



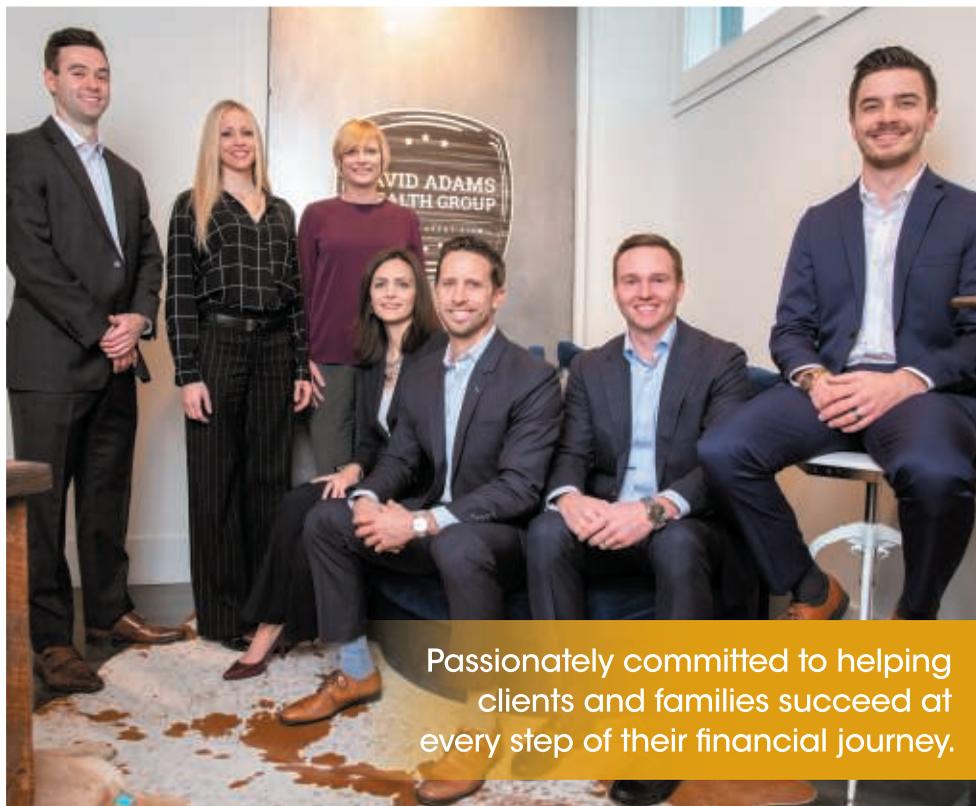
RETIRE WHILE YOU WORK

THE NEWSLETTER OF DAVID ADAMS WEALTH GROUP

Plan with Purpose. Live Your Best Life Now.

Life has its complexities. We understand that your financial journey is unique and includes personal choices with significant consequences. You need a partner that transforms the complex to simple. Someone who provides clarity and a clear understanding, helping to show that the path to your dreams – and that of your family – is real and achievable. ***It's what we do every day.***

Carefully listening to your goals and providing the knowledge and insight to create a plan that is designed to precisely fit



your future. Anticipating life's uncertainties before they occur. Being by your side to help make the difficult decisions, celebrate life's joys and be your trusted partner every moment in between. After all, you want more in life and that requires a partner that shares your values and provides confidence that you and your family can live the life you've always imagined.

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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

5 Steps to Spending Sudden Wealth

by David Adams, CPA, CFP®

Research in the fields of neuroscience, psychology and sociology found that receiving even three months' salary in the form of a lump sum could be enough to cause an emotional chain reaction in most people. In fact, sudden wealth is proven to bring emotional baggage and confusion into a person's life, along with new financial opportunity.

That's why we believe it's important to understand the psychology of sudden wealth — and have a plan in place to proactively take steps to manage the financial and personal burden of such an experience. Here are 5 steps to financially and emotionally prepare yourself before you spend the first penny, in the case of sudden wealth.

1. Decide what's important to you.

The first thing you want to do when receiving sudden wealth is seriously consider what's important to you. First, think big picture. Will this money be life-changing? How do you hope it will change your life? Who will you share it with, if anyone?

Next, start to envision some of the details. We recommend focusing first on any immediate financial needs you have been delaying because of a lack of resources. These basic needs could include debt or a mortgage repayment. Make a list of these basic needs — that's where you'll be spending your newfound wealth first.



2. Assemble your team of advisors.

Now that you've figured out your basic needs, it's time to assemble your team of advisors. Especially if this is a life-changing amount of wealth, you'll want the right team of professionals to guide you through this next phase — without making costly mistakes or succumbing to common emotional pitfalls. These professionals may include a: CERTIFIED FINANCIAL PLANNER™ Professional, tax preparer/accountant, estate attorney, insurance broker, and more. The important thing to remember here is you're not alone in this process, and you don't have to act alone.

3. Create a wealth management plan.

Once you've decided what's important to you and hired your team, it's time to create a comprehensive wealth management plan. While this plan should include all professionals, we suggest having a CERTIFIED FINANCIAL PLANNER™ professional act as the quarterback of your wealth management plan, ensuring everyone works together to help you win the long game.

You'll likely have a couple of major decisions to consider upfront. If you have control over when and how you'll receive your windfall, for example, this is the time to make that decision. You'll also want to decide whether you're going to spend the principal or the earnings. Determine a plan that will work for you, so you don't make an emotional decision you'll regret later.

Next you'll need to address tax concerns and determine the best strategies to help you mitigate potential consequences. Ideally, you want your CERTIFIED

FINANCIAL PLANNER™ Professional and accountant to work together, to make sure your tax planning and preparing needs are being fully met.

4. Solidify your plans.

Now that you have a plan in place, and your team of professionals is actively guiding you, it's time to take a pause. Sleep on it. Take time to just relax and reflect. Then revisit your plan and see what comes up. Is it in line with the life you want?

Now that everything has been sorted, it's time to firm up your mindset. How do you view this sudden injection of wealth? Is it truly a life-changing amount of money? You may be able to suddenly quit your job and focus on a passion project, living a completely different lifestyle than before. Or you might continue living a similar lifestyle, with more security and confidence in your financial foundation.

5. Spend wisely.

You've reached the final and most rewarding step of receiving and securing sudden wealth. Before you go wild, decide how much money you can stand to burn. Don't derail your plans now with a no-limits spending spree. You can, however, probably afford somewhat of a spending spree. So set a limit, and have a little fun and always remember to choose experiences over things.*

If you've received or are expecting sudden wealth, start the conversation today. To set up a consultation with one of our financial advisors, please call David Adams at 615-435-3644.

INVESTMENT UPDATE Q4

The first three quarters of 2019 rapidly passed but not without noteworthy market performance. While the markets appeared flat last quarter, they were not sideways. In fact, that would be far from the truth. The S&P 500 peaked on July 26th at 3,025* but shortly after experienced a downside volatility. August was full of “ups and downs” with the market bouncing between a trading range. September allowed the market to turn positive for the quarter but gave most of those gains back towards the end.

This last quarter of 2019, our focus will be to ensure our client portfolios align to their strategic allocations based off risk tolerance and cash flow needs. During a year with positive markets, we take advantage of the opportunity to rebalance accounts where needed and take profits off the table. Doing so, we sell on our terms and strive to eliminate the need to raise cash in a negative market environment for the clients that need it.

Lower Interest Rates

In July, the Fed cut rates for the first time since 2008, during the great financial crisis. The central bank cut rates again for the second time in September, lowering the overnight funds rate in a target range of 1.75% to 2.00%.

Negative rates in the US? Not likely. The Fed has a significant and effective toolkit of preferred options if easier monetary policy is required. Negative-yielding assets are a concern with the size of global negative yielding debt exceeding a \$16 trillion threshold, accounting for around 30%* of the market value of Bloomberg Barclays Aggregate Index.

According to Olumide Owolabi, Portfolio Manager of Neuberger Berman Global Fixed Income, the Fed will likely rely on the following mix of policies, if needed, rather than pursue negative rates.

- **Interest Rate Adjustment:** The current short-term rate is in the 1.75% - 2.00% range, giving the Fed reasonable scope to reduce rates back to zero, if needed.

- **Forward guidance:** The Fed seems more interested in a policy mix of zero interest rates with a commitment to not raise rates unless certain economic objectives are achieved.
- **New Asset purchase program:** The Fed's balance sheet is 18% nominal GDP, greatly reduced from its 25% level in Q3 2018. This provides room for quantitative easing.

What we learned so far from the short history of a negative interest rate environment is mixed at best. Economies that implemented this policy approach experienced an initial bounce in financial conditions, economic activity and inflation dynamics, but the gains did not last long.

Climbing a Wall of Worry

We've been through periods like this before. From 1969 to 1982, the

markets went sideways. This period of time included war, oil shocks, and 20% mortgage rates. The next period of time from 1982 to the end of 2000 was one of the greatest periods of wealth generation in history. This involved the globalization of American brands and PC penetration into our daily lives. Most recently, markets went sideways from 2001 to 2013. This period also included war, the “Tech Wreck” of the early 2000's, and the consumer debt bubble collapsing.

While we think we are towards the later stages of a bull market and we are seeing a slowdown across global markets, we are excited for the “Radical Efficiency” that technology and innovation is providing. Technology is changing the way we do business, interact, and gain our information. Look what 60 internet seconds look like today:



Source: Business Insider, Statista & Go-Globe.com

Given this, we think this next expansion in the economy will be driven by changes in the food industry, mobile services, content, and innovations in the treatment for illnesses and major diseases. “There is no such thing as a passive approach towards low risk investing...”

Sources:

1. Google- Finance
2. Negative Interest Rate Policy: Could It Happen in the U.S.? – Neuberger Berman
3. Delaware SMID Cap Growth Fund Pitchbook

Don't allow fear to drive your investment decisions.

Please let us know if you have any questions about the recent market events or how to position your long-term financial plan for the months and years ahead.*

*See disclaimers on the last page.

FROM THE DESK OF DAVID ADAMS

To Our David Adams Wealth Group Friends and Family...

What a year this has been, and as cliché as it is to say, boy did it go by fast! This year started off on the personal side dealing with a very delicate issue with my mother's health, as many of you know about already. Signs



of early dementia crept in and sent the family into a whirlwind for a few months, and also brought us closer together. I experienced some very intense emotions during this period and learned a lot, ultimately partnering with my sister and father to find the proper care for my mother. I'm proud to say that we are currently in a very stable care situation for her at home with my dad and a good group of doctors watching over us. My heart goes out to any of you dealing with similar family dynamics and caretaking loved ones. My heart is just so happy to be able to spend some quality time with my mother again after what felt like may be no more. I cannot stress how valuable every moment is with those we love, and how time is the true currency...



Which leads to one of the most fulfilling parts of my journey on the business side with the January release of "The Currency of Time", my first book that was dedicated to my amazing, loving, and



selfless parents. It's been so fun sharing my message, speaking to book clubs and groups around town (and out of town), and helping more people than I was previously able to one on one in our office. Thanks to all of you who supported and encouraged me through the process, and who read my message and shared it with others. You are the best!



Many of you know that this season of life for me has introduced the deep desire for world travel and accumulating experiences and memories. I had a great time



going to Bali and Singapore this summer with my best friends, Josh and Carly, and their daughter, Luna. This amazing journey was followed up during the Fall with a trip to South Africa for the Raymond James Chairman's Council Trip, in which we experienced safaris in Kruger National Park, Victoria Falls in Zimbabwe, and Table Mountain in Cape Town. I feel so blessed and fortunate for this time with dear friends seeing God's beautiful creations. I am currently working on my travel Vision Board for 2020 and hope to share it with you soon.

I look forward to being with family over the holidays, cherishing every hug and "I love you" with my mother, and watching my niece turn 11. As we get ready to wrap up another year, we wish you and your family as many warm days and family gatherings as possible.

David Adams, CPA, CFP®

President, David Adams Wealth Group, LLC

BUSINESS UPDATE

The professional highlight of 2019 for our team was how deeply we connected and bonded, how efficiently we are running as an office, and the growth of the company culture. I am so proud watching my team grow together, and truly become a family.

Part of this bonding was centered around us all going to the Raymond James National Conference for Professional Development in Las Vegas. We spent a week of full days learning and getting Continuing Education credits, night dinners and shows as a team with other advisors and vendors, and heard some amazing speakers from around the country. I also was asked to give a Keynote presentation on "Finding and Branding Your Why" in which I shared how I got into the business, lessons my father taught me along the way, and my new philosophy of "Retire While You Work" that hopes to change the way this country views money and time.

This Summer I was asked to go to the Raymond James Chairman's Council Retreat, in which 40 of the firm's top advisors gathered with Executive Management to share ideas to help our practices and our clients grow and preserve wealth

during this economic climate. I am so thankful to be a part of this group where everyone is an open book and wanting to help each other grow, sharing their best ideas. I walked away with some small tweaks to our practice that together, are taking us to the next level. We also found out our office qualified for the 2020 Chairman's Council, and were in the Top 40 out of 7,000 advisors in the country.

More exciting than any of that stuff was our Office Manager, Julie Schutt, welcoming her baby boy Hugo to the world. Julie enjoyed her 4 months at home to spend time with Jerad and Hugo, rest, and then feel ready to come back to the office. We are so thankful for her healthy pregnancy and delivery and to have her back with us on a daily basis. Also, I made baby Hugo an internship offer and Julie is currently reviewing the contract and terms and sharing with Hugo's agent to see if he will accept...more later on that.

As we wind down for the year, we tend to use the holiday season to be intentional with goal setting for 2020, as well as review all client accounts for ways to minimize taxes, rebalance portfolios, and get prepared for what is likely to be a roller coaster 2020 Election Year...and with the mention of politics, I'll digress and simply say, Happy Holidays, we are so thankful for you and wish this season to be full of love and memories with your favorite people!



Favorite Holiday Traditions

We asked the David Adams Wealth Group Team what their favorite holiday tradition was and here is what they had to say...

JERI ANNE AGEE: "My favorite family tradition is Thanksgiving at my brother's lake house in Alabama. The weather is usually nice enough that we can eat outside."



Jeri Anne and her two daughters, Peyton and Avery.

JULIE: "My husband and I usually spend the holidays exploring a national park. We've visited the Mighty Five parks in Utah, Monument Valley in Arizona, and Yosemite during the holidays, amongst others. We can't wait to pass this tradition on to our son Hugo, and hope he enjoys the outdoors as much as we do!"



Julie, husband Jerad and baby Hugo

SPENCER: "This is the time of year where my wife Rebecca has the Hallmark channel on nonstop. If there's a Thanksgiving, Christmas, or New Year's Eve movie that comes on it will be watched at our home. Fall is also the best season of the year for golf."



Spencer and his youngest Adley Kathryn



CARSON: "Every year, the Saturday after Thanksgiving is opening day for duck season in TN. Every year that morning is spent in a duck blind."



Myles & Fiancé, Emily.

MYLES: "Every year on Thanksgiving morning we find a Turkey Trot 5K and run it before we feast!"



CHRISTINE: "My favorite holiday tradition is to go snowboarding with family and friends. This year will be our 9th annual trip!"



JOLENE: "My favorite thing to do on Thanksgiving and Christmas is to identify the person at the table who will most likely give me table scraps while Daddy isn't looking"

BOOK & PODCAST ANNOUNCEMENT:

RETIRE WHILE YOU WORK PODCAST



As you know I have written "The Currency of Time" in hopes to share the message that the concept of retirement is broken with more people than I can reach in my office, and I wanted to thank you all for spreading the word and bringing the book in the Top 3 of new releases on Amazon's list. To deliver the message even further, I have started a "Retire While You Work" Podcast, which can be found on iTunes and Spotify. If you would like to sign up to get alerts when a new episode is released, email us at davidadamswealthgroup@raymondjames.com. Please continue to get the word out there so people can begin living the life of their dreams.

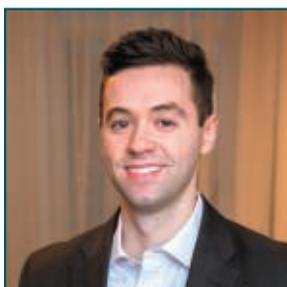


Quote of the Quarter

"There are two primary choices in life: to accept conditions as they exist, or accept the responsibility for changing them."

~ Denis Waitley

DAVID ADAMS WEALTH GROUP TEAM MEMBER SPOTLIGHT



Getting To Know Your Team: **Myles Zueger**

Senior Relationship Manager

Myles Zueger has worked in the financial services industry since 2014. At David Adams Wealth Group, in his role as Senior Relationship Manager/Wealth Management Advisor, Myles works to develop comprehensive financial plans for clients and serves as a member of the investment committee, helping to create, build, and implement various investment strategies used by the practice. In addition, Myles is involved

with sales activities, where he helps to assist with various compliance and supervisory tasks and objectives. It is Myles' passion to help those clients he works with develop and realize their financial goals and priorities and create a lasting plan to achieve them.

Myles is originally from Stockton, IL. He graduated from The University of Wisconsin-Platteville in 2014 with a degree in

"You never know whose day you can turn around with a simple act of kindness."

Business Administration; with an emphasis in finance and marketing. He moved to Nashville in 2014. Myles joined David Adams Wealth Group in January of 2018, and holds his Series 7, Series 9, Series 10, and Series 66 licenses. He also holds his life and health insurance licenses for the state of Tennessee.

Outside of work, Myles enjoys spending time with family, friends, his fiancé Emily and his Goldendoodle, Walter. He also enjoys reading, cooking, traveling, and health and fitness.



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

Winter 2019- Quarter 4

RETIRE WHILE YOU WORK

The Newsletter of
David Adams Wealth Group

SAVE THE DATE!

16th Annual David Adams Wealth Group

CLIENT APPRECIATION EVENT

Hutton Hotel | December 5th | 6:00 pm to 9:00 pm

Learn more or register; space is limited: davidadamswealthgroup.com or contact Julie Schutt with any questions at 615-435-3644 or julie.schutt@raymondjames.com

2019 YEAR TO DATE RETURNS

as of October 31, 2019. Source: us.spindices.com

Equities

S&P 500	23.16%
Dow Jones 30	18.19%
MSCI EAFE	17.43%
NASDAQ	26.07%

Fixed

U.S. Aggregate	8.85%
Municipals	6.94%
Corporate High Yield	11.71%

Commodities

WTI Crude Oil	19.31%
Gold	17.94%
Bloomberg Commodity Index:	5.22%

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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.

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RJFS Chairman's Council Membership is based on prior fiscal year production. Re-qualification is required annually. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisors future performance. No fee is paid in exchange for this award/rating.

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