



Wealth Weiss

*Investing with a Disciplined
& Conservative Approach*

A Publication of Marian Financial Partners, Inc. and APA, Inc.

July 2012

Limited Office Hours

Our office will be closed

July 26th & 27th.

We will have limited office hours beginning August 3rd through August 13th due to our family vacation.

Required Minimum Distributions

If you turn 70½ this year and have an IRA account, you must begin taking required minimum distributions (RMD's) by April 2013. Please make sure you are meeting this requirement of the IRS each year or you could incur a substantial penalty.

It is the requirement of the taxpayer to ensure this takes place.

We highly recommend you set-up your RMD's to distribute automatically each year to avoid a potential penalty.

Beware of the latest hype: Silver & Bonds

Last year it was gold. Over the last month or so, the advertisements on the radio and TV have been directed towards silver. What happened to gold? It couldn't miss...or could it? Now bonds of all types are becoming a favorite talking point for the financial community. Because they are talking about bonds, they must be a good idea; especially now with the economy and the low interest rates...right? Not so fast. Bonds are being marketed as having great yields and huge tax advantages. In some cases this may be true. However, do these benefits come without risk? Absolutely not! There are risks involved with just about everything we do each and every day. Perhaps the worst type of risk is not knowing the risk you're exposed to. What you don't know can impact your investments in a big way. Bonds have numerous types of risks associated with them and in many cases the folks selling the bonds don't always disclose this to the investor. Bonds of all types are typically exposed to inflation risk, interest rate risk, default risk and liquidity risk. We know of folks aged 80+ and that were sold \$75,000 in bonds with maturity dates 30 years out by a big-box brokerage firm. Obviously the investor was not aware of the 30 year maturity dates and was quite surprised to discover this after the fact. These bonds are basically ill-liquid because the best price we could find was about 25 cents on the dollar. Ouch! Another client was approached by their tax preparer about bonds. The tax preparer said our client should have more bonds in their account. Really? They were in a 50% equity / 50% fixed income managed portfolio. Fortunately for the investor, they were aware of this type of hype and ignored this poor investment recommendation from the tax preparer. In many cases, these transactions are most beneficial to the person or company selling the bonds...even though you may never see a fee. If you or a friend is tempted to go down the path to bonds, do yourself a favor and get a second opinion. It could save you a lot of time, grief and money. Have you heard of the pending Stockton, California bankruptcy? Need we say more?

It's Family Vacation Time

That's right, the Weiss' are heading out on vacation. Our office will be open for limited hours during our vacation. We will have someone in our office for about 4 hours each day while we're gone to answer the phones and return messages. We ask for your patience during this week and we will promptly fulfill your needs upon our return to our office. Our vacation dates are August 3rd through August 13th. Our family is going on a cruise and Bryan will not be able to be contacted while we're at sea. Remember this: regardless of what the stock markets do, the election campaigns, the weather forecast or what the news media says, you are prepared for it. Whether you have fixed annuities and/or managed portfolios with Matson Money, you are prepared for whatever comes your way...good or bad. There is absolutely no reason to panic, our course is long-term.

Annual Reviews

We mentioned in a previous newsletter that we are no longer calling each client to schedule annual reviews. Please know this is not because we don't want to meet with anyone or that you are not welcome to come in. It is due to the fact that Kathy has spent hours on the phone trying to track folks down to come in for the annual reviews and then many would say "No Thanks". We had to determine if that's really the best use of her time. Besides, our doctors, dentists and tax professionals typically do not call us for appointments unless they are reminding us of an appointment we've made. We're happy to meet with you whenever or as often as you like. Simply call us and we'll get you on the schedule; even if you need a second opinion on a different investment idea.

SERVICES OFFERED

- 401k Management
- 401k Rollovers
- Roth Conversions
- Tax Planning
- Estate Planning
- Retirement Plan Advice
- Retirement Income Planning
- Investment Planning
- Long Term Care Planning

Andy Griffith – Thanks for the memories!

By now you have probably already heard of the passing of Andy Griffith. Most of you know the Andy Griffith Show has been a long time favorite of the Weiss household. Bryan often refers to Mayberry, NC. as his "happy place." Andy and the Mayberry gang provided us with good wholesome comedy that anyone would enjoy. In most cases, the shows actually had a nice life lesson for us to ponder long after the show ended. The Weiss family honored Andy Griffith on July 4th by watching an episode of the Andy Griffith Show (black & white of course). Thanks Andy and tell the gang we said "Hey."

Economic Outlook – Brightest We've seen in years!

This spring has brought a renewed look at our economic future through a new/old set of perspectives. Bryan had the opportunity to hear Dr. Art Laffer (an economic advisor to President Ronald Reagan) speak at a conference he attended in May. Dr. Laffer shed a new light on our economy and what a huge potential we have right before our eyes. Our economic situation today is very similar to the one prior to President Reagan taking office. President Reagan had some great economic advisors and the country saw phenomenal economic growth during and after his two terms. We have that same potential if we can just get the elected officials to see this. The best news is that we already have some really bright elected officials in place. Check out my video titled: "Laffer is the Best Medicine" at www.youtube.com/marianfinancial for more detailed info.

Accredited Investment Fiduciary – Bryan's New Designation

Bryan has earned a new professional designation as an Accredited Investment Fiduciary (AIF®). The Accredited Investment Fiduciary® Designation represents a thorough knowledge of and ability to apply the fiduciary practices taught through fi360™'s AIF Training program.

Weiss Family Update

Summer has just begun and we're already praying for rain. Haylee was recruited to recreation softball for another year. She hadn't planned on playing this year but a coach/friend convinced her to play on his team and they are doing great. Allyson's softball team is now playing in the 14 under class and doing great holding their own against some mighty experienced and older ladies. Allyson's team will be playing in the end of the season Worlds Series in Columbus, Ohio beginning July 26th. Earlier this spring, Bryan & Haylee went on a pilgrimage with Haylee's high school to San Diego, California. The group visited some of the early Church missions, Mission San Diego de Alcala, San Juan Capistrano Mission and San Luis Rey de Francia Mission. I am happy to report the Lumen Christi High School kids were a delight to be with and we all had a great time. Over the four day period we walked a total of 26 miles! In May, Kathy & Haylee participated in the 5k of the Mini-Marathon. Allyson had a softball tournament the same day as the Mini-Marathon so Bryan sacrificed his opportunity to beat his 5k time of last year. You can imagine he was all torn up over that☺. Haylee has started driving on her learners permit and the family has begun praying extra hard! Actually she's doing very well and seems to be getting pretty comfortable with it. Just in case you're wondering, no she will not be driving Bryan's Roush Mustang. She did however drive her Uncle Larry's Roush since it has an automatic transmission. The Weiss family vacation is set for the first week of August. The family is headed for a Disney Cruise to the Bahamas for a little rest and relaxation with Mickey and the gang. The girls will be starting school before you know it. Haylee will be a sophomore this year at Lumen Christi Catholic High School and Allyson will be in the 8th grade at St. Barnabas. Before we know it, we will be doing visits to college campuses for Haylee. Stay tuned... Have a great summer, stay cool and read a good book!

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