Second Quarter
April 2016

AN INDEPENDENT FIRM

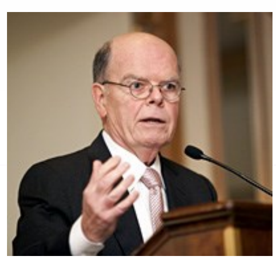
The Eagle's View

Market Update

by Paul J. Tully, CFP®, RICP®

After beginning the new year in January with the worst start in the history of the S&P 500, a broad recovery started in mid-February and by the end of March, the S&P was actually positive 1.35% for the quarter. That was after being down over 10% by mid-January. While volatility is normal and may become more normal in the future, the first 3 months of the year were definitely not expected, nor welcomed, except at the end.

My readings, meetings and conversations with asset management firms since mid-December consisted of talk that there was an expectation of increased volatility in 2016 and a second half that would be better (earnings, markets, employment) than the first half, but still perhaps reflecting slowness in the global economy. I go to the Raymond James national educational conference starting April 24 in Nashville and we will get updates from many asset managers. Two of the people we most respect in terms of "vision" in the markets and economy, Dr. Richard Marston of the Wharton School and Jeffrey Saut (Chief Market Strategist for Raymond James), are the headline speakers. There will be many other speakers, but these two are among a small group who we pay particular attention to. The first session of the conference, 8 a.m. Monday, is described as follows: ***"Part one covers the framing of various challenges of constructing retirement portfolios intended to***



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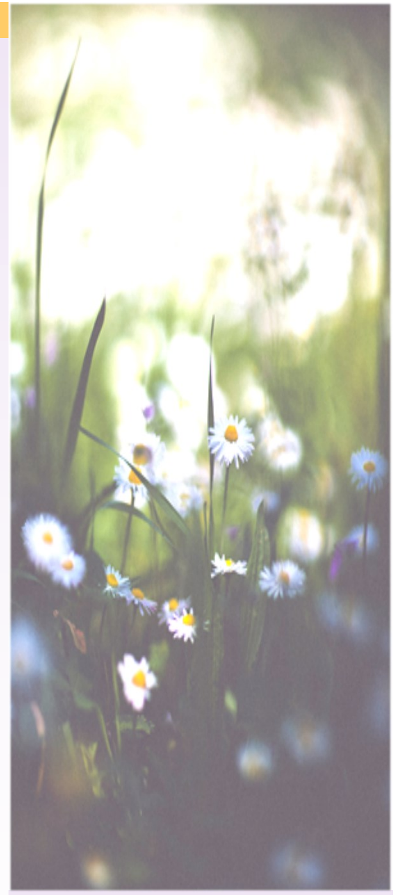

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last, in many cases, the same number of years that it took to accumulate the portfolio…Part two presents an outlook for capital markets in the 'new normal.' " I have heard Dr. Marston give a similar talk over the years and I am anxious for the update in light of the very slow global growth we have experienced and expect to continue. For example, the US economy grew by only 2.4% in 2015. The 19-country Eurozone did even worse, growing only 1.9%, according to the US Commerce Department.

Financial & Investment Planning

"The babies being born in America today are the luckiest crop in history."
- *Warren E. Buffett, Chairman of the Board, Berkshire Hathaway, Inc.*

This quote appeared in the 2015 Berkshire Hathaway Annual Report to shareholders which was recently released; I wonder what your first thought is after reading it? And what makes you feel this way? Obviously there is no way for us to know if the statement is true or not.

"The babies being born in America today are the luckiest crop in history."
- Warren E. Buffett

My guess is that many people, perhaps maybe even the majority, do not believe that children born in our country today are the most fortunate in history. There is a prevailing negativity about our country that is being fed and reinforced by politicians who insist on telling us how awful everything has become and why they are the sole solution to our problems.

The seldom told truth is that the quality of our lives today isn't just slightly better than our ancestors, it is exponentially better. If you are fortunate enough to know someone living their ninth or tenth decade on earth, ask them how wonderful the good old days were before air conditioning and when parents routinely lost young children to diseases now eradicated by medical science.

We certainly have many important and difficult issues to face as a country – a fact we are reminded of hourly by politicians and the news networks. This might be part of the reason many of us have such a tough time envisioning a future that is substantially different, and possibly better, than today.

As you think about your response to Mr. Buffett's statement about our future, consider this question: Is there any way possible that the family in the photo on the previous page could have imagined the way we live today? Keep in mind this was an average family in their time, and living a middle-class lifestyle. If you pulled up to their home in your 2016 car (imagine a road) and handed one of them your smart phone, they would see you as an alien from outer space.

Today's middle class family has access to medication and technology that even royalty and the Rockefellers did not have 100 years ago. Not because they couldn't afford it, but because it just didn't exist yet. Imagine the innovations and developments in the next hundred years that will change our lives. This is what Warren Buffett is referring to when he says that the children born today have such bright futures. If history is any guide, many of the innovations of the future will originate right here in the U.S.A. And as investors we have the opportunity to own shares in companies that will bring these innovations to our lives.

We have written to you before in regard to the initiative by the Department of Labor to impose a ***fiduciary standard*** on our profession. That standard requires that you look out first for the client's best interests, disclose conflicts of interest that may occur in your recommendations and also disclose costs of investment products. We have been doing all of this for years as Certified Financial Planners™, but certain segments of our peers, especially those selling annuities in IRAs, went ballistic at the additional requirements. That's a good thing!

Implementation will occur over the next 18 months (except for people like us where it already exists), but if you have family, friends or business associates with questions or concerns, we are happy to help. It is expected that many people falsely claiming to be "advisors" will be leaving our business as there will be increased pressure on credentials, disclosure and the new standards of practice. ◇

Are you taking advantage of our Concierge Services?

Need a referral for a local handyman, locksmith, or contractor? Are you selling or buying a home, purchasing a new car or need legal services? Just ask us! We have our very own database as well as an Angie's List membership to get you the very best in the biz for whatever it is you need! Here are just a few of the services we offer referrals for:

- Auto Repair/Sales
- Carpentry/Roofing
- Plumbing/Electric
- Senior Moving
- Title Insurance
- Real Estate Services
- Healthcare/Hospice
- Elder Care
- Dental Services
- Attorneys/CPAs
- Banking

Call or email us today! Contact Dana at dana.rohach@eaglewealthstrategies.com or (856) 845-4005.

EWS Educational Series

We kicked off our five-part educational series Tuesday, April 12. Chris presented on our Goal Planning & Monitoring program for retirees and those transitioning into retirement.

Be sure to sign up for the remaining seminars in the series:

May 10, 2016

Creating & Maintaining Lifetime Income in a Volatile World

June 14, 2016

Estate Planning—

Protecting Your Heirs

July 12, 2016

Leaving a Legacy

Strategies for Passing Money to Heirs & Charity

September 13, 2016

The Challenges of Aging & Its Financial Implications—*Planning for Housing*

The series will be held at Rowan University's South Jersey Technology Park from 5:30-7pm.

Light fare and refreshments will be served.

Call Dana at

(856) 845-4005 to sign up today!

News at EWS

Quarterly Quote

"What is the use of living, if it not be to strive for noble causes and to make this muddled world a better place for those who will live in it after we are gone?"

- Winston Churchill

Continuing Education

Steffanie passed the RICP® exam shortly after her return from maternity leave back in February and now joins Paul and Chris as a Retirement Income Certified Professional®. We are pretty sure that we are one of the only firms in Southern NJ, and perhaps a wider area, where all three senior planners have the CFP® and RICP® designations. In order to receive the RICP® designation, one must meet experience requirements and ethic standards, successfully complete three courses which include rigorous tests to pass, and agree to comply with The American College Code of Ethics and Procedures. This advanced designation equips an advisor with an in-depth knowledge of the transition from assets to income for those in and nearing retirement. We feel this is a critically important certification for us to have.

Paul, Chris and Jessica head to Nashville for the Raymond James National Conference starting April 24. We have a lot of meetings to cover, ranging from how to advise clients in this low interest rate world to projections for the economy and investment markets. There are also numerous sessions on issues that impact our business and services here, including technology, innovation and management.

Grandchild #2!

At the end of February, **Paul** and his wife Kathy welcomed their second perfect grandchild, McKenna, into the world. She was born in Lenox Hill Hospital in New York. She is doing great, seems overwhelmed watching her 21-month-old sister perform various dances. Graycen has not yet mastered the new name, just calls her Nenna for now. This is Brad and Lindsey's second child.

Vacation Getaway

Chris vacationed in Guatemala and Panama in late February. Here are some pictures from his trip!

Welcome, Denise!

We recently added a new member to the EWS team as we continue to sustain growth and expand our practice. **Denise Patchus** joins us as one of our Client Service Associates. With a background in financial services, Denise has over 15 years of industry experience having worked as a Specialist Clerk on the Philadelphia Stock Exchange Options Floor for several major investment companies.

Denise will assist the financial planning team with several aspects of the client relationship including the facilitation of incoming client requests and inquiries, opening new accounts for existing and new customers, funds disbursements and deposits.

Denise resides in Williamstown, New Jersey with her daughters, Courtney and Alyssa, and her Pomeranian Lilly. When she’s not in the office, Denise enjoys exercising, spending time with her kids, and taking care of her dog. Welcome, Denise!

Around the Community

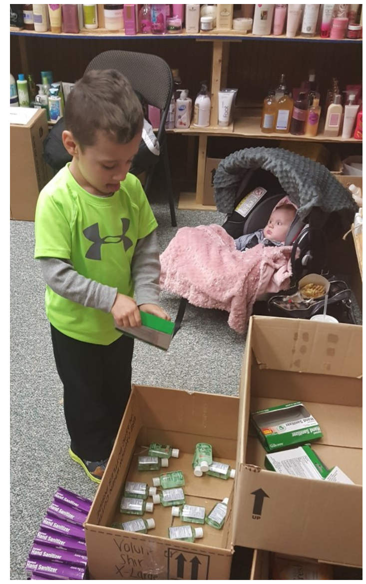
On the last weekend in February, **Kathy** participated in the annual 30 Hour Famine event. Together with her youth group and several other volunteers, they packed 10,152 meals for school children in Haiti. Her team raised $2,885 and the event as a whole raised a total of $10,009.70.

Steffanie attended the ribbon-cutting ceremony for the 1st Born Learning Trail in Gloucester County on March 31. The United Way Women's Leadership Council sponsored this project which is designed to encourage learning and engagement among pre-k children in a fun and interactive way.

On April 16, **Dana** and her fellow volunteers for A Voice for Paws threw their annual spring fundraiser at Masso's Crystal Manor. The event included food, live music, 50/50 and basket auction and raised a total of $3,115. Proceeds benefitted A Voice for Paws, a non-profit organization that raises money for the Gloucester County Animal Shelter and helps homeless animals in our area.

Jess participated in FUSE's (Fellowship of Urban and Suburban Engagement) community clean-up project "Operation Elbow Grease" along with the Sons of Ben on April 17 in Chester, PA.

Also this past weekend, **Steffanie** volunteered with her United Way group in the annual "Mothers Matter" program. Landon, with baby Brielle's supervision, helped his mom pack hygiene/cosmetic products for hospitals and low-income daycare children to give to their mothers for Mother's Day.



Upcoming Charity Events

You can help, too! The staff at EWS participates in many events and projects throughout the year with their volunteer organizations. Here are some of the events happening this spring in our community:

Chris with *The Boys & Girls Club of Gloucester County*

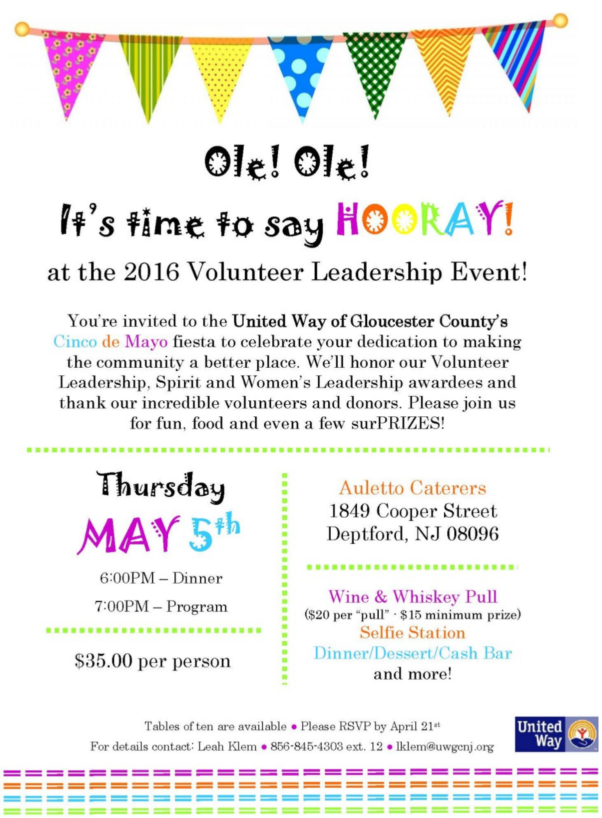
Kathy with *Wenonah Youth Group*

The Wenonah Youth Group is holding their annual Spring Rake N Run on Sunday, May 15th. Do you need some yardwork done, raking, mulching, weeding, mowing? Put us to work beautifying your property. Free will donation; 100% goes to benefit the Youth Group.

To sign-up contact Kathy Repici 856-723-3610 or email kathy.repici@gmail.com.

Dana with *A Voice for Paws, Inc.*

Steffanie with *United Way WLC*



Eagle Wealth Strategies

Eagle Wealth Strategies is an independent firm in West Deptford, New Jersey. Our team of financial advisors provides comprehensive financial and retirement planning services.

Each of our financial advisors – Paul Tully, Steffanie Lerch and Chris Tully – holds the CERTIFIED FINANCIAL PLANNER™ certification. This distinguished industry credential is awarded to a select number of financial professionals who satisfy the CFP® Board of Standard's rigorous educational and examination requirements, and who agree to adhere to its high level of ethical and professional standards.

877 Kings Hwy, Ste. 300 West Deptford, NJ 08096 // (856) 845-4005
www.eaglewealthstrategies.com

Our Process for Successful Financial and Retirement Income Planning

Here is how we help to discover how your income and expenses can work together to fund your retirement lifestyle. We follow a well defined LIFE process (Long-term, Integrated Financial Engagement) to provide custom solutions for each client. To learn more about our process, please visit our website at www.eaglewealthstrategies.com.

PAUL J. TULLY
CERTIFIED FINANCIAL PLANNER™
Retirement Income Certified Professional®

CHRISTOPHER T. TULLY
CERTIFIED FINANCIAL PLANNER™
Retirement Income Certified Professional®

STEFFANIE A. LERCH
CERTIFIED FINANCIAL PLANNER™
Retirement Income Certified Professional®

JESSICA L. HAUSER
FINANCIAL PLANNING ASSOCIATE

DANA F. ROHACH
CLIENT COMMUNICATIONS & MARKETING ASSOCIATE

KATHY M. REPICI
CLIENT SERVICE ASSOCIATE

DENISE PATCHUS
CLIENT SERVICE ASSOCIATE

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