





# tempus tidings

3RD QUARTER 2018

*I* hope your 2018 Independence Day was memorable and celebrated with those near and dear to you! I would like to thank all who supported the Help Our Furry Friends campaign last quarter. Thanks to your generosity, Tempus Advisory Group donated a little over a month of critical supplies to the shelter. Thank you again for being a part of our commitment to service and I hope you will consider supporting our Christmas in the Summer campaign this quarter! In this edition of Tempus Tidings, Tempus University will feature life insurance protection essentials. Although a familiar subject, it never hurts to revisit the fundamentals from time to time. I hope you enjoy the second half of summer and as always, please call the office at any time with questions or concerns! Start gathering your boxes of materials to shred. Our annual shred day is coming up August 25th!


*Brittany*



tempus  
ADVISORY GROUP

**SHRED  
DAY 2018**

**Saturday  
August 25th**  
9:00 am to 12:00 noon  
in the Tempus Parking Lot  
There will be a Coffee Bar  
& Donuts



# PRACTICE UPDATES

## Referral Appreciation Program

I am continually humbled by the trust and confidence you continue to place in our team. I sincerely thank you for trusting Tempus Advisory Group to help those you care about - there is no greater compliment than referring your family, friends, and coworkers. In addition to signifying a job well done, referrals are a critical component of our sustainable growth objectives. To that end, we are hard at work developing a referral appreciation program to thank and reward the opportunity to help those important to you in addition to helping Tempus Advisory Group flourish! We are targeting a 4th quarter 2018 completion date and January 2019 rollout. Lastly, your input is important to us, please feel free to email Amanda with any ideas, comments, or suggestions

## Tempus Advisory Group Facebook Page

Although this social media complex has earned some well-deserved criticism this year, it is an important and effective tool to stay connected and reach those who may benefit from working with Tempus Advisory Group. We also believe social media is an important source of visibility for Tempus Advisory Group and hope you will consider taking a few minutes to help us build our online presence by liking and following our page by completing the following steps:

1. Log into Facebook on your Desktop/Laptop computer or open the Facebook app on your mobile device (cell or tablet).
2. In the search bar at the top of page, type "Tempus Advisory Group," and hit Enter.
3. Tempus should be the first thing you see at the top of the page (if it is not, simply click on the "Pages" tab and Tempus should be the only page you see).
4. Click on Tempus Advisory Group to go to our page.
5. Once on the Tempus Facebook page, under the profile picture, click "Like."
6. Be sure to comment and like our posts. We want to hear from you!

## Asset Allocation Update

Despite the trade-war noise, economic data remains healthy and market data remains positive, such that, all Smart Growth and Managed Risk models remain in their most aggressive positioning with no allocation changes. However, our Researched model experienced slight adjustments in May and June in response to the rise in interest rates. Specifically, the Strategic and Fixed Income models shifted to a more defensive posture, while the more aggressive Balanced Income model adjustments were attributed to the rise in the 10-Year US Treasury yield.

## Christmas in the Summer

In 2013, in Lawrence County alone, there were 683 children referred to Children and Youth Services. In 2014 this number grew to 955 and in 2016 there were 1,295 children taken from their homes and away from their families due to poverty, alcohol, drugs, neglect, and abuse. This number continues to grow each and every year. Upon entering the system, these innocent children are often moved from home to home, many times with a small backpack of possessions, never knowing if they will have a bed to sleep in or where their next meal may come from. These kids grow up without ever knowing what a loving, supportive family is like and the cycle continues. Forty to fifty percent of these children never graduate high school. When they turn 18, they must leave the foster care system and are plunged into this world with no family, no support, and little hope.

Royal Family Kids Camp works to re-write the story for these very special kids. It is a national organization, but has many individual camps throughout the country, with one right here in Lawrence County. Royal Family Kids Camp (RFKC) gives foster children, ages 6 -11, a week of positive memories and royal treatment in a loving and supportive environment. The kids are taken to a summer camp for a week where they can just be kids again. Some of them have never rode a bike, gone swimming, had a birthday party, or simply had their very own bed to sleep in at night. During the week at camp, they get to do all these things and more! They are shown love like they've never known by people who truly care for them. The kids leave camp with a new sense of hope. They know that, somewhere, there are people who care about them, that they are special, and they get a small glimpse of what a loving, caring family is really like. One week can truly change these children's lives!

Our Amanda is on the board for Royal Family Kids Camp of Lawrence County, so this year we decided to do a "Christmas in the Summer" fundraiser to help support the camp! You can help by donating money or items! Items needed include: underwear and socks for both boys and girls, personal hygiene items (brushes, combs, deodorant, shower gel, shampoo, loofas), bath towels, nail polish, makeup, and books. If you would rather, simply make a check out to "Royal Family Kids Camp." Every penny and every donation will go directly to the kids as all positions are completely volunteer!

If you have any questions, call the office and Amanda would love to give you more information!

# MARKET UPDATE

As of 6-30-2018, the S&P 500 Index returned 2.6%, the US Aggregate Bond Index returned -1.6%, and the MSCI EAFE (global index) returned -2.7%. Despite a late-June spike, the VIX (volatility index) ended the quarter at 16.09 and has since returned to all-time low territory, dropping to 12.18 as of July 13 close. Here is a brief recap of what has been going on over the last month or so and what to expect in the month ahead.

### What's happening now:

**Market volatility:** As consumers have become more comfortable with the "trade war" rhetoric, the effects of the tax cuts and continued strength in economic data markets have continued to move along at lower levels of volatility (except for a few days here and there). Equity markets have pushed higher - while bonds have struggled as rates have risen - as would be expected during these conditions. We expect more of the same for the next month.

**Interest rates:** The Fed has raised its key interest rate twice this year, most recently in June. It penciled in 2 more rate hikes this year and 3 more in 2019. For now, central bankers believe the American economy is robust enough to stay on course. However, Federal Reserve Chairman Jerome Powell's team also made clear in their most recent report that the path of future rate hikes was subject to "considerable uncertainty," citing trade tensions and a declining unemployment rate that could cause the economy to overheat. Despite a rising dollar and escalating trade tensions, we believe the Fed will stay on target for the remainder of 2018.

**The economy:** The unemployment rate moved from 3.8% to 4% in the latest reading, but for all the right reasons. More workers are leaving government assistance and Social Security disability benefits to seek work in today's attractive economy. As more workers seek employment, we can sometimes see the unemployment rate rise a bit. Gains in the unemployment space have been broad-based, for example, current readings show close to the lowest recorded unemployment rates for African Americans and Hispanics.

**Trade war concerns:** The Trump administration is threatening to announce tariffs on another \$200 billion in Chinese imports, ranging from simple to complex goods. The Office of the U.S. Trade Representative published the list of more than 6,000 product lines and proposed 10% tariffs on them. The office will hear public comments on the plan and will reach a decision after Aug. 31, according to a senior administration official who briefed reporters on condition of anonymity. While concerning, we continue to feel these proposed tariffs are designed to bring other countries to the bargaining table. Expect some scary headlines in the coming weeks, but we believe the odds these tariffs will be enacted are low.

**Brexit:** The past month has been a tumultuous one for Prime Minister Theresa May. The resignations of Foreign Secretary Boris Johnson, the key figure in Britain's campaign to leave the European Union, and David Davis, her once-loyal "Brexit minister" in charge of negotiating the country's split from the bloc. Those in support of a hard Brexit (those who want a decisive break from the EU and Brussels) are now in revolt. International investment markets are viewing this shift as a move to a more "friendly" exit from the EU than would have happened with Johnson and Davis in their roles, however, that is likely not good for the UK. Many expect the EU to send a message through this process to other countries considering leaving the union.

**The month ahead:** The next month could see an increase in volatile markets. In the U.S., all eyes will be on President Trump and the next proposed round of tariffs. Internationally, Prime Minister May could cause waves as she tries to galvanize her party and make a push to stabilize Brexit negotiations. However, we don't expect any surprises from the economy or the Fed and any volatility to be short-lived.

**The bottom line:** We continue to see stable and healthy economic data. At this time, we have no economic data that supports a recession in the next 6 to 12 months.

## Protection Planning 101: Life Insurance Essentials

In the previous course on Life and Estate Planning, we asked you to play out the uncomfortable scenario of imagining your passing. Are you confident your survivors will have the resources to carry on financially in your absence?



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### What is Life Insurance

Life insurance is a form of risk management. In most cases, we consider life insurance a tool, rather than an investment. A tool that is vital to securing your personal financial goals. In the simplest of terms, life insurance is a financial contract that protects against loss. Despite its necessity, we believe the complexity of some policies often creates confusion which leads to skepticism. However, consider your homeowners policy. Although this form of insurance is more accepted in general, the risk of loss, due to fire for example, is quite low, whereas the "risk" of death is a certainty. This in no way is meant to imply home insurance is less important than life insurance. Rather, we believe it is a helpful analogy to keep in mind throughout this course.

### Why Life Insurance

There are many reasons to consider life insurance, the most common include:

- Income Replacement
- Debt Coverage
- Education Funding
- Family Protection
- Guardianship Planning
- Establishing a Legacy
- Funeral Expenses/Burial Coverage
- Charitable Giving
- Business Succession Planning

### What Type of Life Insurance

There are two basic forms of life insurance, permanent (cash value life insurance) and temporary (also referred as term). Each have unique benefits and limitations which are important to fully understand to make an informed decision as to the type that is optimal for your situation. Let's take a closer look and compare:

	<b>Permanent</b>	<b>Temporary</b>
<b>Coverage Period</b>	No maturity (as long as your policy is healthy)	Ends after a specified period of years
<b>Cost</b>	More expensive	Less expensive
<b>Value</b>	Carries a cash value	No value, use it or lose it

#### Question:

How can you be sure your risk management plan adequately addresses your life protection needs and financial goals?

#### Answer:

You can be sure your need and goals are met through Tempus Advisory Group's Strategic Seasonal Planning with Life Insurance Protection strategies. We work together to determine the exact amount of coverage that you need to cover your unique financial situation.

In addition to our analysis options that are designed to ensure your survivors and financial goals are adequately protected, Tempus Advisory Group offers a comprehensive suite of life insurance policy solutions. Our independence results in an open platform from which you can obtain the optimal policy for your unique situation. Our platform includes dozens of insurance carriers which means we have the ability to shop on your behalf to find the highest quality policy for the best value.



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## TASTES OF TEMPUS

Don't forget! If you have a recipe you would like to share, we would love to feature it here. Please email it to Amanda at [amanda@tempusadvisory.com](mailto:amanda@tempusadvisory.com).

### Caprese Orzo Salad

Prep Time 10 Minutes | Cook Time 10 Minutes | Ready in 20 Minutes

#### Ingredients

1 cup (7-ounces) dry orzo  
8 ounces fresh (water-packed) mozzarella pearls  
("perline," or tiny balls)  
1 pint grape tomatoes, halved  
1 (1/2-ounce) bunch fresh basil, sliced in a chiffonade

#### For the Dressing:

1/2 cup extra-virgin olive oil  
1/4 cup balsamic vinegar  
2 teaspoons Dijon mustard  
2 teaspoons honey  
1 clove garlic, minced  
1/2 teaspoon salt  
Freshly ground black pepper, to taste

#### Directions

1. Cook the orzo in salted water according to package directions. Drain and set aside to cool, tossing occasionally so that the orzo doesn't clump together.
2. While the orzo is cooking and cooling, prepare the dressing by combining the olive oil, balsamic vinegar, Dijon, honey, minced garlic, salt, and pepper. You may whisk it vigorously in a bowl, shake it in a tightly-sealed jar, or pulse it in a mini food processor.
3. Once the orzo is cool, transfer to a large bowl. Carefully mix in fresh mozzarella, tomato halves, basil chiffonade, and about 2/3 of the prepared vinaigrette, or as much as you prefer. Adjust salt and pepper, to taste. Serve immediately or refrigerate and serve chilled, stirring in additional dressing just before serving (since the dressing will soak into the pasta while in the fridge).

## UPCOMING EVENTS

Check out our events for this year. If any are appealing to you, please be sure to let our office know so we can reserve your spot!

Description	Date	Time	Location
Annual Shred Day	Saturday, August 25	9am-Noon	Tempus Office Parking Lot
CPR Class	Saturday, September 15	10am-2pm	Location TBD
Fall/Pumpkin Day	Saturday, October 6	10am-1pm	Iron Mills Farmstead
Pie Day	Wednesday, November 21	10am-4pm	Tempus Office for Pickup