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OCTOBER 2019
NEWSLETTER

THE IMPORTANCE OF ESTATE PLANNING

Planning for retirement can be overwhelming. There is much to be considered when planning for your future. Often times, it may be easier to ignore a task that could be daunting. Organizing your home, accounts, possessions and obligations, all while considering your family is a lot to think about.

We want retirement and estate planning to go smoothly so that we do not have to worry when the time comes for decision making. The decision making should be completely your own when it comes to your estate. A properly executed Estate Plan gives you the satisfaction of knowing that your financial affairs are organized for asset retention and will be dispersed properly when you are no longer able or around.

The following are important documents that you should consider having drawn by a qualified Estate Planning Attorney:

1. Last Will and Testament

Without a will, the state can decide what happens to your assets when you are no longer able or deceased. This is seldom the same decisions you would make.

2. Advance Directives

These are documents that refer to your medical and EOL, or end of life care.

3. Power of Attorney / Financial Power of Attorney

A financial power of attorney can dictate financial decisions on your behalf if you are unable to do so, even while still alive. Having a Power of Attorney may give you the confidence that your estate and financial affairs will be managed according to your wishes.

4. Letter of Instruction

This document lays out your financial details, plan for your personal property, and EOL preparation wishes.

Having an Estate Planning Attorney and Wealth Advisor can help you begin planning for your financial future and the future of your estate. If you would like more information on Estate Planning please visit our website at gregoryricks.com or call the office at (504) 832-9200 to schedule a complimentary visit.

Source: New Retirement Strategies - Estate Planning Overview - https://www.newretirement.com/services/estate_planning_101.aspx

Download our Gregory Ricks & Associates APP. Stay informed with radio shows, market updates, speaking event sign-ups, and more!



Our Guided Planning System® process is designed to help our clients achieve simplicity and confidence during their retirement years.



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THE GRA BUZZ

Pictures & fun around town!



**Congrats to our Wealth Advisor
Brandon Bergeron for passing the Series
65 Securities test! He is now a licensed
Wealth Advisor!**



**The GRA team got
together for dinner at
Velvet Cactus after GRA
Team Training**



Fall Word Search

ACORN
APPLE
AUTUMN
CHESTNUTS
CHILLY
CIDER
COBWEB
FALL
FOOTBALL
GOURD

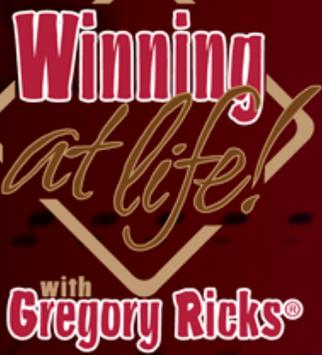
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HAY BALE
HAYRIDE
LEAVES
MAIZE
NOVEMBER
NUTS
OCTOBER
PUMPKIN

QUILT
RAKE
SCARECROW
SEPTEMBER
SLEET
THANKSGIVING



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OCT 12



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WJ Blanchard Law
Estate Planning Attorney
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OCT 19



JUDE HEATH

J Heath & Co. CPAs
(504) 832-1873

OCT 26



DWAYNE STEIN

Cross Country Mortgage
Mortgage Professional
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If you could swap places with anyone for the day, who would it be?

I love ancient Egyptian culture, so definitely Cleopatra!

What are you currently watching on TV?

So You Think You Can Dance or anything on the Travel Channel.

What is your favorite thing about working at GRA?

I love my coworkers! We are truly like family and have a great team environment.

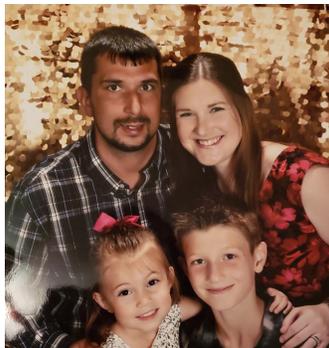
Get to Know the

GRA TEAM

Catherine



Catherine has been a member of the GRA Team for two years! She and her husband Chris have two children, Cole & Madison. When she's not carpooling kids to and from dance practice and soccer games, she enjoys a good book & a glass of wine!



Now you can listen to *Winning at Life with Gregory Ricks* anytime, anywhere from your phone!



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GRA AND THE COMMUNITY CANCER CRUSADERS AND MATCHING DONATIONS FOR LOCAL CHARITIES

Our Wine, Wisdom & Food Experience live speaking events are not only designed to educate and focus on common financial concerns such as retirement income, unexpected healthcare costs and ways to help support your desired lifestyle, but also a way to make a difference in our local community.

All contributions attendees make when they attend these events are matched by Gregory Ricks & Associates and donated to a local charity.

This month, we were able to donate to Cancer Crusaders and Making Strides Against Breast Cancer of New Orleans.

Our team attended the 19th Annual Cancer Crusaders Survivor Reception and Celebration of Life Luncheon in support of those who have beat the fight against cancer. We also participated in Making Strides Against Breast Cancer Run/Walk.



AND DON'T FORGET TO ASK
ABOUT OUR UPCOMING EVENTS!

Number\$ of Significance

COUNTING ALL STOCKS- Through the close of trading on 9/30/19, the market capitalization of all US stocks was \$32.3 trillion. At the start of the current bull market for stocks (an advance that began on 3/10/09), the market capitalization of all US stocks was \$7.6 trillion (source: Wilshire).

BOND MARKET - From the end of 2009 through 6/30/19, the outstanding par value of the US municipal bond market has been flat, i.e., \$3.8 trillion on 12/31/09 to \$3.8 trillion on 6/30/19. Over the same time period, the outstanding par value of the US Treasury market has more than doubled, i.e., growing from \$7.3 trillion on 12/31/09 to \$15.9 trillion on 6/30/19 (source: Securities Industry and Financial Markets Association).

IS THAT ENOUGH? - 58% of 1,015 Americans surveyed in August 2019 believe that a retiree who has accumulated \$1 million in pre-tax investment accounts will be able to enjoy a "comfortable" lifestyle in retirement (source: TD Ameritrade).

OVER PROMISED, UNDERFUNDED- The pension plans for state and local government employees nationwide are just 52% funded, i.e., the current fair market value of the assets backing public sector pension plans are equal to 52% of the present value of future liabilities as promised by the pension plans (source: Federal Reserve).

DYK? - The Social Security retirement benefit of the "lower paid" spouse in a couple where both spouses worked is equal to the greater of the retirement benefit based upon the "lower paid" spouse's work history, or 50% of the "higher paid" spouse's retirement benefit. Consult a retirement expert for details (source: Social Security).

MOST EVER - 8,567 American retail stores have closed YTD through 9/27/19, exceeding the all-time record of 8,139 store closures from 2017 (source: Coresight Research).

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DID YOU KNOW...

84% OF BORROWERS SAY STUDENT LOANS ARE TANKING THEIR RETIREMENT SAVINGS

Every month, there's probably a lot of competing demands on your wallet, such as rent, groceries, cell phone service and health insurance. All of those expenses leave many people wondering: How can I afford to save for retirement now?

That's especially true if you're trying to pay down student loans. About eight in 10 adults with student loans say that their debt is negatively affecting their ability to save for retirement, according to a report on the impact of student loans by the MIT AgeLab and sponsored by TIAA.

About one in four Americans has student loan debt, with the average balance just over \$37,000. The average student loan payment is \$393 a month, which is almost 20% of the typical American's monthly household income.

But financial experts say that despite the competing demands, when possible, borrowers should not only make room in the budget to pay down their student loans, they should focus on their retirement savings as well. "Young savers and investors who prioritize paying off their student loan while foregoing saving and investing for their retirement will most likely never catch up and remain behind," says Satoru Asato, a financial advisor with Raymond James.

Why investing early is so critical: The MIT AgeLab report found that 73% of Americans say they expect to begin or increase their retirement contributions once their student loans were paid off. But most people don't pay off their student loans until their 40s.

Start small if you need: Let's say you earn \$50,000 and your company matches 100% of the first 3% of your retirement contributions. If you contribute \$125 of your monthly income, your company is going to put an extra \$1,500 into your retirement account over the course of a year.

Find a balance that works for you: Consider doing something like an 85/15 split, with 85% of your dollars going toward the student loans, and 15% toward retirement, recommends Nick Bautista, a financial advisor with Clearview Wealth Management.

Student loans are tanking Americans' retirement savings from : <https://www.cnn.com/2019/08/08/84-percent-of-borrowers-say-student-loans-are-tanking-their-retirement.html>

Tailgate Time with the family



LSU 65 - Northwestern State 14



Congratulations to our Client Service Specialist Catherine Seeger on her second year at GRA!

HAPPY BIRTHDAY



Stacey Ricks
September 8th



Gregory Ricks
October 3rd



Brandon Bergeron
September 19th



Madison Lyons
October 25th



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What's Inside?

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Saturdays 10AM - 1PM
and Weekdays from 7 - 8 PM



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