



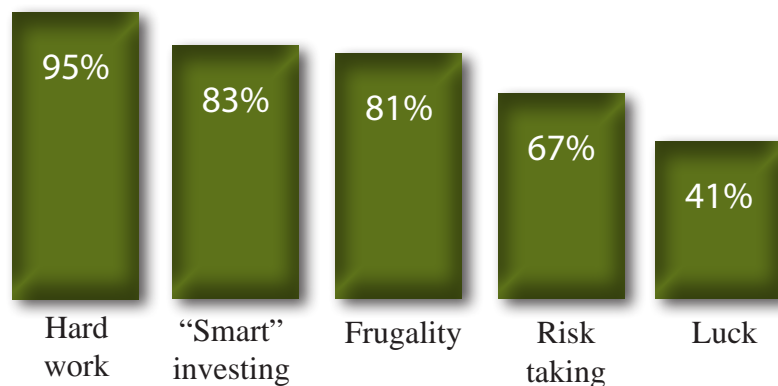
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Our mission at Smedley Financial Services, Inc.® is to offer financial planning strategies, innovative solutions, and investment opportunities to individuals, families, and businesses and to provide unequaled value and service to each of our clients we are privileged to serve.

Who Wants to be a Millionaire?



What does it take to become a millionaire? You may be surprised to find out that hard work plays an important role. Only 14 percent of today's millionaires say their parents were wealthy. Here's how millionaires indicated they obtained their wealth.



Source: Money, April 2011

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November - December 2011

Volatile Markets Evoke Emotional Decisions

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Here's what the millionaires had to say.

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Primitive behaviors surface when we feel threatened as humans. This is a natural defense mechanism that we all possess, also known as the fight-or-flight response. We are emotionally hard-wired to react to stress with a corresponding behavior. Stress which evokes emotional decision-making is created from all types of situations.

In our financial lives stress may come from losing a job, planning for retirement, or even volatile investment markets. The responses to these situations may include: limiting unnecessary spending, saving more of our income for retirement, or in the case of volatile markets, removing market risk from a portfolio.

A flight-to-safety response is often experienced during volatile market periods. Protection at any cost is a common reaction but may not always lead to a good outcome.

During these volatile periods of time, investors may be emotionally driven to move assets into products that they believe have no risk or appear to offer guarantees. Investors are often lured into products that offer little liquidity or flexibility or may even be scams.

This is not to say that all products offering protective solutions are bad investments. The key is to understand what you're buying and how it fits into your financial plan. As with every investment you should consider your investment time-frame and need for liquidity. It is safe to say there is not one product that meets every need.

When making emotionally driven decisions, it becomes even more important to become familiar with your options. Ask questions, gather as much information as possible, seek advice, and remember that some things are easier to get into than out of.

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Volatile Markets Evoke Emotional Decisions

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Nothing comes for free; what are you giving up to receive a guarantee? Consider these points while investigating your options:

Surrender Penalty

A surrender penalty is a company's way of locking you into a contract for a period of time. If you cancel the contract within a specified period of time, you may be charged a penalty. These penalties typically start out at a certain percentage and reduce throughout the surrender period.

Limited Liquidity

Some products have restrictions on accessing your money. You may be able to access a limited amount of money during a specified period, such as 10 percent during a contract year.

Opportunity Cost

Opportunity cost comes in many forms. For instance, some products that offer limited downside exposure also limit your opportunity for growth when the market increases. Other products which provide a fixed interest return may not increase as interest rates increase.

These are just a few items to consider. The most important thing to determine before making an

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emotionally driven decision is: How will a change affect your long-term financial plans?

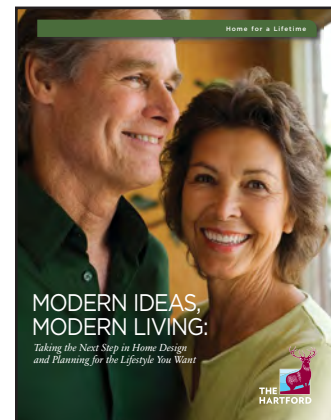
Financial plans are created through a process which incorporates your long-term financial goals, your ability to tolerate market risk, and an understanding of when you will need to access your money.

If you feel like your emotions are getting the best of you, contact one of our wealth management consultants. Let us help you find a way to protect your financial nest egg and meet your emotional-risk tolerance.



Where Will You Live?

Baby Boomers have new demands for old age. . . The next generation of adults will value access and activity over retreat and retirement. -Joseph F. Coughlin, PhD, Director, MIT AgeLab



Ever thought about what's next for you? If so, your thoughts may have included, "Where will I live during retirement?"

The Hartford offers a free guidebook, *Modern Ideas, Modern Living*. This guidebook helps walk you step-by-step through the decision-making process, addressing lifestyle desires and potentially difficult situations. Download a free copy by visiting www.thehartford.com/lifetime.

"Christmas is not as much about opening our presents as opening our hearts." - Janice Maeditere

"All life is an experiment. The more experiments you make the better." - Ralph Waldo Emerson

Year-end Planning Opportunities

We've reached the final season and this year is rapidly drawing to a close. Before getting pulled away by the holiday spirit, take time to consider a few year-end planning opportunities:

Qualified Distributions are allowed for the 2011 year. If you are age 70½ or older, you can have your required minimum distribution go directly to a qualified charity of choice, tax-free. The distribution must go directly to the charity and the form must be received no later than December 15th to insure the distribution is processed before the December 31st deadline.

Cafeteria plan open enrollment season is upon us.

Once per year you have the opportunity to adjust the payroll deduction amount that goes into this tax-advantaged plan. The cafeteria plan allows you to pay for medical, dental, day care, and other expenses before tax.



If you are planning to make a charitable donation before the end of the year, consider using appreciated stock rather than cash. This allows you to avoid paying any capital gains. You receive a deduction for making the donation, and the charity receives the value of the appreciated stock without paying any taxes. It's a win, win!

Contact one of our wealth management consultants at 801-355-8888 to discuss these and other timely planning opportunities.

College Funding Challenge

Funding college is a growing concern for many parents and grandparents. The average cost for one year at an in-state public college is \$17,131 for the 2011-12 school year. The cost has been increasing at a rate of 6.1 percent over the past 30 years. If the same rate of inflation continues, those attending college in 2023-27 could pay an astounding \$153,000 for four years of education. Source: College Board.

While funding college is a worthy goal, it is vital that college funding is secondary to planning for retirement. Whether through scholarships, grants, loans, or just old-fashioned hard work, those children who truly desire a college education will find a way to make it happen. On the flip side...if we are not funding our retirement there will be no money and no fallback to provide the income when we retire.

The challenge is balancing the amount you contribute to a child's education fund with the amount that needs to be set aside to reach your retirement goals.

College funding can begin at any age. The sooner the

better. There are many options that allow small monthly contributions as well as large, one-time contributions.

The ideal is to determine your goal for college funding based on the age of the child and time-frame before he or she will need the funds. Visit our website www.smedleyfinancial.com and use the College Savings Analyzer found under "Client Tools" to project the portion of college funding you can provide. Then talk to one of our wealth management consultants to understand the best options to help meet your college funding goals.

Holiday Schedule
Dec 23 - Close Early
Dec 26 - Christmas
Dec 30 - Close Early
Jan 2 - New Year's Day