



THE LIGHTER SIDE

Why can't you explain puns to kleptomaniacs? They always take things literally.

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

Why can't you hear a pterodactyl go to the bathroom? Because the "P" is silent.

*Why did the math textbook visit the guidance counsellor?
It needed help figuring out its problems.*

A CHALLENGING YEAR

This has been a very difficult year for all of us. We at Family Investors Company have lost several clients to COVID-19 and have seen many of our own friends and family battle the disease.

In addition, it has been a topsy-turvy year in the financial markets. Between the financial effects of the pandemic and the uncertainty leading up to November's election, there has been tremendous volatility in the stock market with gains and losses of over 1% per day a very common occurrence. The words plunge, plummet, soar, and skyrocket have been used almost on a daily basis. A little stability would be nice.

A year like this really brings into focus the importance of working with a financial professional. We discourage our clients from "timing the market". We encourage our clients to invest on a regular basis to take advantage of dollar cost averaging. We help our clients get the best returns on their investment portfolios while minimizing risk as much as possible.

As we are open for business, we encourage you to call your representative if you have any questions or concerns about your financial situation. We look forward to helping in any way we can.

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What's happening?

The potential need for Long Term Care is an important consideration when putting together a sound plan to reach your financial goals in the future. How much does it cost? How will I pay for it? What resources are available to me to help with the process? What insurance products provide coverage for Long Term Care? These are some of the questions which will be answered on **Wednesday, November 18 at 7PM**, by Family Investors' Steve Goldberg along with Erika Carbone and Mea Kebea from Seniors in Place, LLC. They will give an informative virtual presentation via Zoom. Registration is free and there is no obligation.

Please call the office to reserve your spot: **908.322.1800**
or email: lynngalgano@familyinvestors.com.

Bring a friend or someone who might benefit from this presentation!

Mutual Fund Facts

- At the end of 2019 there were 9,414 mutual funds with assets worth \$21.3 trillion. This was an increase from \$17.7 trillion at year-end 2018, although the number of mutual funds decreased from 9,616. Mutual funds recorded \$454 billion in net inflows in 2019. Money market funds received \$553 billion of net inflows, while long-term mutual funds saw net outflows of \$99 billion. Mutual fund shareholders reinvested \$340 billion in income dividends and \$343 billion in capital gains distributions that mutual funds paid out during the year. Mutual funds made up a significant portion of Defined Contribution (DC) retirement plan assets (58 percent) and IRA assets (44 percent) at year-end 2019. In addition, the share of DC plan assets held in mutual funds has grown over the past two decades, from 42 percent at year-end 1999 to 58 percent at year-end 2019. Mutual funds also managed \$1.3 trillion in variable annuities outside of retirement accounts.

Source: Investment Company Institute 2020 Investment Company Fact Book.

Your Health Is a Retirement Wealth Asset

Kara Hodes-Wechsler, NBC-HWC, a National Board Certified Health and Wellness Coach from **Kaleidoscope Health Ways, LLC** brings us these thoughts.

You've thought about your retirement, what you want to do, where you want to live and even the possibility of seeing new places and trying new things. Retirement can be an exciting chapter of life, with a newly found sense of freedom and opportunity. You have a financial plan in place and have been saving money to live comfortably and do things you want to do.

I often ask people if they have thought about investing in their health for retirement in the same way as they do their money, and typically get a puzzled look in return. So, let's think about this. You have been saving money for that trip to Europe you have dreamed of for years. It includes visits to France, Greece and Italy to name a few. Will you have the energy, stamina and physical ability to spend the day walking the streets of Paris, climbing to the top of the Parthenon and getting in and out of the gondola for the trip down the canals of Venice?

Health care costs in retirement are expensive. Life expectancy has increased dramatically and is expected to continue upward. However, there's a notable difference between our lifespan – how long we live – with our healthspan – how long we have generally good health. In addition to direct medical costs associated with declining health, it is likely that many will need to pay for assistance with care and companionship as they get older.

Here is the good news!

- It is never too late to improve your health.
- YOU have an ability to significantly improve your health and well-being by including healthy choices every day.
- Many of these healthy choices, such as getting enough sleep, eating better, moving your body and engaging with friends and family cost nothing monetarily.

Ask yourself, what is on my list of things I want to do in retirement and how does my current state of health and well-being align with those things? Good health is about physical, mental and spiritual well-being. What steps can you take now to be ready to “leap in” and enjoy your retirement to its fullest? How will you stay socially engaged and feel purposeful in this stage of life?

Consider your health as a wealth asset too. Invest in it and enjoy a fulfilling next chapter!

INSURANCE MATTERS

by Steve Goldberg

Welcome to Autumn!!

I hope you had a good summer during these continuing difficult times. I was able to get to the beach in Spring Lake a number of times practicing social distancing. It worked out quite well.

During the past month or so, some of my circle of friends and relatives had some serious challenges. A 51 year old relative of mine had a serious heart attack and had successful heart transplant surgery. He faces a long recovery. Unfortunately, the 37 year old son of a lifelong friend of mine passed away of colorectal cancer, leaving a wife and 2 small children. I was able to attend a Zoom funeral and memorial service for him and was amazed how well my friend held up through that impossible time. I'm not sure how I could have held up so well.

What does this all mean? It is so important for those of us who have families that rely on us financially to have enough life insurance. For young families, term life insurance is very affordable and the decision to purchase it really should be a no-brainer. The earlier you begin, the less expensive it is. As you get older, it gets more expensive and there is also the possibility of adverse health changes that can make it more difficult to find affordable coverage. The process for applying is very simple and can usually be started online.

If you would like some further information on beginning or reviewing your life insurance program, please give me a call in the office. I am always happy to help.

WE HAVE A WINNER!!

Congratulations go to **Jim Iozzi** for winning our Client Appreciation Contest in our Summer Newsletter. You gotta be in it to win it!!! Here is Family Investors Company V.P. Darraugh Valli with the happy winner.



Happy Anniversary Steve!

Congratulations to **Steve Goldberg** for celebrating his 20th anniversary with Family Investors Company. Besides helping his own clients reach financial success, Steve has been a tremendous asset to our clients in helping them review their life and long term care insurance programs. Steve continues to do great work in the community with his involvement in the Fanwood-Scotch Plains Rotary Club and the Scotch Plains Redevelopment Committee.



Holiday Hours

The Family Investors Company office follows the schedule of the New York Stock Exchange. Our office will be closed on **Thursday, November 26** and will close at **1PM on Friday, November 27**. The office will close at **1PM on Thursday, December 24** and be closed **Friday, December 25**. The office will close at **4PM on December 28, 29, 30, and 31**. The office will close on **Friday, January 1 and Monday, January 18, 2021**.

Happy Holidays!

In cases of severe weather, the physical location of Family Investors Company may be closed, but you can always call the office and your call will be forwarded to a licensed principal representative.

Office Reminders

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 WONDERFUL FALL SEASON!

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:

Annualized rate of return: The average annual return over a period of years, taking into account the effect of compounding. Annualized rate of return also can be called compound growth rate.

Balanced fund: Mutual funds that seek both growth and income in a portfolio with a mix of common stock, preferred stock or bonds. The companies selected typically are in different industries and different geographic regions.

Beta: A measurement of volatility where 1 is neutral; above 1 is more volatile; and less than 1 is less volatile.

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.

Value-style funds: Value-style funds typically hold company stocks that are undervalued in the market. Fundamentally strong companies whose stocks are inexpensive but trending upward may also be selected for value funds.

Yield to maturity: Concept used to determine the rate of return an investor will receive if a long-term, interest-bearing investment, such as a bond, is held to its maturity date.

Compliance Facts by Darraugh A. Valli, VP

The FINRA Conduct Rule 2267 requires investment firms to annually inform clients of the FINRA's Public Disclosure program regarding investment firms and individual representatives. You can check the background of the investment firms and the representatives with whom you do business by calling FINRA at their toll free number: **1-800-289-9999** or via the internet at **www.finra.org**.

Family Investors Company also provides a link to FINRA's Broker Check on our website. There is also a brochure available detailing the Public Disclosure Program. Family Investors Company urges you to take advantage of this free service.

Family Chatter

Peter Chemidlin spent a couple of summer weeks "down the shore" with his family. **Darraugh Valli** and her husband Peter celebrated their 25th wedding anniversary with a trip to Annapolis. **Matt Chemidlin** and family vacationed with a trip to Yellowstone, Mount Rushmore, and the Grand Tetons. **Steve Goldberg** and his wife Pat enjoyed some beach time as well as many Mondays and Fridays with their 2 wonderful grandchildren. Lynn Galgano spent a wonderful vacation week in Maine. **Janet Lesce** enjoyed several day trips and completed several much needed home projects. **Susan Tomljanovic** was sorry to see summer end. She enjoyed a road trip to help her future MBA daughter Ellen move into her graduate apartment at the University of Michigan.