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Value Added Partners
Helping clients since 1981

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Financial Literacy Class is in Session

As we enter the second quarter of what has been a very good year for investors, we thought that we would ask you to guess what was the most frequently asked non-administrative client question we fielded over the first three months of the year. Your choices are:

1. Do we think that the current upsurge in stock prices can continue?
2. Will a Biden victory or a Trump victory cause investors to sell stocks?
3. Can we help educate a child or grandchild about their financial choices?
4. How often will the Federal Reserve cut interest rates this year?

While we certainly spoke with many of you regarding the state of the stock market, gyrations in interest rates, and/or the potential impact of the November election, the correct answer was number three. The first quarter saw us log more calls from clients asking for advice for their children or grandchildren than in any other three month period ever.

In a way, that makes sense. Our education system does a woeful job educating young people about how to deal with money. They leave high school with no tutorial about how to budget, what it will mean to take on debt for college expenses, how credit card bills can pile up, and other important topics. Americans treat money as a very private matter, meaning that older folks generally do not feel comfortable discussing the details of their financial lives with their children, even though it could be very helpful.

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Hardly a day goes by when we are not meeting via Zoom with a college student or someone beginning their professional career. Those conversations run the gamut, from how much a graduate should spend to rent an apartment to how to sign up for employer health insurance. **These Zooms have been sufficiently frequent that we are thinking of hosting a couple of in-person Personal Finance 101 seminars this summer, when students are on break**.

All of which is to say that we have become very proficient at having conversations with the younger members of the families with whom we work. If you have been thinking that a child or grandchild could use a grounding in how to handle his or her financial affairs, please feel free to call upon us. Our team comprises experienced financial planners of various ages and genders, so we can generally find a good fit to have a one-on-one tutorial.

Please think of us as a resource for your family to handle anything that relates to its finances. While we are always delighted to discuss the conventional investment topics listed above, we recognize that it is the conversations about things other than stocks and bonds which often make the difference between anxiety and peace of mind.

Spotlight on Sarah Wilson

We often use these newsletters to introduce new team members, so you know who might be answering the phone when you call us.

While that is important, it means that we sometimes fail to highlight promotions that longstanding team members achieve. One such recent elevation was Sarah Wilson's change of title to Financial Advisor starting on January first. Sarah has been working with many of you since she graduated from Williams College in 2004. Her recent promotion is an overdue reflection of her ability to look at a financial picture and offer sage counsel.

It also is a recognition of the respect that Sarah enjoys from our team as a colleague and mentor. Please feel free to wish Sarah well when you next speak with her, as she goes onto even bigger and better things in her role with Value Added Partners.

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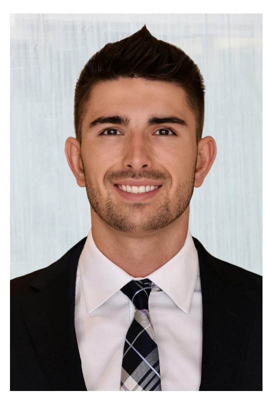

We look forward to hearing from you.

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