



**REBY ADVISORS**  
WEALTH REDEFINED

## Perspective, Planning and Patience



Effectively  
Managing  
Behavior has  
proven to be  
the key to long-  
term success.

First and foremost, I wish you and your loved ones good health during this time of uncertainty. If you have worked with Reby Advisors, I hope you know that our financial advice is designed to support the lifestyle you cherish – your well-being and happiness take precedence over everything.

So, how can we navigate this current crisis, help you remain financially secure and give you the best opportunity to achieve your goals? Through each financial storm since I founded Reby Advisors in 1985 – this is the sixth – effectively Managing Behavior has proven to be the key to long-term success.

This means avoiding buy-sell mistakes based on fear, sticking with a plan that factors in the inevitability of bear markets and looking for opportunities. I admit this is easier said than done, especially when we enter the uncharted territory of a financial storm caused by a global pandemic. In times like these, Behavior Management requires perspective, planning and patience.

**PERSPECTIVE.** Markets have always rebounded from bear markets and produced gains for investors over the long run. In 1985, the Dow Jones Industrial Average was just 1,300. Now, even in this bear market, it's above 20,000.

**PLANNING.** Market volatility is beyond our control, so let's focus on what we *can* control: understanding your income capability before and after the pandemic, refinancing any debt to take advantage of historically low interest rates and minimizing taxes through tax loss harvesting.

**PATIENCE.** I often ask anxious investors how much time they have to be patient before they need the money that is currently in the stock market. Do you plan on spending your entire retirement nest egg within the next 3 to 5 years? Certainly not, they usually say. So, why don't we focus on how we are going to access income from less volatile asset classes while we patiently await a recovery?

I am confident that our asset allocation strategy and your financial plan is designed to weather this storm. If you have any questions, concerns or fears you would like to discuss, please do not hesitate to reach out to me personally or your planner. We are here for you.

Bob



## Handling Market Volatility with Confidence

**Investing in 2019 was fairly easy. The Standard & Poor’s 500 Index (S&P) returned nearly 28% for the year with only a few bumps along the way. Today, however, we’re faced with a very different market.**

More and more uncertainties are seemingly hitting the headlines every day, from the global spread of COVID-19 and its potentially wide-spread economic impact, to a historically low Treasury note, and plummeting oil demand, resulting in a 20.9% drop in the S&P year-to-date (as of March 26th), wiping out more than a year of gains.

With the financial markets’ ups and downs over a short period,

it’s easy to spot patterns and just as easy to create patterns, if you so choose. However, long-term returns have historically been very favorable to investors who stick to their investment strategies during times of volatility and avoid the temptation of attempting to time the market.

You may be fearful today, with equities crashing and the 10-year note at historic lows.

COVID-19 may be new, but market shocks are not. They don’t have to be something of which to be fearful. We are continuing to watch market conditions. If you have questions or concerns, contact us today to discuss ways that we can answer your “what ifs” and help you feel confident in your savings and investment strategies.

### Market downturns happen frequently but don’t last forever

*Standard & Poor’s 500 Composite Index (1950–2019)*

SIZE OF DECLINE	-5% or more	-10% or more	-15% or more	-20% or more
AVERAGE FREQUENCY*	About three times per year	About once per year	About once every four years	About once every six years
AVERAGE LENGTH†	43 days	112 days	262 days	401 days
LAST OCCURRENCE	August 2019	December 2018	December 2018	December 2018

\*Assumes 50% recovery of lost value.

†Measures market high to market low.

Sources: Capital Group, Standard & Poor’s

## Q How does The CARES Act impact 401(k) and IRA accounts?

A Here are a few major changes:

- The 10% penalty for taking early distributions in 2020 has been waived for up to \$100,000 and, according to *Forbes.com*, “income taxes on a coronavirus-related distribution can be paid over a three-year period. The individual also has up to three years to recontribute the amount to a plan or IRA.”
- If you, a spouse or a dependent has been diagnosed with COVID-19 – or if you face economic hardship due to job loss, being quarantined or reduced hours – the maximum retirement plan loan has been increased to \$100,000. In addition, the repayment date has been extended by one year.
- Retirees above the age of 70½ no longer have to take 2020 required minimum distributions (RMDs) from qualified retirement accounts.
- Everyone’s situation is different, so please discuss with your financial planner or a trusted advisor prior to making a decision.



### THE MORE YOU KNOW

## 2020 Retirement Calendar and Checklist

### Bulletin Board Guide to Staying on Track!

#### APRIL

- Previously, April 1<sup>st</sup> was the last day to take RMDs from qualified retirement accounts. With passage of The CARES Act, 2020 RMDs have been waived.
- The April 15<sup>th</sup> Deadline to file your federal taxes has been **extended** to July 15<sup>th</sup>. However, it’s advisable to calculate whether you will owe or get a refund.
- 15<sup>th</sup> Pay your Q1 estimated taxes.

#### JUNE

- 15<sup>th</sup> Pay your Q2 estimated Taxes.
- 21<sup>st</sup> Longest day of the year. Enjoy summer!

#### JULY

- 15<sup>th</sup> Updated Deadline to file and pay your federal, Connecticut or New York state taxes.

#### SEPTEMBER

- Pay your Q3 estimated taxes.
- 30<sup>th</sup> Last day to determine beneficiaries after an IRA owner’s death.
- This month begin final quarter tasks.

## As Life Changes, So Can Your Risk Tolerance

At Reby Advisors, we use a Risk Tolerance Assessment tool that helps you and your advisory team make decisions about the most appropriate risk level for your portfolio. The program that we use takes into consideration both your willingness to take financial risk and your financial capacity to bear risk. When we blend these two things together, the outcome is an easy to understand, customized risk benchmark. The score, so to speak, provides direction on how to best allocate your portfolio. In addition to the risk

score, other factors must be taken into consideration, such as, time horizon, goals, and upcoming life events, to name a few.

There are often situations where spouses have very different feelings regarding the amount of risk that they are comfortable with; even though their ability to take on risk may be the same. When the assessment is completed individually, we get a better understanding of each person’s willingness to take on risk.

We all encounter life events that can change our circumstances, such as marriage, children, divorce, retirement and more. These events have an impact on our feelings about risk and can also impact our ability to handle risk. In other words, as our lives change, so can our risk outlook. In addition, market and economic events can impact our feelings toward risk. For all these reasons, it is important to review your risk outlook on a periodic basis and to let your advisory team know if there are changes to your situation.



“Wealth is not determined by investment performance, but by investor behavior.”

– Nick Murray

## Personal Finance Resources on Our Website

The Reby Advisors website is a great resource to learn more about upcoming events and personal finance topics ranging from cybersecurity and tax planning to retirement planning and investments. Here’s a quick guide to using our site:

### CYBERSECURITY

From the “Cybersecurity” tab in the main navigation menu, learn how to protect yourself from cyber crime and what to do if you have fallen victim.

### UPCOMING EVENTS

Get the schedule of public educational seminars by our team and partners by using the “Events” tab.



### EDUCATIONAL VIDEOS

Watch previous events and webinars by selecting the “Insights” tab in the main navigation and then “Videos & Presentations.”



## Congratulations to Beth Campbell on an Amazing Career

After 15 years, it is with mixed emotions that we announce that Beth officially retired from Reby Advisors at the end of March. While we are excited for her to start this next chapter, we will miss working alongside her, seeing her each day and sharing in the stories of her family. Having been a part of the Reby team for so long, Beth played an integral role in our company; her contributions and commitment will always be remembered and valued.

Many of you were fortunate enough to interact with Beth over the years, either at an event, in our office or over the phone; she was always there with a smile and a friendly greeting. Please join us in congratulating Beth and wishing her every happiness that life has to offer.

“Celebrate endings – for they precede new beginnings.”

– Jonathan Lockwood Huie

## We are proud to recognize our employees celebrating anniversaries:



**Rosanne Schepis,**  
Client Service  
Manager

April 3  
14 years



**Danielle Sanborn,**  
Client Service  
Manager

June 2  
16 years



**Donna Tumillo,**  
Client Service  
Manager

May 15  
3 years



**Antonio Gonzalez,**  
Client Service  
Manager

June 2  
1 year

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