



THE LIGHTER SIDE

Why did the chicken go to the séance? To get to the other side.

What do you call a parade of rabbits hopping backwards? A receding hare-line.

What does Charles Dickens keep on his spice rack? The best of thymes, the worst of thymes.

What do you call a rooster staring at a pile of lettuce? A chicken sees a salad.

WE ARE OPEN FOR BUSINESS

All of us at Family Investors hope that you and your family have remained safe and healthy during these difficult times. We have continued to stay in contact with our clients via the phone and by Zoom conferences. Technology has allowed us to continue to provide the best service possible.

We are now open to seeing clients in our office on a limited basis and by appointment only. We will be following the appropriate protocols of social distancing. Clients will be required to be wearing a mask when entering our office. We will primarily be using our large conference room to allow for social distancing. Our office door will remain locked throughout the day.

If you would like to schedule an appointment with your representative, please call the office and we will explain the procedure in detail. We all look forward to seeing our clients again live and in person.

Stay safe and healthy.

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SPEAKERS

Family Investors Company representatives are available to speak on various financial topics to your club or organization. There is no charge for this service. We can do virtual presentations as well. Contact the office for more information.

BEGINNER'S LUCK

Congratulations go to **David Hartpence** for winning our Client Appreciation Contest in our Spring Newsletter. This was David's first time entering the contest. You gotta be in it to win it!!!

Compliance Facts by Darraugh A. Valli, VP

FINRA (Financial Industry Regulatory Authority) regulations require Family Investors Company (and all broker/dealers) to have up-to-date information on their clients in order to recommend the appropriate investment products based on factors such as current investment holdings, time horizon, risk tolerance, age, income, etc. In other words, we, as financial professionals, are required to know our client(s).

When Family Investors Company asks you to update your **Client Information Form**, please know that it is because we are required to do so.

We ask that you inform your representative of any material changes to your financial circumstances (i.e. marriage, birth of a child, divorce, death of a spouse, loss of job) as soon as reasonably possible.

Discussion Documents: Life Care Planning

Stacey Maines, MSW, LSW, Director of Care Management Services at Generations Counseling and Care Management, a geriatric care company, shares some of her experiences in dealing with our senior population and makes some excellent suggestions.

I received my new car insurance card in the mail the other day. I did what most people do..put in right into the glove compartment to replace the old card. New card replaces old card..to be taken out in case of emergency..no discussion. Should all of our emergency documents be treated the same way? Receive official copies, sign them, and put safely away somewhere until needed. Should this be the same with ALL our important documents?

When I ask most people about their long term care insurance or advanced health care directives, they proudly say they have them completed. When I ask where the documents are kept, they point to a locked filing cabinet or tell me they are in safe deposit box. When I ask if they have reviewed these documents with their loved ones, specifically those that are named in the documents, I get strange looks, and silence.

Life Care Planning documents (including long term care insurance, living wills, and health care proxy) are discussion documents. They should not be created in a vacuum, but rather be the result of and a facilitator of conversations. They should be accessible, not hidden away.

These are not easy conversations to have. Most of us would rather discuss the details of our car insurance policy than sit and talk to our loved ones about our feelings about emergency care, aging, or our end of life care needs. And yet, these are the discussions we need to be having.

- Talk to your loved ones about the contents of the documents: who is named, what is your coverage, what are your wishes?
- Make sure the individuals you have appointed as proxy are comfortable in that role, and comfortable with adhering to your wishes.
- Keep updated copies of your long term care insurance and make sure your loved ones have easy access to the information.
- Utilize professionals to understand different long term care insurance, assess current and future care needs, and to navigate the difficult conversations.

Life Care Planning documents are there to provide an outline of YOUR wishes and serve as a guide for your loved ones. They could essentially be YOUR voice in the room one day. Have the discussion now so YOUR voice can be heard later.

Please contact our office if you want additional information or if you would like to contact Stacey.

INSURANCE MATTERS

by Steve Goldberg

Welcome to summer!!

It has been a very challenging last several months for all of us and hopefully we can all return to something resembling normalcy in the near future. To those of you who lost loved ones or have suffered financially, emotionally, or psychologically, you have my hopes and prayers for **better times** going forward.

I am back in the office, but have also taken the opportunity to have many Zoom meetings with colleagues who work in the long term care industry. I have met with home health care case managers, community outreach directors of assisted living facilities and retirement care communities, geriatric care managers, and many others. By educating myself on the myriad services available to seniors, I can be a better resource to our clients when it comes to planning for long term care for themselves or family members. And, of course, I have been keeping up with what is new in the world of financial products that can help pay for long term care.

If you have any questions or concerns about the various long term care services or the many different ways to help pay for them, please feel free to give me a call in the office. I am always happy to help. **Stay safe and healthy!!**

Fred J Chemidlin Jr. Memorial Scholarships

The Fred J. Chemidlin Jr. Memorial Scholarships were established in the Fall of 2019 by Family Investors to honor its founder's dedication to the entrepreneurial spirit, faithful strength, and strong community involvement. Annually, one graduating senior from Scotch Plains-Fanwood High School and one rising sophomore or junior student from Union Catholic High School will be honored for their hard work and dedication within their communities.

Scotch Plains-Fanwood High School

This scholarship was awarded to a graduating senior that shows exceptional community service and a dedication to supporting and caring for others. The first recipient of this scholarship is **Ethan Morrobel**, who will be majoring in aerospace engineering at the Rochester Institute of Technology.

Union Catholic High School

To be considered for the Fred J. Chemidlin Memorial Scholarship, an applicant must be a rising sophomore or junior. A candidate should be a hard-working student that demonstrates kindness and is a helpful member of the UC community. This year's scholarship recipient is rising senior, **Thomas Armstrong**, class of 2021.

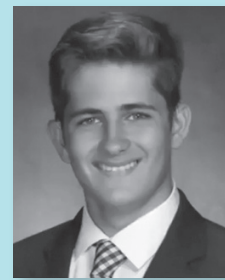


Holiday Hours

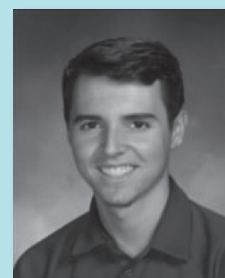
The Family Investors Company office follows the schedule of the New York Stock Exchange. Our office will be closed on **Monday, September 7** in observance of Labor Day. In addition, the office will close at **4 PM Fridays** during July and August.

Fred J Chemidlin Jr. Memorial Scholarships

RECIPIENTS



Ethan Morrobel from Scotch Plains-Fanwood High School.



Thomas Armstrong from Union Catholic High School.

Our office is open on Saturdays, by appointment only, for the convenience of our clients. You can receive "Family Matters" via email or online at our website. We would be happy to send it to you quarterly as soon as it becomes available. Please email us at: info@familyinvestors.com to request this service.

HAVE A SAFE AND HAPPY SUMMER!

INVESTMENT TERMS

You hear investment terms on television and read them in print media and on the internet. But what do they mean? Here is a primer of some common investment terms:

Dividend yield: Annual percentage of return earned by a mutual fund. The yield is determined by dividing the amount of the annual dividends per share by the current net asset value or public offering price.

Dollar cost averaging: Investing the same amount of money at regular intervals over an extended period of time, regardless of the share price. By investing a fixed amount, you purchase more shares when prices are low, and fewer shares when prices are high. This may reduce your overall average cost of investing.

Index: An investment index tracks the performance of many investments as a way of measuring the overall performance of a particular investment type or category. The S&P 500 is widely considered the benchmark for large-stock investors. It tracks the performance of 500 large U.S. company stocks.

Letter of Intent: A letter of intent may be issued by a mutual fund shareholder to indicate that he/she would like to invest certain amounts of money at certain

specified times. In exchange for signing a letter of intent, the shareholder would often qualify for reduced sales charges.

Net Asset Value per share (NAV): The current dollar value of a single mutual fund share; also known as share price. The fund's NAV is calculated daily by taking the fund's total assets, subtracting the fund's liabilities, and dividing by the number of shares outstanding. The NAV does not include the sales charge. The process of calculating the NAV is called pricing.

Total Return: Accounts for all of the dividends and interest earned before deductions for fees and expenses, in addition to any changes in the value of the principal, including share price, assuming the funds' dividends and capital gains are reinvested. Often, this percentage is presented in a specified period of time (one, five, ten years and/or life of fund). Also, a method of calculating an investment's return that takes share price changes and dividends into account.

Family Chatter

The **Family Investors** family celebrated many graduations this spring. Congratulations go to **Peter Chemidlin**'s daughter Morgan on her graduation from Northeastern University. Kudos to **Matt Chemidlin**'s son Scott for graduating from Montgomery High School. A big pat on the back goes to **Steve Goldberg**'s daughter Melissa for graduating from Temple Law School. Congratulations go to another law school graduate, **Janet Lesce**'s daughter Caroline, who graduated from Villanova Law. And finally, congratulations go to **Lynn Galgano**'s daughter Elisabeth for graduating from Colgate University. **GOOD LUCK TO ALL THE GRADUATES IN THEIR FUTURE ENDEAVORS.**