



January 2018

Do you have as much trouble setting New Year's resolutions as I do? Seems as time goes by, there are way more things I want to do than time available, so I have pretty much stopped making resolutions at the start of the year. I do, however, try to make them for the upcoming quarter and find I am a bit more successful at achieving them if I do it this way. How about you? During our next meeting together, we'd love to talk about how do you make your goals and how often do you update them. We are always learning new ways to do things from our clients

In reviewing what happened at The Lubitz Financial Group during 2017, it was a year of high's and low's. For the lows, more than a few of our very long tenured clients passed away, and when you have worked with someone for over a decade and even 2 decades, the pain of loss is acute. Fortunately, most of them had introduced us to their children, so when the kids needed help sorting through their deceased parent's affairs, they had a comfort level with us so we could be more helpful to them. And in most instances, their children continued the family 'tradition' of working with us to help them make good financial decisions today and for the future.

We had more highs than lows, similar to the stock market last year. Our team celebrated the 20th anniversary of The Lubitz Financial Group with a dinner cruise on Biscayne Bay with over 90 of our clients and friends. We welcomed Nercys Rijssenbeek to our team as Administrative Assistant and she has brought an energy and positive new ideas to the team and a big smile when you visit our office. Nancy Mele continues to keep our office running in a smooth and compliant matter and the team handled the Hurricane Irma event with compassion and professionalism. Madeline Jusino, our Client Services "Chief" is taking on some new responsibilities and will start working with our Advisory team to help with some of the behind the scenes work that must be done in order to prepare for our meetings with you. Josh Davison has maneuvered your portfolio over the year to both take profits from our rising markets, but also has an eagle eye on how to do it in a tax-efficient manner. Jorge Padilla, as Senior Client Advisor managed the brunt of our financial planning and advisory work with the assistance of Philip Herzberg. Both Jorge and Phil spend a fair amount of their time giving back to our profession and community through their involvement with local and national professional organizations and local charities. I continue my bi-coastal life, coming up to 15 years now, and continue to be the primary driver for business development. This, however, is changing with our firm's focus on creating a culture of awareness of how we can help people when we hear of opportunities, and I am most happy for the future with this focus, everyone has an eye out for possible new clients.

On the investment front, as you might imagine, we are regularly asked about the new heights of the stock markets in the U.S and overseas. Did you know that the Emerging Markets 2017 return was up 37% while the U.S. Large Company index returned 22%? While you know that we are definitely not market timers, where we can, we have been taking some of the profits from these very nice gains over the year, and again at the start of this year. But what are the risks for 2018? In our opinion, risk is usually the result of a very high degree of confidence among investors in one particular outcome that either doesn't end up happening or suddenly appears a lot less likely to happen. Where these risks seem to be centering is in the following areas: Geopolitical, Investors chasing returns, Return of Inflation, Natural Disasters and the boom in Private



The Lubitz Financial Group

PERSONAL FINANCIAL PLANNING & INVESTMENT MANAGEMENT

and non-liquid investments. Should you want to discuss our take on these areas, we are here and most happy to have a discussion. But please know that whether these particular surprises materialize, a new year will *always* bring surprises of one sort or another. We know from past experience, that having a well-balanced and diversified portfolio (with enough cash reserves if you are regularly taking money out of your portfolio) is a key to successful investing.

Well that's all for now. Best wishes for a new year filled with what brings you joy and contentment.

Best personal regards,

Linda Lubitz Boone, CFP® and the Team at The Lubitz Financial Group