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LifeTime Asset Management

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Life at LifeTime Asset

Welcome to LifeTime Asset Management's 2019 Q3 newsletter. We would love any feedback you would like to send us, as well as suggestions for topics that you would like to see included.

A Letter from Lorraine Johnson

In February 2017, nearly ten years after founding Triangle Financial Advisors, I began to consider how the next ten years might unfold. Industry-required paperwork was filling up more and more of my time. It was becoming difficult for me to maintain the standard of excellence to which I held myself and still go home at a reasonable hour. After a lot of thought, I realized that what I was ready for was an opportunity to:

- Spend more time with my clients and less time running a company
- Work in a team atmosphere allowing specialization and collaboration
- Have a succession plan in place so that my clients would already have an advisor or advisors with whom they felt comfortable in the event of an emergency or when I eventually retire
- Spend more time giving back to the community and to my profession

I identified 5 factors that I was looking for in a potential merger partner:

- **INTEGRITY.** This was number one!
- Holistic approach to planning, insurance, and investments
- Stellar experience, credentials and expertise
- Continuity of advisors over the long term
- Work/life balance

After quite a bit of research I narrowed my search to only two firms that I would even consider. I chose LifeTime and just as important, they chose me. This was a two-way street! We have not lost a single client as a result of the change, which says that they are happy with the additional resources. The company and the people are all I had hoped for. I rest easy knowing that our clients are well taken care of, both now and for many years to come.

LifeTime Asset Trivia

The trivia question in the Q2 newsletter was "Lifetime Asset Management has been affiliated with Commonwealth Financial Network for many years. In what year did this affiliation begin? "

The answer is: 1995

Now try this one: What life event prompted a career change for Leslie Gaddis? The first 5 that respond correctly will receive a $25 gift card of your choice for Panera or Amazon!

Spotlight on... Kim Feuersanger, Office Manager

Switching Career Gears

Growing up I had an absolute fascination with commercial airlines. So much that in 1992 when an opportunity to work for a regional airline arose, I quit my job, packed up my car, and moved from Pennsylvania to Connecticut to work for a Delta Airlines regional carrier.

I started as a Flight Attendant, but my dream was to work for Flight Operations and that came to fruition a few years later. In Flight Operations Administration, I helped implement the Pilot Record Improvement Act. I worked with pilot and flight attendant unions, oversaw crew payroll, maintained crew training records, and I even met my husband Sig, who was a pilot at BEX, and we married in 1996.

In 1998 I was recruited to come to Raleigh, NC to run Crew Scheduling for Midway Airlines. It was a demanding job but Midway was a great place to work and I had the pleasure to work alongside some of the nicest and most talented people in the industry. Life was going good.

All that changed in 2001. Midway filed for bankruptcy in August, followed by the horrific September 11 attacks. I will never forget that day and how that day changed the world and the world of commercial aviation forever. Midway Airlines operated for a few more years then went out of business in 2004. I was out of a job.

Now what? I wanted to stay in the Raleigh area but wasn't sure what I wanted to do. Working with a recruiter, I figured with my previous work experience, that an Office Manager position may be a good fit.

Flash forward to today, July 2019. I was very fortunate to be offered a job with LifeTime Asset Management when Lorraine Johnson joined the team in 2017 and I feel beyond blessed to be here. Our team is super-talented, professional, and the most genuine, caring, loving people I have had the pleasure to work with. And we have amazing clients.

I have worked as a successful Office Manager over the past 15 years and have grown personally and professionally from each of my work experiences. I will admit there are days that I miss working for an airline, but I do love what I do and love working with the best team ever. Life is going good.

Client Spotlight on... Jon and Lynne Roberts

Jon and Lynne Roberts became clients of LifeTime Asset Management in 2016, when we welcomed in the clients of Phil Arbolino in Vermont.

That same year, Jon was laid off despite an extremely successful career at his company. Being over 55 years old made his search for a new job difficult. He turned this into an opportunity to build on an idea he'd been working on for several years - how to more efficiently move log rounds from a felled tree to a log splitter. After much tinkering in his basement workshop, he developed a tool that can be used to grab the felled tree log, roll it over, elevate it for easy cutting, and carry the cut log with much less strain. This tool takes the place of three tools that a worker would usually carry into the woods.

Jon Roberts with his invention - the LogOX

Jon, Lynne, and Austin Roberts

Jon did extensive research but found no existing patent for a similar tool. He partnered with a manufacturing company to refine and build his new product. With Lynne's support and strong vision for the product, they debuted their invention at the Green Mountain Fair in Manchester, VT. In 2017, their son Austin brought experience he gained from his military service to take over the sales and marketing of the product. That same year, the Roberts named the tool LogOX (short for the LogOX 3-in-1 Forestry MultiTool), and by the end of that year, they had turned a profit.

Jon continues to develop new products, the most recent being the WoodOX Sling, which makes bringing firewood into the house safer and easier.

Click here to read the entire article about the Roberts.

Alan, Matt, and Guy in their LogOX t-shirts

Technology News and Updates

ShareFile - New System for Securely Uploading Files

Many of you may already be familiar with ShareFile as a way to send documents securely over the Internet, as many CPA and attorney offices use it. We now have it available for you to quickly and easily send files to us securely, and we can use it to send files to you securely as well. We encourage you to try it out the next time you need to send us a statement or document to review. Here is the link to send us files:

https://lifetimeasset.sharefile.com/share/filedrop

After you enter your e-mail address and name, choose who you want the file to go to, drop some files onto the "Drag files here" box, and then click the "Upload" button at the bottom. We'll take it from there.

Don't worry if you lose the link. You'll be able to find it on our website and each of our e-mail signatures.

If you have any questions, please don't hesitate to call or e-mail any of us.

Introducing Centsables - Financial Education Website

Today as never before, our money decisions can impact the rest of our lives. Yet many of our children are growing up without basic financial skills. In fact, an alarming number are in debt before they even get out of high school. The Centsables financial literacy programs for kids, teens and millennials deliver practical skills and must-know info on age-appropriate topics. LifeTime Asset Management is pleased to offer our clients free access to this excellent resource. Click here to get started: **Centsables**

LifeTime Asset Management Goes Green!

Did you know that you can opt out of receiving paper statements and other eligible account documents from National Financial Services LLC (NFS)—the clearing firm where your accounts are carried—and view them online instead?

If you'd like to stop receiving these documents via regular mail, just follow these steps:

- Log in to Investor360°® and select **Settings** in the upper right-hand corner.
- For each account carried by NFS listed under **Paperless Preferences**, **indicate the one e-mail address NFS should use** for sending notifications that an eligible account document is available for online viewing.
    - If there is a prefilled e-mail address showing, **please verify that it is correct**. If not, click in the Email Destination field and correct it.
    - If there is no e-mail address for the selected account holder, **please enter it manually** by clicking in the Email Destination field.
    - If you don't see an account listed under Paperless Preferences, it likely is owned by someone else. If that person wants to receive paperless documents, contact us to create an ID for him or her.
- **Check the box** to indicate that you would like to receive e-notifications for all eligible account and document types, or select the specific files for which you would like to discontinue paper delivery.
- Read and accept the disclaimer that appears, then click **Save**.

After you’ve completed these steps, e-notifications will begin when the current statement cycle is complete. Once e-notification is active, just go to the Portfolio tab and click on **Statements & Documents** to view your information.

Click here to see see how easy it is to go paperless.

Introducing LifeTime Asset Management Legacy Program

We are pleased to introduce our Legacy program for the children and grandchildren of LTAM clients. Here are some of the topics that we would be happy to discuss:

- Cash flow & budgeting
- Consumer debt management/credit cards
- Mortgage education/analysis
- Credit score understanding
- Student loans
- Employee benefits/open enrollment
- Risk management analysis
  - Life insurance needs
  - Disability insurance
  - Health insurance
  - Property & casualty insurance
- Saving and investing
  - Emergency savings
  - Retirement saving
  - Employer plans
  - Roth IRAs
  - Power of compounding
- Intro to Social Security
- Basic estate planning
- Basic tax planning

Please feel free to contact us to learn more about this program and its benefits.

Where Will Your Path Take You?

At LifeTime Asset, we are passionate about helping you reach your financial goals. A big part of this process is understanding your priorities, your hopes, and your dreams.

Whether you are flying to Dubai or spending an afternoon with family in the sand, we would love to share in the little (and big!) events along your path.

Let us know about an upcoming trip or event that holds a special meaning to you, and we will send you our LTAM flag to document a photo. Post the picture to our social media, or send a photo and caption for us to post for you. Who knows, you may even be featured in next quarter's newsletter!

Irv and Eileen Vaughan pictured in front of the beautiful Ross Castle in Lough Leane, Ireland.

LifeTime Asset Management Events

LifeTime Asset Management's 2nd Annual Retirement Symposium – June 27th

Our 2nd annual Retirement Symposium that took place on June 27th was a huge success. We covered a variety of topics including Medicare, Social Security, Long-term care, and Retirement Distribution strategies. We hope everybody that attended enjoyed the presentation and took a lot away from it. We are already looking forward to next year's presentation.

Durham Bulls Outing - May 30th

On Thursday May 30th, we hosted our annual client appreciation event at the Durham Bulls ballpark. Even though the Bulls lost we had a blast and we hope everyone that attended did as well!

Sawyer Glova at the Durham Bulls game

Market Updates

Click Here to view the Market Update for the Quarter Ending June 30, 2019

The Weekly Market Updates are available on the LifeTime Asset Management website and on our Facebook page.

Social Media

Join Our Community by connecting with us on Social Media. In addition to Weekly Market Updates, you'll find articles on a variety of topics from the strength of the housing market to why ice cream is so addictive. Click on the icons below to get started.

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