



2nd Quarter ~ 2014

At Schaeffer Financial we like to track investor willingness. Of course this is totally unscientific, but over the years we've noticed an inverse relationship to a new client's willingness to put money in the market and a great day to invest. Everyone knows "buy low, sell high" is the key to making money. Yet, when the market is down, new investors are loath to commit and when the market is high they can't wait to buy. Let's just say we're tracking a high volume of want-to-invest-now calls. Such is human nature!

Fortunately, when we do investing in the context of a personal financial plan, whether the market continues to rise or moves into a downward trend, has little impact on your financial security. We've allowed for either possibility when we determined how much of your net worth should be positioned in the market and how much of that money should be given another layer of management. Of course, our advice is only as good as our information – be sure to contact us if there has been a material change in your health, family or financial circumstances. And if there's a big expense on your horizon in the next couple of years and you're considering using your invested money, now is the time to plot a sell strategy.

On another note, I recently listened to an interview with Tim Prosch, author of a recently published book [The Other Talk: A Guide to talking with Your Adult Children about the Rest of your Life.](#) Rather than avoiding a talk about end of life, he's suggesting that we should be having conversations with our adult children about the living that is going to come ahead. The goal is to talk about how to manage it as a family, as a team. He acknowledged that starting the conversation might be the most difficult part. Sadly, too many families wait until there is a confrontation with the adult child feeling the need to step in and control things. This book might serve as a helpful third-party. Rather than wait until my children suspect I shouldn't be driving, managing my money or living independently, he suggests that we should both read the book now and discuss the real world decisions that are likely in our future. I found the book chocked full with practical advice and love, anything that helps us make thoughtful decisions rather than crisis management. It's all part of good planning. Be sure to let us know if we can help.

Hope this finds you enjoying some beautiful summer days.