

#HeartsforHealthcare

As of today, we have proudly donated several hundred masks to help slow the transmission of the virus and as an attempt to help preserve and extend our healthcare workers' supply of personal protective equipment (PPE). Nothing is more important to us than ensuring the health and safety of our clients and communities.

If you would like a fabric mask, please let us know and we will send you one.

Quarterly Newsletter, Vol. 3, Issue 2>>>

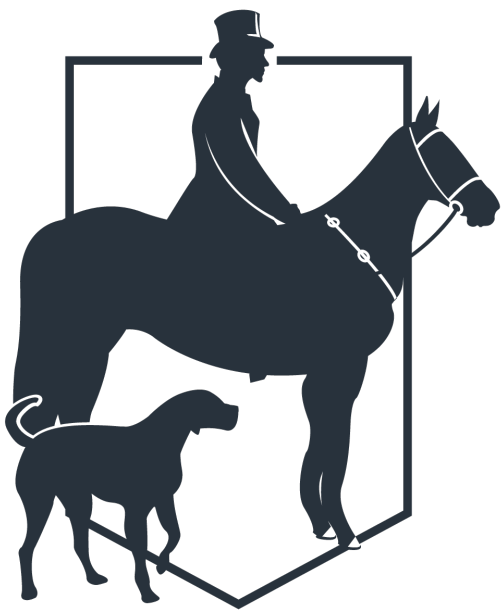
Phone: (540) 205– 8186

Email: advisor@huntcountryinvestments.com

Website: www.huntcountryinvestments.com

Facebook: www.facebook.com/financialadvisorvirginia

HUNT COUNTRY — WEALTH MANAGEMENT —



46 S. Loudoun Street
Winchester, VA 22601



Securities offered through Securities America, Inc., member FINRA/SIPC. Advisory services offered through Securities America Advisors, Inc. Hunt Country Wealth Management and Securities America are separate entities. Securities America and its representatives do not provide tax advice; therefore it is important to coordinate with your tax advisor regarding your specific situation.

Copyright © 2019 Hunt Country Wealth Management,
All rights reserved.



In This Issue >>>

2020 Mid-Year Review

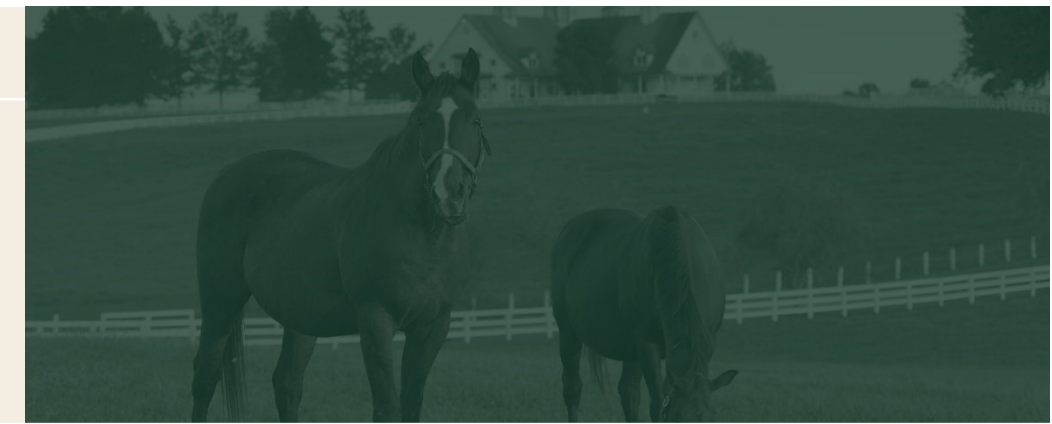
Virtual Office

Hearts for Healthcare

Wall Street Words

Early Retirement Packages

New Website and Video



- A Quarterly Insight Into Financial and Company News -

The Quarterly Report

Volume 3, Issue 2 | Hunt Country Wealth Management

Article One >>>

Virtual Office Opened

During this evolving health situation, the safety and well-being of our team, clients and families are our main priority. We greatly care about our client family and want to do our part to keep you healthy and to minimize the spread of the virus. In that spirit, our physical office is still closed for general in-person business but is still conducting business by email, phone, online meetings and video conferencing. We assure you that HCWM remains committed to delivering outstanding service, and we continue to be available to you and your financial needs.

We are all in this together, and we wish you and your families much health.

The 2020 Mid-Year Review

By: Chris Merchant, CFP®

What a rollercoaster year it has been. Flashback to the beginning of 2020— the economy was doing well, the stock market was hovering at all-time highs and most economic indicators looked good. Within a few months everything changed. The pandemic hit, we saw millions filing for unemployment and there was a global disruption to almost every aspect of our daily lives. Now that many industries are reopening, we are seeing broken supply chains and backlogs that may last months. Consumers are seeing shortages of products from kitchen appliances to bicycles. The virus appears to have peaked in many areas, but there are expectations that some places may have secondary outbreaks to varying degrees. The S&P 500 and the Dow Jones Industrial Average are down for the year but are currently recovering from the lows of March and April and could still reach their previous heights. What a wild ride it has been!

So, what lessons can we learn?

First, when you're in the middle of a bear market, regardless of the cause, it feels as if it's never going to end. But they always have, and the bull markets to follow have generally lasted longer than the bear markets. Gains have often been the strongest right after the market bottoms. Over the past 70 years, the average bear market has lasted 14 months and has resulted in an average loss of 33%. The average bull market has lasted 72 months, and the average gain has been 279%.

The second lesson is that as much as we'd like to avoid it, volatility is a normal part of investing. Although we can't predict it, we can prepare for it.

Continued...



The COVID-19 Recession Continued...

For those of our clients who are retired or are retiring soon and are using **Next-Phase™**, you probably felt pretty good about your decision to follow this process. This shows the importance of protection for the money you need for your upcoming retirement years. Many of you reached out to let us know how good it felt to have the peace of mind knowing you were prepared. For those clients who are in the accumulation phase, this shows importance of staying invested and sticking with a long-term strategy. For many of you, this will not be the last major economic event in your lifetimes. **But we know that to be successful you must stay the course.**

At HCWM, times like these remind us that we have a special group of clients, both those who are retired and those who are still accumulating for retirement or other goals. Both groups remained focused on their long-term investing goals. Having lived through other bear markets, I know the toll that times like these can have on investors’ confidence and peace of mind. At HCWM, we received phone calls during the pandemic, but mostly they were calls from our clients reaching out telling us how thankful they were that they prepared. That is unique, and I expect is much different than what many other firms experienced from their clients. We’re grateful to be partners with you in your future!

Wall Street Words

“The Fed”

The Federal Reserve Board “The Fed” was created in 1913 with the enactment of the Federal Reserve Act after a series of financial panics led to the desire for central control of the monetary system in order to alleviate financial crises.

The Fed determines monetary policy and takes action to implement its policies. A few of its core actions include:

- ◆ Acting as agent of U.S. Treasury
- ◆ Regulating the U.S. money supply (*one of their tools is lowering/raising interest rates*)
- ◆ Supervising the printing of currency

Because The Fed (through its actions) determines how much money is available for businesses and consumers to spend, its decisions are a critical aspect of the U.S. economy.



Should You Accept an Early Retirement Package Offered by Your Employer?

Financial Implication and Emotions may be Difficult to Balance.

Imagine your employer has announced it wants to eliminate several hundred jobs by offering buyouts, also known as early retirement packages, to a group of employees. What if that group includes you? You had no intention of leaving. You like your job, you’re paid well and your benefits are good. But now your employer suddenly appears to consider you expendable.

To quote a famous rock anthem – *Should You Stay or Should You Go?*

Evaluating the Financial Implications of a Buyout Package can be Difficult even if You’re More Than Happy to Go.



Should You Accept an Early Retirement Package Continued...

It gets complicated on the emotional side when you intended to be loyal but now see that loyalty has been betrayed. So, first consider the security of your job if you decide to stay. Will it be eliminated later on with a less attractive severance package, or possibly none at all? And if you stay and the job lasts, how will you feel about working for an employer that gave you the highway option?

Your Age and Life Stage Will Greatly Impact Your Decision.

You may be young enough that retiring now isn’t an option, so the severance will be your paycheck while you find another job. Or you may have young children and decide your severance will provide income while you stay at home for a few years. If you were looking at retiring within a few years anyway, this may give you the opportunity to start early.

Evaluate the Financial Pros and Cons of Accepting.

Of course, you’ll need to evaluate the financial pros and cons of accepting or rejecting the offer. That means more

than just the bottom-line cash, which companies usually calculate based on seniority and years of service. Consider bonuses, stock options, paid time off and insurance premium subsidies you will no longer receive. Consult a tax specialist about the impact of receiving a lump sum or stretching it out over time – severance or early retirement pay is considered taxable income. How will this affect your pension? Are there credits you stand to lose or gain? Of course, you will also want to factor in Social Security benefits. Depending on your age, Social Security benefits may not be what you anticipated, or may not yet be available at all.

Don’t Wait until the 11th Hour.

You may have only a limited time to consider a buyout package, so it’s important not to wait until the 11th Hour. By signing a buyout agreement, you forfeit your right to sue your employer later on regarding any employment or compensation-related issues, so resolve those before time runs out.

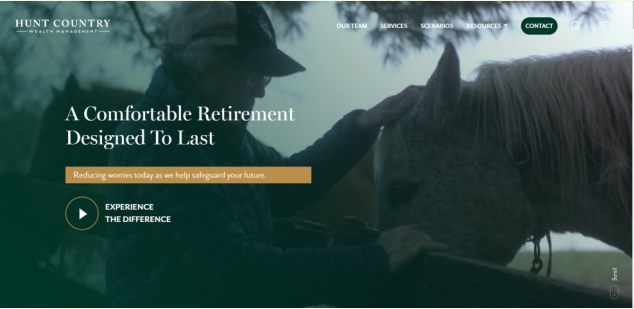
Buyouts often occur after a merger when duplicate positions need to be

eliminated. The economic impact of COVID-19 could release a wave of corporate mergers and acquisitions as weaker companies are left in distress. Companies may offer a staying bonus to those who don’t jump ship to ensure they have adequate staff to complete the transition. If you accept a staying bonus, you should still dust off your resume and check your finances to make sure you can survive being terminated when the transition is complete.

Take Advantage of any Extra Services Your Employer may be Offering to those who Accept the Buyout.

These services may include career counseling or placement services, even if you plan to retire, so you can walk away assured you took advantage of every opportunity. Then meet with your financial services professional to determine how your goals and objectives may change in light of the buyout. Even if you decide to stay, you may identify a need for greater cash reserves or other financial plan revisions to prepare for moving to another job if your employment future appears uncertain.

New Website and Company Video— Check it Out!



It has been fun to watch our business evolve. Today, over two-thirds of our client base is at or near retirement, and one of the most rewarding moments for our team is when a client finally makes the transition from their working life into their retirement journey—with the confidence and freedom our planning provides.

As we have focused our specialty on the discipline of *retirement income planning*, we have refocused our efforts to make sure we reach people before this milestone so we may provide guidance and assistance. In that light, we are excited to launch our new website and company video. **Thank you to all who participated!**