www.glebaandassociates.com

Summer 2010

46 E. Square Lake Rd.
Troy, MI 48085
Phone: 248-879-4510
Fax: 248-879-4560

GLEBA & ASSOCIATES

"We make wealth simple!"

Hours:

M–F 9am-4pm

Also available Tuesday evenings and Saturday mornings.

From Jill . . . .

Summer 2010

INVESTING

"Whether we're talking about socks or stocks, I like buying quality merchandise when it is marked down."

-Warren Buffett

This market has been more challenging than ever in my entire 25 years in this business. Fundamentally, investing is a no-brainer; invest your money for the long term. For the short term goals, it is quite a different story.

You need to make a choice: do you invest to make money OR, do you protect what you have? Many of you have heard me say that it is like a basketball game…if you are not in the game shooting baskets, you will not score. If you are on the bench, nothing will happen. So, do you want to earn money and invest, or do you want nothing to happen to your money? You must make this decision.

Either way, I can help you accomplish whatever it is that you want to do. Do I have investments that have made money over the last 5 and 10 years? YES! Definitely. My focus is for the long term. Even if I were retired right now, I still need to earn more than inflation. I still feel that many companies are fundamentally good profitable companies. I have discussions with many business owners, and all of us feel our businesses are sound, doing well, and the economy, the president, and what CNN wants to report really does not have everything to do with the success of our business. Think about Apple or PepsiCo… despite all of the bad news in the media, I believe they are solid companies. The news is making noise on many political points, but this does not change the fundamental foundation of my company or any other companies.

This is my point, many companies and investments WILL have success despite all of the noise and bad news. Many companies will still make money from their product or service because it is good, has value and there are still working individuals that want and need to pay for these goods and services. 87% of us here in Michigan are still employed, still going out to eat, still buying groceries, and still buying other products and services. Most of us still need to spend money on goods and services, even if our income is down. Personally, whether I like it or not, I will spend more money over the next years than I have in my life since I will have my son and daughter in college. Many of us are cutting down our expenses, but we still aspire to flourish and make the best of things.

You need to talk with me regularly regarding your situation and your money matters. For the record, I am taking advantage of the market lows and am investing just as I always have done.

"Be fearful when others are greedy. Be greedy when others are fearful."

-Warren Buffett

BENEFICIARY AUDITS

As a courtesy to our clients we have been completing many "beneficiary audits" during our annual reviews. If you have not been in to see us for a review in awhile, you may want to give us a call. It is very valuable to be sure your money goes where you want it to someday!

THEY'RE BACK!!!

After getting a year off, retirement plan holders (ex: IRA's) must take their required minimum distributions again in 2010. This must begin by April 1st of the year following the calendar year in which you turn age 70.5. If you wait until April 1st following the year you turn 70.5, to take your first distribution, you must take two distributions that year. One for the year you turn 70.5 and one for the following year. This is important for you to take the RMD for 2010, since any RMDs not taken are subject to a 50% penalty.

Learning Opportunities...

We have some professionally written documents from money managers regarding the following topics:

- Domestic Companies Showing Their Resilience. Two investment professionals discuss their approach to finding attractive opportunities in American Companies.
- Is It Really a Recovery? Get a recovery outlook from the ground up.
- Europe's Credit Crisis; An In Depth Look. Get analysis and perspective on the region's troubles from two experienced portfolio counselors.

These articles are short, easy to read, and educational. This is a great opportunity to learn something new about the market from professionals rather than the media. If you are interested, please call our office and we will email them to you.

Some Motivation!

Very few individuals would agree that saving for retirement is more fun than buying new shoes or going out to eat at that wonderful restaurant.

Delayed gratification is the key. We need to shift our focus from the pleasure that we will immediately get from the unhealthy choice, to the more fulfilling life of abundance.

If you do not think about what you are spending on a daily basis, it will catch up on you and you may have to settle for mediocre. Take it one day at a time. Today is the day to improve your saving. Stop spending on things that are not valuable or meaningful to you.

Young Adult Workshop

A nice group of married, single, engaged, and college young adults gathered to talk about their money, how to handle it, and how to become financially successful. This was a "hands on" workshop held at CiCi's Pizzeria. I was very impressed with their attitude, questions and our discussion! I know that these young individuals will be more successful because of the effort and thought they place into their lives.

TOOLS For YOU:

Quarterly Reports: They are emailed to you every quarter in January, April, July, and October. You will notice that the report follows after a quarter has ended, so for example, the January report will show the fourth quarter of 2008, the April report will show the first quarter of 2009. These are easy to read and include the following:

- Your investment holdings
- Your portfolio performance and details of each investment within the portfolio.
- Performance graph.
- Portfolio performance week by week for the quarter.
- Pie chart showing your asset mix as a whole.

CIR Statements: These are available from my website with a password that you create. If you do not have this online access set up, you are missing out! This will give you the ability to look at your investments any time in an easy to read format. Call or email our office for instructions.

Calls: We will conduct a conference call quarterly (Feb/May/August/ November) We will cover the current market, any new ideas, and motivation for you to build wealth. If you are not available and you want us to send you a link of the recorded call afterwards, just let us know. The link will be available for one week after the call.

Emails and notices: We will try to keep our announcements of activities and reminders to the beginning of every month. If you want to join me in attending a seminar that I am going to or a workshop that I am conducting, just let us know. I welcome the opportunity to see you outside of our planning sessions, and this is a great way to spend some time together.

Website: Access your accounts on line, check out events happening in Michigan this summer, look into our library of past newsletters, see our staff, or read the articles that Jill has published in the news and browse the various financial topics. If you haven't seen the 20 second video on our site tabbed "coincidence", please look! You will be amused!

Just for Fun...

When George found out he was going to inherit a fortune when his ill father died, he decided he needed a woman to enjoy it with. So one evening he went to a singles club where he checked out the most beautiful woman he had ever seen.

Her natural beauty was astounding. It took his breath away. "I may look like just an ordinary man," he said as he walked up to her, "but in just a week or two my father will die, and I'll inherit 15 million dollars."

Impressed, the woman went home with him that evening. Three days later, she became his stepmother.