

August
2020

IAG Insight

Serving the clients of IAG Wealth Partners, LLC

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IAG Wealth Partners, LLC includes fourteen experienced professionals:

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Debra B. Melvin, MBA, CDFA™

Jayne L. Heineck

Michael J. Koerner

Jennifer B. Bartz

Jesse M. Sindorf, CFP®

Electionitis Season

Every four years or so we find that reliable long-term investors become susceptible to a pernicious disease called “electionitis.”

Electionitis is a contagious virus which cannot be treated with typical antibiotics. The major symptom of electionitis is that it causes otherwise rational investors to believe that cash is the only appropriate investment until the next election is over and “things settle down.”

The delusion that “things settle down” after an election is pure fantasy, of course, but someone with electionitis will focus so hard on the election date that they literally cannot envision even one day beyond it. To the electionitis victim it literally becomes a day of reckoning.

To some Republicans, the thought of a Democratic sweep chills them to the bones. To some Democrats, the thought of a second Trump term is simply unfathomable.

There is no doubt elections can be stressful to otherwise normally

functioning humans, particularly in a pandemic.

The good news is that we have a treatment for electionitis — Segment I of our Portfolio Segmentation™.

We 100% agree with the victims of electionitis that the world is a very unpredictable place over the next 12 months and that cash is an appropriate investment for any money that will be spent in the next 12 months. In fact, we go beyond 12 months. We believe the world is a very unpredictable place for the next 36 months regardless of any election cycle.

Conversely, we believe investing in stocks is a long-term commitment – a commitment that spans at least two presidential elections (8+ years).

If you or someone you care about feels a bout of electionitis coming on, please call one of our advisors to schedule an appointment so our team can help.

Upcoming Events

Power Break: Elections and Investing

Our Power Break will be held virtually on Tuesday, 9/1, at 4:00 pm. You must RSVP by **Friday, August 28**, to receive an e-mail invitation to join the Power Break. Participants will be encouraged to ask questions using the chat feature. There will be no in-person Power Break sessions held this quarter. Please RSVP [here](#).

IAG Makes the FT 300 List

IAG Wealth Partners is honored that The Financial Times included our firm in its national 300

Top Registered Investment Advisers ranking in July 2020.

We are humbled to be selected for inclusion on this exclusive list for a second consecutive year, and we are one of only four Wisconsin firms to be selected this year.

This honor reflects well on our ongoing commitment to serve our clients faithfully — a commitment we have

maintained for the past 35 years and continue to make in the coming years.

The Financial Times 300 Top Registered Investment Advisers is an independent listing produced annually by the Financial Times (July 2020). The FT 300 is based on data gathered from RIA firms, regulatory disclosures, and the FT's research.

The listing reflected each practice's performance in six primary areas: assets under management, asset growth,

compliance record, years in existence, credentials and online accessibility.

This award does not evaluate the quality of services provided to clients and is not indicative of the practice's future performance. Neither the RIA firms nor their employees pay a fee to The Financial Times in exchange for inclusion in the FT 300.

For more information regarding this award, please click [here](#) to access The Financial Times article.



Top
Financial
Advisers
2020

FT 300 Ranking July 2020

Inside the Beltway

As much as the COVID-19 pandemic created bipartisan cooperation in March, the November election is currently creating bipartisan acrimony.

Most economists agree that additional fiscal stimulus will likely be needed as millions of Americans remain unemployed with businesses closed or operating at limited capacity.

If Congress does not deliver a stimulus package, the financial markets will likely respond negatively.

Democrats believe if

they don't get what they want this year, they will be in a more powerful position after the election. Thus, they have minimal motivation to compromise now.

Republicans believe any additional stimulus should be focused on improving the President's re-election prospects this fall. They are unwilling to spend trillions of dollars on Democratic priorities while they are in power.



Our national debt now totals \$26,498,332,917,065.93, and is likely to increase substantially in coming months.

The Federal Reserve continues to provide additional monetary stimulus to boost the economy.

At its July 29 meeting, the Fed stated it plans to maintain its current target short-term interest rate of 0%-.25% "until it is confident that the economy has weath-

ered recent events and is on track to achieve its maximum unemployment and price stability goals."

With the unemployment rate still elevated at 10.2%, the financial markets are expecting that the earliest Fed rate increase will be in 2022.

Additionally, the markets are also expecting that the Fed will not resort to a negative target interest rate like the European Central Bank. If the Fed adopts this strategy we would expect a negative market reaction.

New Retirement Math

Twenty years ago you could purchase a 10-year Treasury bond and earned a snappy 5.97% per year for the next 10 years.

If you had saved up \$500,000 for your retirement, your nest egg could provide you with \$29,850 per year of income with minimal risks to your principal.

Today you can purchase a 10-year Treasury bond and earn a paltry 0.56% per year for the next 10 years.

Your \$500,000 nest egg can now provide you

with an underwhelming \$2,800 per year of income with minimal risk to your principal.

To achieve the same \$29,850 of annual income that was available in 2000 your nest egg would need to be a whopping \$5,330,357 today.


What can you do to help your retirement math?

Save more/spend less. Bigger is better when it comes to nest eggs, and one of the most practical ways to make that happen is to live

on less today to live on more in retirement.

Take more investment risk. In theory, taking additional investment risk may provide you with higher returns that can help your nest egg grow larger.

However, the danger in taking on more risk is your reaction when the financial markets move violently. If you jump into safer investments during a stock market decline you likely would have been better off without more investment risk.



\$500,000.00	
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<hr/>	
\$2,800.00	

The decisions you make today will impact your retirement math of the future.

We are here to help you choose carefully!

Voting

One of the privileges you have as a shareholder in mutual funds is to vote on various proposals their governing boards propose.

Sometimes these proposals are relatively

mundane like choosing an accounting firm.

However, sometimes these votes are for substantial changes that require a minimum number of eligible voters to cast a ballot.

Casting your vote early helps the fund companies reduce cost as follow up mailings and phone calls are not needed.

Voting early also reduces unwanted phone



calls, so watch your e-mail or your mail for proxy voting materials.

Call to Avoid Fraud

Our Operations Team loves to hear your voice, but that is not the only reason we require you to give us a call to request a distribution from your investment account.

Over the past year we

have received a few suspicious requests from our clients' e-mail addresses. We did not act on them, but they were a great reminder of why we do not trust e-mailed distribution requests.

In these cases someone

had hacked into our clients' e-mail accounts and their bank accounts to coordinate a fraud.

Please be diligent in varying and protecting your passwords, and give us a call if you need to take a distribution.





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Member FINRA/SIPC
IAG Wealth Partners, LLC
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Not Insured by FDIC or Any Other Government Agency	Not Bank Guaranteed	Not Bank Deposits or Obligations	May Lose Value
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Past performance may not be indicative of future results.

IAG Grapevine

Events, celebrations, or interesting stories about your IAG team:

Dulce Fisher's grandmother, Annette Padron, passed away unexpectedly on July 9 at the age of 84.

Chris Mitchell and his wife, Hashini, celebrated their 15th wedding anniversary on August 13.

Jesse Sindorf and his wife, Hannah, purchased their first home in Hartland.

Cheryl Tesch celebrated her 60th birthday (and

her daughter Katie's 40th).

Gina Haenisch's daughter, Heidi, passed her psychology boards.

Katherine Real adopted a rescued cat named Howard.

Mike Kellen coached his two sons' baseball teams this summer and will be coaching football this fall.

Mike Kutz' son, Jesse, was named an NSAA scholar athlete for the second consecutive year.

Jenny Bartz and three generations of her family

Looking for more? Check out our top 5 most-widely read blogs from the last three months:

1. [Undo Your 2020 RMD](#) (July 1)
2. [Irrational Exuberance](#) (June 10)
3. [Road Trip](#) (June 24)
4. [Refi](#) (July 8)
5. [Experiment](#) (May 27)

gathered in Eagle River this summer.

Anne Sapienza earned her first blue ribbon in Saddlebred English Equitation.

IAG anniversaries:

- 1 year: **Katherine Real**
- 2 years: **Dulce Fisher**
- 3 years: **Mike Koerner**
- 8 years: **Mike Kellen**
- 9 years: **Brad Carroll**
- 15 years: **Chris Mitchell**
- 17 years: **Cheryl Tesch**