

THE EAGLE'S VIEW



AN INDEPENDENT PRACTICE



Chris Tully, CFP®, RICP®, CIMA®

My father, Paul, founded Eagle Wealth Strategies in 1989. That was the year that brought the fall of the Berlin Wall, the Exxon Valdez oil spill, and Nintendo's Game Boy.

The world didn't have Amazon or the iPhone, email and text messaging did not exist, and the internet was not yet available to the public. The Dow Jones Industrial Average began the year at 2,168. At mid-year 2022, it stood at 30,775 – a total return over 33+ years of 1,319%. To put that in perspective, if we experience another 1,319% return over the coming three decades, we will see a level of the Dow Jones above 400,000. Hard to believe, but it's possible!

While 33 years is a long time, it's also a very real time horizon for many people retiring today. The next 33 years will bring its own set of marvels, and unfortunately, its fair share of fears. "The world is different now" is something we

hear often, but it's important to remember that the world is always in a state of evolution. The past 100 years brought about considerable change, not stability and monotony. Once upon a time we had never seen most of the global economy shut down because of a virus (2020), financial crisis that put businesses and individuals alike on the brink of collapse (2007-2009), or a dot-com bubble burst (2000-2002). The markets survived each, as they will continue to do going forward. The world may be different, but people will continue to adapt, and the world will follow suit.

Still, it is times like these that remind us – as stewards of others' wealth and financial wellbeing – of the great responsibility bestowed upon us by our clients. There is a lot happening right now – inflation at levels we haven't seen in decades, an ongoing war in Europe – and the list goes on. Fear is rampant and confusion is sky high. Investment moves we make today, advice we provide, and the occasional therapy session to calm one's nerves will have a lifelong impact on individu-

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Paul J. Tully, CFP®, RICP®

We have just experienced the most impactful six months in many decades. What a whirlwind - it has been almost impossible to keep up.

Some developments currently taking place have no useful

historical precedent. Inflation is at a 40-year high. Interest rates rising like the 90s, social unrest in the US, and global political upheaval like it's the 1960's. Finding a silver lining requires a strong microscope and a great set of eyes.

The world seems to be a mess, at least if your eyes and ears are glued to the tv, internet, and whatever talking heads

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als. It is because of this great responsibility and our desire to provide exceptional service that our firm has invested – and will continue to invest – in our people and our technology.



Our team now consists of 11 individuals. We have a diverse blend of experience, knowledge, skill, age, and background because we feel it enhances our ability to serve a diverse clientele. Paul and Anthony have decades of industry including founding and running their own firms respectively. Steffanie, Jessica, and I are all 40 years old and younger, but each with nearly 20 years or more of experience already. In fact, on July 1st of this year Steffanie celebrated her 20th anniversary with our firm!

In 2021, we hired Ryan Miller (Relationship Manager) and David Koehler (Wealth Advisor and CFP®). We also enhanced our investment research and monitoring capabilities. This year, we hired Erin Fago (Relationship Manager) and are on the cusp of upgrading key pieces of technology that will improve our communication and interactions with clients as well as provide enhanced reporting, monitoring, and trading capabilities for our investment portfolios.

Eagle Wealth Strategies is committed to growing, expanding, and improving - all with our clients' best interests in mind. We're taking steps to continuously raise our game for our clients, enabling us to provide exceptional service to the individuals and families we serve.

To you - our clients, advisors, and friends of Eagle Wealth Strategies – thank you for your continued trust in our firm, our team, and our own future. We're excited for you to meet our newest team members and are looking forward to announcing further enhancements over the coming 12 months!



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you find in mass media. **What if they are wrong?**

I am not trying to counter argue everything that we are hearing or seeing; that would be foolish. At the same time, the world has often had what initially appeared to be insurmountable problems only to look back a few years later and find they were surmountable after all.

I'd like to discuss a different topic of great interest, especially as we get older: **Longevity.**

We are living longer, our children will live even longer, and our grandchildren's generation may easily live to over 100 if they can avoid accidents, violence, and drugs. We already have a number of life-saving therapies being administered, including the Covid vaccines and treatments which were developed at lightning speed. That is just the beginning of what's coming, which will not only extend life but will do so in a healthy manner.



I have been following the work of Dr. Michael Roizen, the Chief Wellness Officer at the renowned Cleveland Clinic, for quite some time. He has said that while the average decade since 1900 has extended average life expectancy by 2 ½ years, the next 10 years will extend it by 30 years. 30 years! His latest book on this topic, titled "The Great Age Reboot", will be published in September. If you are interested in Dr Roizen's new book, let me know and I will send you a copy this Fall.

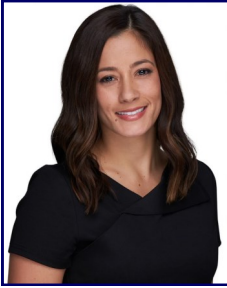
Another pioneer in this field, though perhaps a bit more on the technology side, is an MIT and Harvard educated physician, Dr. Peter Diamandis. He also sees cutting-edge, life-extending and life-enhancing developments on the near horizon. Sounds great and it is. It is also fraught with challenges that society has not begun to consider. If people live longer, especially in high population centers, is there enough housing for them? With a recent survey stating that 58% of the US population already live "paycheck to paycheck", what happens if healthy people, many working remotely, can't or don't want to retire? I assume most government budget projections assume a population based on traditional mortality. They may be off by several years, perhaps even decades.



Our responsibility as fiduciary financial advisors will be to work with our clientele to navigate an ever-changing future. **It will be more important than ever for you and your family to have a well-constructed financial plan.**



Estate Planning



Jessica L. Ortega, CFP, RICP®
Director of Planning

Why It's Time to Update Your Estate Plan

The biggest mistakes we see people make in estate planning are failing to have a will or other key documents in place and failing to review and revise their documents once created.

When you pass away without a will, you leave important decisions up to your local court to decide. Having a will in place ensures you have a say in who receives your property and assets. It also allows you to decide who you want to be in charge of handling your affairs, because the person the court will choose may not be the person you'd want. Failure to do proper estate planning can also make it more difficult for your loved ones after you pass. Without a will, the court process can be time-consuming, expensive, and possibly even contentious. Lastly, but of the utmost importance, having a will enables you to nominate a guardian for your minor children, preventing the court from selecting someone you would not have chosen to raise your kids. This can be especially important if you have complicated family dynamics. Creating a will eliminates the guesswork for your loved ones.

Once created, we recommend reviewing your estate plan every few years. A will only addresses your current circumstances. In addition to a periodic review, there are several events or life changes that should also prompt you to revisit your plan:

- **Moving to another state** - Each state has its own laws and nuances that should be taken into consideration.
- **When your loved ones change** - An addition to the family is a common reason to revisit along with divorce, remarriage or loss of a spouse. You may also decide to remove someone who is irresponsible with money or estranged from the family.
- **Your financial situation changes** - A significant increase or decrease in either assets or debt means your plan is due for a reassessment.
- **Your named executors or trustees are no longer appropriate** - Are the people you appointed still willing and able to perform these tasks? Have they relocated? Have they aged or passed away? Is there someone else that is now a better choice?

Creating a will and periodically revisiting your estate plan are simple ways to look after your loved ones. Giving them an easy map to follow after you pass can give both you and your family peace of mind.



Employee Spotlight



Melissa Phillips
Operations Manager

As we grow, I am pleased to introduce a new feature where we will highlight one or two members of our team, allowing them to express in their own words a little more about them, both personally and professionally. This month, we've decided to start with two of our newest associates, Ryan Miller and David Koehler, as they each wrapped up their first year with EWS. I think we can all agree it has been a successful one. Ryan summed it up perfectly, *"One year down and a lifetime to go..."*

About Me: Ryan Miller



Ryan Miller
Relationship Manager

Tell us a little bit about yourself.

I currently live in Sicklerville, NJ with my wife, Sophia and my dog, Luna. We recently had our wedding and moved into our house last year. Our first year has been a lot of fun! Now that we are more settled, we are looking to make some additions to our home and to our family.

How did you get into this business?

My dad is going to love when he gets to read this part! My dad's financial advisor/friend at Ameriprise needed someone to come in and basically do some scanning for him. He said I could work there part time and if he liked me then he would allow me to do more in the business. I think by the second or third week I was answering phone calls and having full blown conversations with his clients, not fully understanding it all yet but beginning to figure things out. His friend loved that and started teaching me more, and then recommended I start working his friend Dave, who also was at Ameriprise. Dave pushed me to get all of my licenses and the rest is history. I worked my way from a paper scanner to associate financial advisor and worked with Ameriprise for 9 years, then went to Merrill as a financial advisor for close to a year.

What brought you to EWS?

It was time for me to try something new, since I only knew Ameriprise and felt like I reached a ceiling. So, I tried to work for a big corporation like Merrill, and it was not a fit. It's funny - I had seen an administrative job listing at EWS and almost applied for it because for some reason EWS just looked like the place I needed to be. My wife said not to apply for that position because it didn't fit the role I was seeking. She said if it is meant to be, then a position more suited for myself would open. Literally 1 year later, the position of the Relationship Manager was available, and I immediately applied. I'm happy I listened to my wife's advice!

What is your favorite part about working with EWS?

Chris Tully of course! Seriously though, everyone reading this newsletter. You, the clients! I love having conversations and being involved with good people and EWS works with amazing clients! I am passionate about being able to help clients reach their financial goals. I also enjoy working with the EWS team! The culture that Paul has created and Chris continues to foster shows that whether you are a client or an employee, EWS wants to make sure you feel respected, valued, and cared for while they help you accomplish your goals.

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How has the past year been with EWS?

The past year has been wonderful with EWS! I mean literally I wake up and don't have that feeling of "wow I have to go to work today". I rarely even have a "case of the Mondays" anymore because I enjoy going to work now. Some of the clients that I work with now are very comfortable with talking with me directly and I want to continue to build that trust with all of our clients.

What's one of your favorite things to do when you are not working?

I love to go to the movies. When I was a kid, I used to work at the movie theater (I thought I was going to be an actor growing up). I also enjoy time spent with friends and family, regardless of the activity, as long as there is positive energy. I value making people laugh or putting them in a good mood because life is too short, so we should all try to enjoy it!

About Me: David Koehler



David Koehler, CFP®

Tell us a little bit about yourself.

I'm originally from Stratford, NJ and now live in Marlton with my wife Kim, our daughter Olivia who will be celebrating her 1st birthday later this month, and our dog Zoey. Both my wife and I are huge Philadelphia sports fans and enjoy games at Citizen's Bank Park and the Linc as well as the occasional Eagles tailgate.

How did you get into this business?

My first "real job" after college was working for a minor league baseball team. Naturally, I felt a career as a Financial Advisor was the next logical step! Kidding aside, my uncle worked for one of the larger financial firms for many years, so I started learning about the business from him. After I "retired" from minor league sports, an opportunity came up with an advisor my parents worked with to join their team.

What brought you to EWS?

After starting as an Advisor with my previous firm, I transitioned to a management role that was less client facing. While it was great experience that ultimately has made me a better Advisor, working with clients is what I enjoy most in this business and where I want to be long term. A position opened with EWS and after meeting Chris and team, I felt it was a great opportunity for myself and my clients.

What is your favorite part about working with EWS?

The primo coffee Chris always has in the breakroom! And the people, of course. We have a fantastic team and get to work with amazing clients on a daily basis.

How has the past year been with EWS?

FAST! Another part of this business I love is that no two days are the same. I've learned a lot, had some cool experiences like the national conference in Nashville, and some fun times like our EWS Trip to AC to see a comedy show in December.

What's one of your favorite things to do when you are not working?

The occasional round of golf is still on my list, but my favorite thing is family time! Adding the title of "dad" this past year has been an amazing experience.

News at EWS



Chris and Molly just celebrated their first year of marriage and we're pleased to report that they still like each other! Here is the happy couple in front of a picture-perfect sunset.



Happy 2nd Birthday! Frank and his wife Jenna are "down on the farm" to celebrate Frankie's special day.



Steff's kids were happy to lend helping hands for the YPATT's #PackTheCrate challenge. This initiative raises food donations for the summer to benefit families in Gloucester County.



Chris, Molly, Steff, Jess, Paul, Kathy, and David attended the Raymond James National Conference in Nashville, TN – here they are enjoying some authentic BBQ

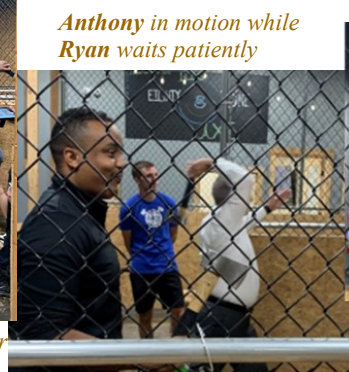
David and his wife Kim celebrated 4th of July in style and will soon be celebrating another big day— baby Olivia's first birthday!



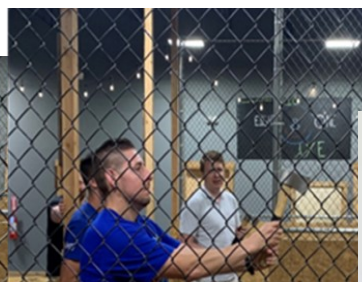
We work hard, we play hard. Last quarter, our teambuilding activity was....AXE THROWING! Now, you wouldn't think sharp objects and coworkers mix, but we had a great time and a little friendly competition – and no limbs were lost.



David and Jess line up their next throws

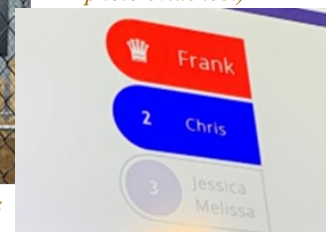


Anthony in motion while Ryan waits patiently



Frank shows Chris how it's done

To Chris' chagrin, Frank proved victorious in the tournament (yes, we have photo evidence!)





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Five of our financial advisors – Paul Tully, Chris Tully, Steffanie Lerch, Jessica Ortega, and David Koehler – hold the CERTIFIED FINANCIAL PLANNER™ certification, and Paul, Chris, Steffanie and Jessica also hold the Retirement Income Certified Professional® certification. The CFP® 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. 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.

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