



# RETIRE WHILE YOU WORK

THE NEWSLETTER OF DAVID ADAMS WEALTH GROUP

## Be Proactive. Plan with Purpose.



**W**e're a trusted partner to our clients. It's a responsibility we passionately embrace everyday. It means paying our experience forward at every opportunity and providing clarity when it's needed the most. Working together to understand where they are now and where they want to be. Not simply preparing for life's uncertainties, but anticipating them before they occur. Providing client-centric solutions backed by years of financial planning expertise with a focus on security and peace-

of-mind. Empowering our clients to live the life they've always wanted by delivering thoughtful, forward-thinking financial advice and planning. It's about having their best interests in mind every step of the way. Instinctively knowing the right course to ensure that their financial dreams come true. Establishing a plan for today with a vision of tomorrow and methodically making adjustments – and difficult decisions – when necessary. Firmly understanding our clients' financial blueprint better than they could possibly understand themselves.

Passionately committed to helping clients and families succeed at every step of their financial journey.

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AT DAVID ADAMS WEALTH GROUP, WE UTILIZE A TEAM APPROACH TO HELP OUR CLIENTS MANAGE THEIR WEALTH AND ORGANIZE THEIR FINANCES SO THEY CAN FOCUS ON WHAT IS IMPORTANT TO THEM.



David Adams Wealth Group, LLC  
2905 12th Avenue South | #108 | Nashville, TN 37204

Phone: 615-435-3644 | Fax: 615-435-3931  
davidadamswealthgroup.com

# A Complete Guide to Financial Goal Setting in 2019



Setting your financial goals at the start of the year can be a daunting, emotional process, but it doesn't have to be. Here's a complete guide to financial goal setting that will help you achieve more this year.

To make this process less overwhelming and more actionable, it's best to break down goals into short-term, mid-term and long-term categories.

## List Your Financial Goals

Make a list of your primary financial goals. Include the approximate date when you hope to achieve them, how much you have saved already, approximately how much you'll need, and where your savings are housed now. This list can serve as a benchmark for evaluating your progress. Remember that it's perfectly normal for your goals to change as your life changes.

Here are some ideas to get you started.

### Short-Term Financial Goals

Paying for the expenses you anticipate in the next few years requires a plan. Focus on minimizing the risk to your assets and preserving your wealth. Make sure the money you'll need in the near future is both secure and accessible.

#### Common Short-Term Goals:

- Buying a car or taking a vacation
- Making a down payment on a home
- Returning to school
- Establishing your own business
- Paying off debt

#### Possible Investments To Achieve Short-Term Goals:

- Savings accounts
- CDs
- Money market accounts
- U.S. Treasury bills
- Short-term bond funds

### Mid-Term Goals

To hone in on your mid-term goals, consider the next 10 years, concentrating on what you hope to accomplish and the expenses you anticipate these goals will cost. Planning for mid-term goals means carefully balancing investment growth and financial security.

#### Common Mid-Term Goals:

- Paying for children's education
- Purchasing a larger home or vacation home
- Buying a boat or recreational vehicle

#### Possible Investments to Achieve Mid-Term Goals:

- Stock in a variety of companies
- Stock mutual funds
- Exchange traded funds tracking a diversified range of indexes
- High-rated bonds or bond funds

### Long-Term goals

It's never too early to begin planning for your major financial goals. Realizing your hopes and dreams for the future calls for a persistent and growth-oriented investment strategy.

#### Common Long-Term Goals:

- Living comfortably during retirement
- Affording travel and hobbies
- Continuing to support your children
- Financial security for long-term health care
- Providing an inheritance for your heirs and/or creating a legacy

### Possible Vehicles For Achieving Long-term Goals:

- Stock Funds that invest in emerging and developing companies
- Stock mutual funds that invest in growing companies
- Exchange traded funds tracking a diversified variety of indexes

### Re-evaluating Goals Over Time

Your financial goals will likely change as your financial circumstances change. That's why it's important to reassess your goals periodically — at least once a year. During your annual financial check-up, ask yourself the following questions, and be prepared to make any changes you think are needed.

- Do my goals need to be readjusted?
- Have I made progress since last year?
- Are my investments aligned with my goals?
- Am I giving each goal the attention it deserves?

Intentionally setting financial goals makes our biggest dreams a reality. At David Adams Wealth Group, we do that by providing innovative solutions that empower our clients to live the life they've always imagined. It starts with carefully listening to our client's goals and making their priorities our very own.

***If you would like someone to walk through this process with you, we are here to help.***

## QUOTE OF THE QUARTER

*"I do not mistrust the future. I do not fear what is ahead. For our problems are large, but our heart is larger. Our challenges are great, but our will is greater."*

- George H. W. Bush



## Ask Myles Zueger

**Q:** I worry about retirement even though its years away. It's hard to balance saving for retirement while still providing for my young family's needs now. How do I strike the right balance?

**Myles Zueger:**

**A:** It helps to start saving as soon as possible even if it is not at the level you want to be saving for retirement or your child's education. As long as you start now, you get that money working for you. I recommend saving at least 10% of your total income but your goal should be 20%.



*Myles Zueger is a Senior Relationship Manager and member of the Investment Committee at David Adams Wealth Group. Myles can be reached at [myles.zueger@raymondjames.com](mailto:myles.zueger@raymondjames.com)*

## DAVID ADAMS WEALTH GROUP TEAM MEMBER SPOTLIGHT

### Getting To Know Your Team: **Meet Julie Schutt**

Julie Schutt has worked in the financial services industry since 2012. At David Adams Wealth Group, Julie's role as Office Manager includes assisting clients with appointment scheduling, marketing and communications, special events, and office operations. She provides a friendly, welcoming atmosphere to the office, and is the first contact many potential clients have with our team.

Julie is originally from Lebanon, TN. She graduated from Middle Tennessee State University with a Bachelor of Fine Arts, majoring in Graphic Design. She recently moved back to TN after nearly seven years

in California, where she got her start in financial services working in Operations/HR at a boutique accounting firm in Los Angeles.

Outside of work, Julie enjoys spending time with her husband, Jerad, and their German Shepherd, Otto, and cat, Coco. She also loves reading, cooking, kayaking, and being outdoors as much as possible. Julie and her husband are expecting their first child this summer.

**Julie can be reached at:**  
**Phone: 615-435-3644**  
**Fax: 615-435-3931**  
**[Julie.Schutt@raymondjames.com](mailto:Julie.Schutt@raymondjames.com)**



## 2018 RECAP

At the beginning of last year (2018), we compared the market in 2017 similar to the climb to the top of a rollercoaster. People were excited, it was a slow and steady climb, and there was not much in the way of surprises. We all have been on a roller coaster, and we know what had to happen next. The markets in 2018 were filled with steep declines and subsequent recoveries. Investors were nervous about what was coming next and some of you may have even closed your eyes. The fact of the matter is the volatility in 2018 was just a return to normality. However, it felt so distressing to investors because 2017 was a super smooth ride.

The S&P 500 was up or down more than 1% nine times in December alone, compared to **eight times in all of 2017**. It moved more than 1% 64 times during the year. In an average year the S&P 500 moves by 1% or more on 52 days. 2018 wasn't all bad. The S&P 500 set an all-time record on September 20, and the Dow closed at its record on October 3. The Dow also closed more than 1,000 points higher on December 26 – the first time it ever accomplished that feat.

We know prices can only go in one direction for so long. We think the correction in the market last year will actually serve as beneficial. It shook things up, it got nervous investors out of the market and opportunists who were on the side lines back in the game. It created some real opportunities for investors to buy good, long-term investments at steep discounts. We are currently managing this for our client portfolios and evaluating if any additional changes are needed to begin the year. There was an abnormal amount of trading in client accounts last year, mostly due to tax-loss harvesting and trying to take advantage of a losing investment when the markets were going through a weak period.

Here is a summary of various market returns for 2018:

Equities	Level	2018
S&P 500	2486	-5.20 %
Dow Jones 30	23062	-4.58 %
Russell 2000	3325	-11.72 %
Russell 1000 Growth	860.90	-2.46 %
Russell 1000 Value	670.14	-8.99 %
MSCI EAFE	1712	-13.74 %
MSCI EM	962.63	-14.52 %
NASDAQ	6585	-3.59 %

## 2019 - Outlook

We are cautiously optimistic that the markets will recover this year and do not believe we are at the beginning stages of a bear market. Fundamentals of the economy are still strong and continue to head in the right direction. The U.S. economy added 312,000 jobs during the month of December, which is the second highest reading over the past 30 months and well above the 200,000 average gains since the jobs recovery began in 2010. Average hourly earnings continued to creep higher, rising 3.2% year over year. These were the strongest yearly wage gains since 2009, and we believe this will continue with a tightening labor market. GDP (Gross Domestic Product) was +3.4% for Q3 2018 and while we are still waiting for Q4 figures, this is a positive sign for the overall U.S. economy.

Here is a look at what's happening in the economy and capital markets, as well as key factors we are watching:

### Economy

- Fed policy decisions will remain data dependent, meaning how the incoming information affects the outlook for growth and inflation.
- Trade policy will be a major uncertainty in early 2019. Tariffs on Chinese goods were set to expand at the start of the year, but that has been postponed allowing more time for negotiations. This is a positive sign.
- We could see an inversion of the yield curve in 2019, which has historically signaled that a recession is on the way. Some economists, and even a few Fed

officials, have suggested that "this time is different."

Fixed Income	Yield	2018
U.S. Aggregate	3.32	-0.23 %
U.S. Corporates	4.24	-2.75 %
Municipals (10yr)	2.54	1.38 %
High Yield	8.02	-2.23 %

- The transition to a slower, more sustainable pace of growth may be a challenge for investors, as such transitions are rarely smooth. However, the economic expansion should continue.

### Equities

- We have a positive bias to equities over the next 12 months and believe the current pullback is overdone for the short-term.
- Trade negotiations are expected to remain the center of investor focus in 2019. With the stakes (to global sentiment) high, we are optimistic both sides can arrive at acceptable terms as the year progresses.
- Long lead times to recessions after previous yield curve inversions and false signals cause us to refrain from over concern at this point.
- If the U.S. and China eventually work out trade differences and the U.S. economy remains healthy (two outcomes we expect), improving investor sentiment and solid earnings will allow equities to post healthy gains by the end of 2019.

### International

- The Chinese economy should continue to experience decent economic growth rates in 2019, especially if they bend with the wind on the trade front.
- Corporate earnings growth in Europe, as a region, looks relatively strong versus the United States using current estimates for 2019, and this has not been the case for some time.
- Emerging markets appear to be in the strongest position to spring a positive surprise in 2019, relative to other non-U.S. assets.
- As long as the global trade talks stay on track, the outlook for markets outside the United States for 2019 looks a lot better than it currently feels.

## Fixed income

- Muted fiscal stimulus, a widening government deficit, and a softening monetary policy suggest that interest rates will not make any dramatic moves upward. We expect the Fed to have one to two interest rate increases this year.
- Should certain geopolitical events come to fruition, they pack the clout to push interest rates significantly downward as investors rush to purchase safe haven assets, such as U.S. Treasury securities.
- 2019 will likely see a continuation of the push-and-pull dynamic that has kept interest rates in a narrow trading range.
- The steeper municipal and corporate yield curve may provide investors more attractive options than Treasury bonds.

## Bottom line

- Depending on their individual situation, investors should continue to adhere to their long-term strategic asset allocation as we move into 2019, particularly as they pertain to equity and fixed income positioning. Changes in spending needs will likely drive changes to your asset allocation targets.
  - While the economy and company earnings are expected to decelerate from the exceptional levels seen throughout 2018, the U.S. is still poised for growth.
  - Exchange rates are typically a wild card. If the dollar appreciates in 2019, non-U.S. investments will have a more difficult time outperforming their domestic counterparts. Since the recovery from March, 2009, international markets have lagged the U.S. markets by about half. This is why we believe there is such good value here and want to remain disciplined by continuing to own international companies.
  - We expect volatility to be a centerpiece in the market narrative. However, volatility remains the pre-requisite for opportunity and, to that end, we look forward to evaluating the opportunities and tradeoffs as they continue to improve.
- Please let us know if you have any questions about recent market events or how to position your long-term financial plan for the months and years ahead.

**David-** *It was a lifelong goal and major achievement to write a book that had been in his head for 5 years, and to dedicate it to his parents. He is looking forward in 2019 to building and growing his work team and culture, along with some exciting travel to Bali, Singapore, and South Africa.*



**Jolene** – *She enjoyed helping our team and clients stay calm during the 2018 market volatility, and earned her promotion to Director of Stress Management with all of the puppy kisses and belly rub offerings. She also just enjoyed her 2nd Birthday and fully expects her daddy to give her more and more attention in 2019.*



**Christine Kinsley** – *Snow-boarding trips are a priority for me during the winter months, and this year I was excited to have 5 of my best friends join me on the slopes in Breckenridge, CO! We had so much fun that a few of us extended our trip to Steamboat Springs, CO to enjoy a bit more champagne powder before heading back to Nashville.*



**Spencer Provow** – *2018 was a year full of tears and full of laughs. Natalae Grace (3) and Adley Kathryn (1) are keeping Rebecca and I on our toes. We're looking forward to exciting times in 2019.*



**Jeri Anne Agee** enjoyed vacationing with her family at the Hard Rock Hotel and Casino in Punta Cana in the Dominican Republic. One of their favorite excursions was swimming with the dolphins.



**Myles Zueger** – *Myles took a trip to Boston this past year to celebrate his birthday. He enjoyed taking in the culture and history of the city. 2018 was a great year and he looks forward to all that 2019 has to offer!*

**Carson Odom** – *Carson and his wife, Rachael, welcomed their first daughter, Ada Jane, in October. He is looking forward to finishing his licensing exams this year before he takes a family vacation to Destin.*



**Julie Schutt** - *Julie and her husband, Jerad, enjoyed an incredible vacation in Sedona, AZ in the fall (one of their favorite places to visit). Their friends drove up from Los Angeles to meet them for hiking, scrambling, exploring the city, and eating all of the delicious gluten-free pizza.*



## To Our David Adams Wealth Group Friends and Family,

The end of 2018 brought many celebrations spent with friends and family, as we wrapped up a very busy year both personally and professionally. Earlier this year, I was able to surprise my father with a new red mustang, similar to the first one he bought when he was in college and drove to pick up my mother on their first date, 45 years ago. That brought so much joy to my soul and made all of the stressful times in this business worth it, seeing the tears in his eyes and the genuine childlike excitement. I turned 40 this past year, and it was needless to say a period of great reflection, as I soul searched for what I wanted my "second half" to look like. A group of my closest friends planned an intimate dinner and evening to celebrate, and my heart was full.

I wrote and published my first book, which was a goal I always had to do by the time I turned 40. Being a goal oriented person, I finalized the last draft literally on my birthday. As the holidays rolled around, I wanted to do something special for my mother, and surprised her with a new piano for Christmas. Once again, I got to see the tears and excitement, this time from my mother. Hearing her play for hours over the holidays once again reminded me of the true joys in this short life of ours, and how important it is to focus on those we love, and not all of the chaos around us. Our David Adams Wealth Group team finished the year with a nice evening and dinner on top of the Bobby Hotel in downtown Nashville, recognizing a busy year of growth and transition.

All of us are ready to jump right back into this new year, and achieve more for our families, at work and at home, in 2019.

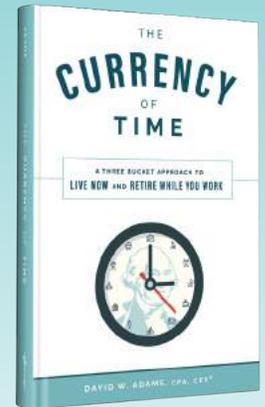
A handwritten signature in black ink that reads "David Adams".

David Adams, CFP®  
President, David Adams Wealth Group, LLC

## Our New Book Was Released in January!!!

Retiring while you work is possible no matter your level of wealth. In his book, *The Currency of Time*, author David Adams introduces his three buckets of life approach to create fluid life financial plans, not emergency retirement quitting plans. Using the three buckets approach will help you feel more free, joyful, and fulfilled. We can all find joy in the journey of life while still satisfying our ambitions, goals, health, and personal and spiritual lives.

—David Adams



## Professional Update: David Adams

At David Adams Wealth Group, we're putting 2018 in the books as our best year ever, and we're confident that 2019 will provide more growth opportunities for the team.

Last year was a year of expansion and transition- in our staff, services, and family of clients. We added Myles and Jeri Anne as relationship managers, and they have been absolutely amazing, learned our processes quickly and have already been promoted in 2019 to Senior Relationship Managers. It was bittersweet saying goodbye as Alex and her husband moved to Pensacola Beach, and to Chevonne as we worked together to transition her to a new opportunity at a local bank. I am so thankful for their friendship and how smooth the transitions went, and it opened up new opportunities for the existing team to be promoted and grow into new roles. Julie continued to thrive running our office, and was promoted to Office Manager during the year. Her role in helping

manage and structure the office- team meetings, employee reviews, scheduling- has helped us become even more efficient. We welcomed Carson to the team at the beginning of this year, and he's already full steam ahead and I couldn't be more proud of him. Our team grew its assets under management to over \$300m, bringing in around \$30m in new assets in 2018. It's safe to say we wouldn't have been able to achieve this growth without an outstanding team, and I am incredibly grateful for the hard work and growth each member of our team has demonstrated during this period of transition and expansion.

And even more so, we are grateful for you, our family of clients who have supported us from the beginning and allowed us to grow responsibly. We are walking into this year with our visionary hats on - reassessing, setting goals, and strategically planning for a better future.



**A**s a business owner, you spend most of your working years on steady, profitable expansion. When you're calling the shots, there's no limit to your growth, and there's always more to achieve.

Then, seemingly out of nowhere, the time comes to consider hanging up your hat as the leader and strongest work horse. It's time to slow down, step back and start planning for a new goal: your business exit.

"You've spent your whole life putting in the hours — building something strong from the ground up. Business growth is what you know. It's your skill, your identity," said David Adams, President of David Adams Wealth Group. "But what happens when it's time to change that?"

When assessing a business exit, David Adams Wealth Group completes a comprehensive Personal and Financial Assessment to determine the guidelines for a profitable business sale.

"When determining how much you'll need in your pocket after your business is gone, it's actually most effective to start with your personal goals," David said.

First, David will help you figure out how you'd like to spend your time once the business is sold. Together, you'll determine whether you'd like to leave a legacy for your family, how much you want to travel, what hobbies you'll spend money on and more. Essentially, you're planning to do

## How To Decide With Your Head Not Your Heart

Business exits are racked with emotion and indecision. Learn how to approach your sale without the emotional burden, so you can get what you need.

all the things you've wanted but put off because of work.

"It often opens up a new dialogue between husband and wife and, sometimes, within the larger extended family," David said, "but together, we'll evaluate how much you'll need to live the life you've imagined."

Next, it's time to evaluate the financial side of the sale. David will walk you through possible future expenses, including any future moves or estate changes, health costs and more.

"We evaluate your needs and wants, so we have a gameplan for exactly how much you'll need to feel safe and happy after working so hard for so long," David explained. "We believe this is a more efficient process than trying to evaluate the exact worth of your

business at the time for the sale."

By determining how much you'll need, as well as how much you want, you can make the decision to sell based off a secure plan and a single target number — not an emotional, reactive or gut decision during a crucial moment. Then anything above your target is, essentially, gravy.

"This process gives people a range to make decisions within," David said. "It lessens the emotional burden of the decision to sell, and for how much. Otherwise, the lack of clarity breeds anxiety, instead of allowing you to prioritize what's important: the security to continue achieving more."

**To learn more about planning your business exit — or retirement planning for business owners — please visit [davidadamswealthgroup.com](http://davidadamswealthgroup.com)**





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DAVID ADAMS WEALTH GROUP, LLC  
2905 12th Avenue South, #108  
Nashville, TN 37204  
davidadamswalthgroup.com

## UPCOMING EVENTS:

# RETIRE WHILE YOU WORK

WINTER/SPRING  
2019

### Dates & Times:

*David's Currency of Time Book Celebration*

March 7th, 6-8pm at Thistle Farms

*Market Update with Jeff Saut,*

May 22nd, Lunch and Dinner Sessions

Learn more or register; space is limited:

davidadamswalthgroup.com

or contact Julie Schutt with any

questions at 615-435-3644 or

julie.schutt@raymondjames.com

## Year-To-Date Returns as of 2/15/2019

### EQUITIES

S&P 500

11.41%

Dow Jones 30

11.69%

MSCI EAFE

8.93%

NASDAQ

12.87%

### FIXED

U.S. Aggregate

1.21%

Municipals

1.15%

High Yield

5.78%

### COMMODITIES

Oil

22.15%

Gold

2.90%

BBG Index

6.54%

MARKET  
UPDATES

**DISCLOSURES:** Any opinions are those of the financial advisor and not necessarily those of Raymond James. The information is not a complete summary or statement of all available data necessary for making an investment decision, and does not constitute a recommendation. The information has been obtained from sources considered to be reliable, but we do not guarantee that the foregoing material is accurate or complete. All investing involves risk and you may incur a profit or a loss. There is no assurance that any investment strategy will be successful. Asset allocation and diversification does not ensure a profit or protect against a loss.

The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market. Dow Jones Industrial Average (DJIA), commonly known as "The Dow" is an index representing 30 stock of companies. The MSCI EAFE (Europe, Australia, Far East) index is an unmanaged index that is generally considered representative of the international stock market. The NASDAQ Composite Index is an unmanaged index of all common stocks listed on the NASDAQ National Stock Market. The Bloomberg Barclays US Aggregate Bond Index is a broad-based flagship benchmark that measures the investment grade, U.S. dollar-denominated, fixed-rate taxable bond market. The Barclays Municipal Index consists of a broad selection of investment-grade general obligation and revenue bonds of maturities ranging from one year to 30 years. It is an unmanaged index representative of the tax-exempt bond market. The Barclays US High Yield Index covers the universe of fixed rate, non-investment grade debt. Eurobonds and debt issues from countries designated as emerging markets (sovereign rating of Baa1/BBB+/BBB+ and below using the middle of Moody's, S&P, and Fitch) are excluded, but Canadian and global bonds (SEC registered) of issuers in non-EMG countries are included. Commodities may be subject to greater volatility than investments in traditional securities. Investments in commodities may be affected by overall market movements, changes in interest rates, and other factors such as weather, disease, embargoes and international economic and political developments. Bloomberg Commodity Indices (BCOM) are financial benchmarks designed to provide liquid and diversified exposure to commodities via futures contracts. Keep in mind that individuals cannot invest directly in any index, and index performance does not include transaction costs or other fees, which will affect actual investment performance. Individual investor's results will vary. Past performance does not guarantee future results. The MSCI EAFE (Europe, Australasia, and Far East) is a free float-adjusted market capitalization index that is designed to measure developed market equity performance, excluding the United States & Canada. The EAFE consists of the country indices of 22 developed nations. Raymond James is not affiliated with the book or author mentioned. Securities offered through Raymond James Financial Services, Inc. Member FINRA/SIPC. Investment Advisory Services offered through Raymond James Financial Services Advisors, Inc. David Adams Wealth Group is not a registered broker dealer and is independent of Raymond James Financial Services.