. Then top with club soda.

(Recipe from womansday.com)

Graduation Gift: 529 Plan

The 529 College Savings Plan is an ideal high school graduation gift. However, it may be easier to fund if you start when your children or grandchildren are much younger.

With the 529 College Savings Plan, the contributions you make throughout time grow tax-free if used for qualified education expenses. The account owner retains control of the assets, not the beneficiary. So, if your grandson decides he wants to pursue a career as a rock star rather than go to college, you can simply change the beneficiary to his little sister.

You can contribute up to \$15,000 per account per year — or \$30,000 when contributed by a married couple. If you're getting started late, you're allowed to bundle up to five years of contributions into \$75,000 in a single year (that's \$150,000 for married couples), although you'll have to file a gift tax return for that year.

If you wait until really late, here's a tip: Contribute one year's worth of gifts in December, and then make a combined five-year contribution in January — for a big gift on graduation day. When doled out throughout four (or more) years at college, the balance has the potential to continue growing tax-free. Any leftover balance can be used for graduate school or as a college graduation gift, or the account owner can just take it back (subject to taxes on earnings and a 10% penalty for nonqualified expenses).




Morgan Stanley. Feb. 2021. "Your 2021 Guide to Holiday Giving." [https://www.morganstanley.com/articles/holiday-charitable-giving-2021-holiday-gift-guide?subscribed=true&dis=em_20211215_wm_5ideasarticle&et_mid=307424&et_mkid=.](https://www.morganstanley.com/articles/holiday-charitable-giving-2021-holiday-gift-guide?subscribed=true&dis=em_20211215_wm_5ideasarticle&et_mid=307424&et_mkid=) Accessed Feb. 10, 2022.

BRAIN GAMES

ANSWER KEY:

		1	3	2			5	6
1	2	6	4	3	5		9	8
2	1			4	6	5	8	7
4		3	2	1		8	7	
3	4	2	1	9	8	7	6	5
	5	4		8	7	6	1	2
9	8	5	6	7		2	3	4
8	7		5	6	4		2	3
7	6		8	5	3	4		

cut here 



RECIPE

BRAISED RED CABBAGE WITH APPLES AND BACON

INGREDIENTS

- 2 Tbsp. olive oil
- 1 medium-size red onion, finely chopped (1 cup)
- 4 oz. speck or bacon, finely chopped
- 2 garlic cloves, finely chopped
- 1 small head red cabbage, quartered, cored, thick white ribs removed and finely shredded (6 cups)
- 2 Tbsp. light brown sugar
- 2 small Granny Smith apples, peeled, cored and grated on large holes of a box grater (1½ cups)
- ¼ cup (2 oz.) water
- ¼ cup red wine vinegar

INSTRUCTIONS

1. Heat oil in a large saucepan over medium-high.
2. Add onion and speck or bacon. Stir occasionally until onion is softened and speck or bacon starts to become crisp (6-8 min.).
3. Add garlic and stir constantly until fragrant (1 min.).
4. Add cabbage to onion mixture and stir occasionally until slightly softened and wilted (3 min.).
5. Add brown sugar and stir often until mixture starts to caramelize (2 min.).
6. Stir in apples, water, vinegar, orange zest, caraway seeds, cinnamon stick and juniper berries.
7. Reduce heat, cover and simmer. Stir occasionally until cabbage is softened (20-25 min.).
8. Salt and pepper to taste.



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UPCOMING EVENTS

MAY

5 Cinco de May
8 Mother's Day
21 Armed Forces Day
30 Memorial Day

JUNE

14 LKJ Celebrates our fearless leader:
Lynne James' birthday!
14 Flag Day
19 Father's Day

Taxes & Retirement Planning Workshop
Dates TBA

***Contact us to register**



Amelia Weber
Client Services Specialist



Leandra Guerrero
New Business Specialist



Sari Enriquez
Marketing Director



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