



At HCM Wealth Advisors, a Change in Plans Is Always Part of the Plan!

Heraclitus, a Greek philosopher, has been quoted as saying “**change** is the **only constant** in life.”

A little over a year ago, equity markets suffered as investors priced in the likelihood of a recession caused by central bank policy mistakes in most major economies. Not only had the Federal Reserve raised rates four times in 2018, but over half of global central banks were increasing rates. That resulted in the markets falling hard during the last part of 2018. To stem the market’s tide, the Fed reversed course in early January 2019 announcing that it would provide the financial markets with accommodation. In a world where the markets will do whatever they need to do to surprise most of the people most of the time, major equity markets responded by putting up strong returns for 2019. As a result, HCM clients’ portfolios performed above plan in 2019. Doug Johnson will have more information on the markets in his quarterly review.

As financial coaches, HCM Advisors regularly have conversations with our clients about changes in their lives. These discussions are often about topics much more personal than portfolio allocations. These talks run the gamut from positive life changes such as retirement, starting an encore career, weddings and the birth of a child or grandchild. Sometimes, these conversations take us through tougher situations such as a death, divorce or being forced out of a career many years earlier than planned.

Our number one job at HCM Wealth Advisors is to help our clients reach their financial goals, no matter what changes may come their way. That means helping you plan for the inevitable changes to your goals over time, the ebb and flow of markets and changes in the legislative tax landscape over time.

To that end, the final days of 2019 saw one of the most significant changes to retirement planning in more than a decade. The bipartisan passage of the SECURE (Setting Every Community Up for Retirement) Act has created an environment where every family living in or planning for retirement should re-examine their planning to see if it can be improved under the new law. This will be a primary focus for HCM as we meet with clients over the coming months. These changes were well forecasted. We are prepared to help our clients adapt to the new environment for retirement and family wealth planning. For those interested in learning more, we will provide the technical

details of the new law in digestible pieces every other week in our planning blogs. Of course, you can always feel free to call your advisor with any questions specific to your situation.

If you have any questions or need some help getting a plan in place, reviewing or updating your existing plan, or getting ready for the upcoming year, please give us a call at your convenience. We are happy to help.

HCM also saw more than our share of changes in 2019 as well. We welcomed many new clients to the HCM Wealth Advisors Family, we hired three new team members in 2019, and we now employ twenty-five people in our group, with the addition of HG CPAs to provide tax and accounting support. With our ability to trade equity portfolios without commissions, we launched two new equity portfolios – one to focus on appreciation without a dividend focus and another to focus on ESG (environment, social and governance) strategies. As our new ESG portfolio moved us in a sustainable direction professionally, we are proud to have moved our business in a sustainable direction with the addition of our office's solar system which produces about half of the electricity we use at HCM. And so much more...

Invitation to Contact Your HCM Advisor

We want to hear from you. If you have experienced any changes in your life that may impact your financial situation, be sure to let us know. It's always best to meet regularly so we can discuss any changes that may affect your planning or investment objectives. It is always nice to hear from an old friend. We'd love to meet in person or schedule a conference call, whatever works best for your busy schedule.

As always, we appreciate the opportunity to work with you, and we thank you for your confidence.

Sincerely,



Michael T. Hengehold, CPA/PFS MST RICP®

P.S. Please look for HCM's Quarterly Investment Review Webinar in your email inbox in mid-January.