

TRADING TALK

...it's not just about money



Tim's Take

Well, we have endured 3 quarters of this year. While it seems to be flying by, this is definitely a market year I'll be happy to see go. We have been talking for a couple of years about "sooner or later" we were going to have to reset the market to remain healthy. There are so many items to deal with; the Fed, Inflation, Midterm Elections and last but not least, the war. While the first three are bad enough on their own, the war continues to boggle my mind. I, like so many others, fail to see any reasonable resolve and that scares me in two ways. First, Putin will never admit defeat and there seems to be no end in sight and second, should he begin to lose, at what length will he go not to lose. It is definitely something we continue to watch for and hypothesize different portfolio moves that could possibly be needed in all scenarios. Let's just pray for a peaceful ending to a crazy situation.

With Thanksgiving around the corner and looking at the insanity of Russia/Ukraine and the chaos it has caused, especially in other countries far more than here in U.S., it makes you give thanks for what we do have. We live in a country that has riches in its land. We have creativity and ingenuity in our fellow brothers and sisters.

We have a spirit of survival. For the most part we care for our fellow countrymen, and although we don't always see eye to eye, we still will lend a helping hand when others around us suffer a disaster or tragedy. There is still no place on earth better than the U.S. of A.

So in the last quarter, which carries the season of thanksgiving and brings the birth of the Savior of the world, let us give thanks for the blessing we carry into these last few days of 2022. I am so blessed by so many of you that have reached out to us to tell us you are praying for us during these stressful markets. Your prayers, letters, emails and words of encouragement give us the strength to work harder during difficult markets like this. We feel your prayers and ask for wisdom and guidance from the One who holds all the answers. We feel the strength from your kind words and encouraging conversations. So we too pray for each of you in this last quarter. That you and your family enjoy the peace that rest in your hearts and let blessing and health overflow in 2023 for you.

God thank you for the blessing of wonderful clients that are truly family to us.

Happy Thanksgiving and Merry Christmas.

Tim

Dates to Remember:

October 1st:

Last day to establish a SIMPLE IRA plan or a safe harbor 401k to be effective for 2022.

October 15th:

- Open enrollment for Medicare Parts C and D begins. Make any changes to your coverage by Dec. 7th.

- The final day to file a 2021 income tax return for those issued an extension.

December 31st:

- New Year's Eve is the year-end charitable gift deadline for check and wire transfers.

- Last day to take 2022 required minimum distributions for those who turned 72 in or before 2021

A plan for all seasons

Confirm cost of living:

Next year's Social Security adjustment is typically announced in October.

Adjust your coverage:

Ready your documents for Medicare open enrollment, if eligible. If you're working and your employer offers benefits, take the time to understand them.

Refresh your plan:

It's important to monitor your retirement and investment accounts regularly and make adjustments to insurance and estate plans as needed. The holidays can be a good time to do this if you want to discuss what you're planning with close friends or relatives.

Fend off fraud:

Start by tracking and reviewing all your bank and credit card statements for irregular activity. You can also request a copy of your consumer credit profile and stay on the lookout for scams asking you to confirm or update your account information via email.

Revisit your resolutions:

Before the beginning your New Year's celebrations, review the financial planning you did for the past year. Did you make progress toward your goals?

What's Your Team Color?

During our kick-off meeting this past January, your team participated in a color personality test. This would be all about learning how each team member operates in the work place and how to communicate and understand one another better for tasks and meetings.

The **Green's** are analytical, independent thinkers and logically driven.
The **Blue's** are enthusiastic, creative and emotionally driven.
The **Orange's** are spontaneous, welcome change and are short-term driven.
And lastly, the **Gold's** are responsible, organized and loyalty driven.

Once our colors were established, we had monthly celebrations of each group by wearing that color every Friday and having a team lunch of their choice the 1st Friday of that month.

Starting in April, Our **BLUE's**: Tammy, Susannah, and Sasha, chose their lunch to be held at Calla downtown to kick off this team celebration.

In May the **GOLD'S**: Tim, Chad and Nikki, took charge as we headed to Umami Sushi for a golden treat.

In June the **GREEN's**, Alexander and Lauren showed their pride with a lunch to McFarlands Irish pub!

Our color celebration concluded with our **ORANGE** team member, Keely! She went the extra mile with a fun riddle, t-shirts and chose lunch at Mellow Mushroom Pizza...YUM!

We hold these colors high in our office, as we celebrate each others strengths and are able to understand one another on the NEXT LEVEL.





Staying Golden While Achieving Success

This past August, your team took a trip to Fair Hope, AL for our Next Level Conference, *Staying Golden While Achieving Success*. This week started with a kick off dinner Sunday evening, sponsored by Conner Chakeen with Principal, to welcome the team and their families. Monday kicked off our first morning meeting where each team member got to present their *Firm of the Future*, a project that was given to them in March to display where they saw the firm, themselves and their department in 3, 5, and 10 years. Our president and CEO, Tim Andreas, took this time to explain his plans for the future of the firm...more of that to come! After this meeting, each team, The Bling Rings, Market Mafia and 2 Good 2 Be Golden, set off for their team challenge, which consisted of a campus wide scavenger hunt.

Tuesday was a leisure day as the women headed to the spa and the guys played a round of golf.

Wednesday was our last morning meeting as RJ Dill with T. Rowe Price and Juliana with Brighthouse led us in Meeting and Exceeding Customer Expectations and Learning about Long Term Care. Your team ended the afternoon with a cooking competition, **THE NEXT GOLDEN CHEF!** What a fun time this was! Each team was required to create an appetizer, entree, and a dessert.

“Good 2 B Golden” won the competition with their Surf-n-Turf entree. **“The Bling Rings”** won best apron design and 2nd place as the **“Market Mafia”** won best team name and best dessert. A long table of random foods was set out for the teams to choose their meals and begin cooking, with only an hour and 30 minutes to do so. Each team had such a fun time working together to complete this competition.



Market Mafia (Chad, Keely, Lauren) 1st place in team name, 1st place for dessert, 3rd place for cooking competition.

The Bling Rings (Tim and Sasha) 1st place in apron design, 2nd place for food competition.

Good 2 Be Golden (Nikki, Alex, Susannah) 1st place in cooking competition, 1st place appetizer, 1st place entree.



THE NEXT GOLDEN CHEF

Your team wrapped up a successful week with a **GOLDEN GALA**. To celebrate the future and all it holds, we honored the night with hope for the next level in your team, in the firm and in this community. We look...**FORWARD** to what the future holds at Global Asset Management Group.



WINE TALK WITH TIM... IT'S NOT JUST ABOUT GRAPES

For this Quarters Wine Talk, I got to thinking about the time of year it is. The biggest celebrations of the year happen in the 4th quarter. There is Thanksgiving, Christmas and New Year's Eve.

What do all three celebrations have in common? Champagne!!!

Now many people mistake champagne by calling it champagne when most times it's really sparkling wine. What is the difference? The only real difference is nothing can be called champagne UNLESS it is grown in Champagne, France. Anything else is sparkling wine. So what are the differences between the taste and prices of cheap sparkling wine and expensive champagne...A LOT!

The best way to look at a glass and tell if it is cheap, moderately priced or expensive is the bubbles. The smaller the bubbles the more expensive the wine, yes it is wine, it is just how the fermentation process is performed that gives it the carbonation (bubbles).

The smaller the bubbles the lower the likelihood you will develop a headache because the carbonation process is more refined and in the process causes the price to go up. This doesn't mean that it has to be expensive to be good, it means really cheap sparkling wines are probably not worth the taste or the headache.

My picks for really good champagne at an affordable price would be Billecart Salmon Brut Reserve. It's probably \$45-\$50, and you will enjoy the taste without the headache. It is from France so it is truly a Champagne. Another slightly more expensive champagne (from France) is Veuve Clicquot Brut Yellow label. This can range for as little as \$50 with certain vintages, into the hundreds and even thousands for rare vintages like P2 & P3. Not something you want to share with that Uncle Ray that gets on everyone's nerves during the holiday's, LOL! I share that one because it's truly a delight and appreciates in value if you have the discipline to not drink it until a special occasion. Some other names to look for are Taittinger (France), Domaine Carneros (NAPA), Mumm (NAPA), and Chandon (NAPA). The point is, enjoy champagne or sparkling wines. It's the drink of Kings and as Dom Pérignon once said. "When I look at the bubbles dancing around the glass I feel like I am drinking stars."

So this holiday season, be like royalty and drink the stars.

CHEERS!

Creating a culture of compassion



Tend to your portfolio:

If you're invested in mutual funds, don't forget about capital gains distribution dates that typically fall in December. Consider balancing your realized capital gains with losses where appropriate. Talk to your advisor about whether this strategy might help lower your tax liability.

Engage in smart giving:

As deadlines for year-end gift and charitable contributions approach, make a strategy for your philanthropic goals. Consult with your advisor if you're interested in donating appreciated stock or bunching a few years' worth of donations in a donor advised fund to help you meet the threshold for itemizing on a tax return.

A legacy of generosity

National Philanthropy Day is November 15th. To take the celebration a step further than writing a check, consider how you can teach the joy of giving to the next generation. If you want your charitable spirit to have more influence in your estate plan, connect with your advisor.

The Local Heart Foundation began as a dream of Tim and Tammy Andreas' just 5 years ago, and with the help from our community, has grown into a non-profit organization that touches the lives of local heart patients each day. Tim and Tammy sought to make a difference in the lives of their neighbors dealing with heart disease after seeing families who could benefit from heart-felt support, encouragement, and assistance. Since its founding in 2017, they have fulfilled over 200 requests from our neighbors in need. This year, the Local Heart Foundation has assisted over 20 local heart patients of all ages.

2022 has been an exciting year for the Local Heart Foundation as they transition to a new Board of Directors. They held an Honorary Board Member Dinner to commemorate and thank their Founding Board Members for their service to the foundation and community. The Founding Board Members have been integral to the important accomplishments the Local Heart Foundation has made. They were and continue to be dedicated to the Local Heart Foundation's Mission of inspiring hope and improving the quality of life for heart patients in Southwest Louisiana. All Founding Board Members will be designated as Honorary Board Members indefinitely, remaining an important part of the Local Heart Foundation for many years to come.

The Local Heart Foundation is proud to announce their new Board of Directors. They are community leaders, business owners, and physicians who are moved by the impacts of heart disease and are actively making a difference in the lives of heart patients of Southwest Louisiana: Dr. Corey Foster – President, Michael Richard – Vice President, Bethany Bryant – Director of Community Relations, Claudia Lognion – Treasurer, Candi Babin – Secretary, The Honorable Ron Richard – Board Counsel at Large, Chris Lognion – Media Director at Large, Danny Williams, CPA – Advisor at Large.

Visit the Local Heart Foundation on Facebook and Instagram to keep up with local heart patients, event announcements, and more. You can also visit their website at www.localheartfoundation.org.



337.419.1855

4904 Big Lake Road.
Lake Charles, LA 70605
www.andreasglobal.com

The information has been obtained from sources considered to be reliable, but we do not guarantee that the foregoing material is accurate or complete. Any opinions are those of Tim Andreas, AIF® and not necessarily those of Raymond James. Expressions of opinion are as of this date and are subject to change without notice. RMD's are generally subject to federal income tax and may be subject to state taxes. Consult your tax advisor to assess your situation. Securities offered through Raymond James Financial Services, Inc. Member FINRA/SIPC. Investment advisory services offered through Raymond James Financial Services Advisors, Inc. Global Asset Management Group is not a registered broker/dealer and is independent of Raymond James Financial Services, Inc.

