

NELSONCORPNEWS

JANUARY
2022

REVIEW OF 2021

We look back on the past year in financial markets and the lessons we can take away from it. p4

DEALING WITH MARKET CORRECTIONS

We discuss the ways that we deal with volatility like we have seen recently in markets. p6

FEATURED CHARITY OF THE MONTH

NelsonCorp's Jeans for Charity Supports Synergy Mural Project. p13



YOUR NELSONCORP TEAM



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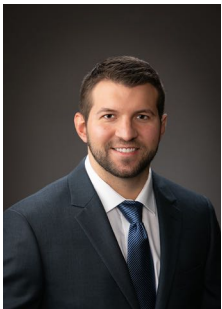
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IT'S A NEW YEAR!

As we come to the beginning of the year, it is important not to dwell on what has already passed, but to embrace the New Year, which renews hope and inspires faith in a brighter future! The New Year is a time to set goals that will improve ourselves and give our lives even more meaning. While I do believe we should always remember the past and strive to learn from it, it's more important to focus on what is and what's to come. Let's create goals for the future and love the present we are in.

Let's begin the year mindful of the past, excited for the present, and full of hope for the future. Let's turn over a new page and spend the year filling it with the stories of our own making.

This January, I wish for you and yours a wonderful 2022!

David Nelson

CONTENTS

- 04 **Things to Note**
Important reminders
- 04 **Annual Review 2021**
We look back at the past year in markets and what we can learn from our experience
- 06 **How We Deal with Market Corrections**
We discuss recent stock and bond market volatility and the ways that we address it
- 07 **NelsonCorp Media Appearances**
An overview of the topics covered this month
- 08 **What's Better, Stocks or Bonds?**
We look at the differences between these two financial instruments and the roles they play in portfolios
- 09 **How to Keep Your New Year's Resolution**
We share thoughts on achieving goals
- 10 **On a Personal Note...**
Read what members of the NelsonCorp team have been up to
- 13 **Featured Charity of the Month**
Jeans for Charity supports Synergy Mural Project

THINGS TO NOTE

It's that time of year! Call (563) 243-4350 to schedule your appointment for tax preparation.

Watch for upcoming details about the opening of our new office on Utica Ridge Road in Davenport. For the latest update, see pages 14-15.



Every January, it's customary to look back at the year that was. What were the highlights? What were the "lowlights"? What events will we always remember? Most importantly, what did we learn?

In many ways, the journey we took in 2021 was a microcosm of the journey we take to our dreams and financial goals. To illustrate how, let's look at seven dates from the past year. Now, I'm not saying future generations will see these dates in the history books. They have nothing to do with politics, sports, pop culture, shocking headlines, or anything else people tend to remember. But they're not arbitrary, either. Each date is a snapshot of how the markets performed throughout the year. I chose them because they reveal an important lesson about what it means to grow and progress.

Let's start with:

January 4

*Dow Jones: 30,223**

Rewind back to the beginning of 2021. Do you remember how much optimism was in the air? Everyone was thrilled to be done with 2020. The first vaccines had just begun rolling out, and the future promised a return to normalcy. Jobs would come back. Theaters and restaurants would reopen. Kids had already begun returning to school after months of online learning. The markets reflected this optimism. The Dow had climbed above 30,000 for the first time in history only a few

weeks prior – only nine months after a historic crash! – and there was every expectation they would climb even further.

January 29

*Dow Jones: 29,982**

Then, a small step back. The Dow slid back under 30,000 as investors remembered the pandemic wasn't over – and there was still much uncertainty about what lay ahead for the economy. Coronavirus cases rose slightly, while consumer spending fell. Earnings season commenced, with multiple companies reporting record losses for the previous year. As a result, the Dow's progress seemed to stall.

This is often the way life works, isn't it? Each January, many of us set new goals and make new resolutions. I'm going to lose weight. I'm going to quit smoking. I'm going to learn the piano. I'm going to retire. I'm going to finally take that trip to Europe. I'm going to quit my job and start my own company. You get the idea.

We begin each year with such expectation! Often, we're quick out of the gate toward the new finish line we've set for ourselves. But before long – sometimes, before January even ends – we hit a snag. A speedbump. A pothole. We get distracted, sidetracked, or waylaid. Progress grinds to a halt.

When that happens, we have two choices: Give up, or go on.

May 7

*Dow Jones: 34,777**

In 2021, investors chose to go on. Despite the ongoing pandemic, the expectation was that the economy would recover and grow faster than ever – and expectation is mostly what drives the markets.

Over the ensuing months, the markets experienced a torrent of growth. Meanwhile, vaccination numbers went up, COVID numbers went down, and the government passed The American Rescue Plan, a continuation of the previous year's stimulus programs. As a result, the S&P hit 4,000 for the first time ever in early April, and by early May, the Dow Jones was knocking on the door to 35,000. Sure, there were concerns about rising inflation, and whether the economy was heating up too fast, but for the most part, things were looking up!

Sometimes we generate a lot of momentum as we roll toward our financial goals. Plans get executed. Things come together. Suddenly, the resolutions we set in the New Year not only seem possible, but downright likely. But then...

September 30

*Dow Jones: 33,843**

The Dow did not go on to hit 35,000 in May, nor in June, either. In fact, that milestone wasn't passed until July 23, and there was lots of turbulence along the way. (Major volatility struck in

NelsonCorp Nuggets

40% of the cargo imported into the United States via ships come into the 2 California ports of Los Angeles and Long Beach.

Source:
Financial Times

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both June and July, and on several occasions, the Dow slid back into the 33,000s.)



During this time, it became clear that inflation was a very real problem. As the economy re-opened, producers were simply not able to meet demand, and prices rose. This led to fears that the Federal Reserve would raise interest rates sooner than expected, closing off the "easy money" spigot the markets had become accustomed to. And, of course, it was in the summer when the sequel to COVID-19 came out. Scientists called it Delta.

The Dow did rise as high as 35,625 in the middle of August*, but before long, it was giving ground again. By the end of September, the Dow was essentially back where it was at the beginning of April. A frustrating time for short-term investors, as spring and summer essentially amounted to walking in circles.

Long-term investors know, however, that these stretches are to be expected. They also serve as a lesson. Sometimes, we must endure long plateaus on the way to our goals. Periods where, despite all our efforts, we inch along, constantly taking one step forward, then two steps back. These plateaus can be physical. (I run on the treadmill every day; why am I not losing weight?) They can be vocational. (I've worked for years; why am I not making more money?) They can be aspirational. (I practice every day; why am I not getting better at the guitar?) And they can be financial. (I save and invest my money, I keep my expenses low

and my debt even lower, I budget every month; why does it still feel like I never have the money to do what I want?)

There's no getting around it: Plateaus are extremely aggravating. And they are often when investors lose sight of their goals – because the horizon still seems so far off, never getting closer.

November 8

*Dow Jones: 36,432**

But sometimes, a plateau can be the solid ground from which to launch, or the long runway we use to take off. Other times, the ground may only seem flat – in reality, it was sloping up the whole time, just never in a noticeable way. But when you look back, you see how much higher you were when you began. All you must do is simply not give up or go back.

That's how Autumn seemed. For most of October and November, the markets went from strength to strength. Positive economic news, positive pandemic news – even positive news from Washington, as another debt ceiling crisis was averted, and the House passed a major infrastructure bill that Wall Street largely cheered.

But there's always a twist. Sometimes, the bad guy in the movie only seems dead. Because, just after Thanksgiving, Americans woke up to a new word: Omicron.



December 1

*Dow Jones: 34,022**

In life, we will always face major

setbacks. It doesn't matter if the finish line is far away or mere feet away. We will stumble. We will trip. We still stop outright. There will always be unexpected expenses, unexpected obstacles. Our health could change, or our financial status could change, or our family situation could change. Sometimes, our entire life could change.

When this happens, though, it's important to remember one very important thing: A dream delayed is not a dream denied. A setback doesn't mean going back to Square One. Failing to reach the summit on our first attempt – or second, or third – doesn't mean the entire journey was in vain. Often, it's those same setbacks that give us the knowledge, the experience, the fortitude to do what it truly takes to succeed.

December 29

*Dow Jones: 36,488**

On December 29, just before 2021 ended, the Dow Jones hit its record high for the entire year.

This, to me, is the lesson of 2021: The road to our goals is rarely easy, and it's never straight. Progress is neither linear nor predictable. But by having a disciplined investing process, we know how to avoid getting caught up in hype and irrational exuberance. By having a long-term strategy, we know exactly what to do to keep growing and progressing when experiencing plateaus. And by planning ahead, we can factor in the bumps in the road and the gaps on the track. That way, when we hit them, we'll keep on going instead of being derailed entirely.

So, when time passes and we look back on where we started, we'll see just how far we actually came.

Yes, the year was a long and winding one, full of unexpected twists and turns. But 2021 taught us that if we keep our feet on the

This, to me, is the lesson of 2021: The road to our goals is rarely easy, and it's never straight. Progress is neither linear nor predictable. But by having a disciplined investing process, we know how to avoid getting caught up in hype and irrational exuberance.

road and our eyes on the horizon, we will get closer to where we want to be. And that is a valuable lesson indeed.

One more thing to remember: My team and I will always be there for you. If you have questions, we want to answer them. If you have concerns, we want to address them. If you have dreams, we want to help you achieve them. We look forward to serving you this year, and for many years to come.

Happy New Year! Let's make it a great one!

*"Dow Jones Historical Prices," *The Wall Street Journal*, <https://www.wsj.com/market-data/quotes/index/DJIA/historical-prices>

HOW WE DEAL WITH MARKET CORRECTIONS



If you've been paying attention to the news, you know the markets have endured a topsy-turvy month of January. As a result, the S&P 500 and Dow Jones are both on the verge of what analysts call a **market correction**. Should this volatility continue, you're likely to see that term a lot in the days ahead.

Headlines proclaiming a market correction can often look very scary. That's a problem because fear is every investor's worst enemy. It's what drives investors to make irrational and shortsighted decisions instead of sticking to a coherent strategy. So, in this message, I'm going to briefly cover some of the causes behind the current volatility before providing a refresher on our investment strategy.

What Is a Correction?

Quick refresher in case you've forgotten or are unfamiliar with the term: A market correction is defined as **a decline of 10% or more from the most recent peak**.

Corrections are fairly common. Prior to this month, we've had ten since the turn of the century alone...of which three turned into bear markets. 2 They're also generally short-lived, lasting three-to-four months on average. 3 But they still need to be taken very seriously, as we'll cover later in this message.

There are two main issues driving the markets into correction territory. The first is an old story, one we've been dealing with for over a year now. The second is newer, at least to those of us living on this side of the Atlantic.

I'm referring, of course, to inflation and Ukraine.

Inflation

Let's start with inflation. As you know, the ongoing pandemic has wreaked havoc on global supply chains. This has caused prices to rise on everything from cars, to food, to toiletries. At the same time, the economy has expanded, partially due to the Fed keeping interest rates at historic lows. The result? Skyrocketing inflation.

Early in the recovery, the Fed hoped that inflation would be **transitory**, meaning temporary and short-lived. But inflation has proven stubbornly persistent. After all, COVID-19 has not gone away, choosing to spit out new variants instead.

For months, investors have been expecting the Fed to raise interest rates to combat inflation. (Higher interest rates slows the economy by encouraging consumers and businesses to save rather than borrow or spend. This, in turn, leads producers to lower prices to attract new business.) Now, in 2022, many analysts anticipate

the Fed will raise interest rates several times this year. And it could happen as early as this week. The Fed is gathering for a two-day meeting on January 25, and investors are waiting with bated breath to see whether they'll announce an interest rate hike.

Why do investors fear the prospect of higher interest rates? Well, low interest rates mean that many securities, like bonds, simply don't provide the same return on investment as they would in a high interest-rate environment. That drives more into the stock market to get the returns they need. Higher interest rates could potentially reverse this trend, leading to money flowing out of the stock market and into other areas. When that happens, stock prices typically fall.

For these reasons, the interest rate/inflation story is unlikely to go away anytime soon. But now, the markets have a new question mark to deal with: The prospect of Russia invading Ukraine.

Ukraine

Now, this is hardly the place to dive into the long and controversial history of the Russian-Ukrainian relations. So, let's just cover the basics. In recent weeks, Russia has moved over 100,000 troops near the Ukrainian border. 4 This has NATO

— of which the US is a leading member — understandably concerned. (Remember, Russia forcibly annexed Crimea from Ukraine back in 2014.) All the major nations in the region are currently engaged in diplomatic talks, but the situation is growing so serious that the U.S. has ordered all family members of embassy personnel in Kiev to leave Ukraine.

Compared to inflation, it may be hard to see why this story has any effect on the markets at all. The reason can be boiled down to a single word: uncertainty. Will Russia really invade Ukraine? No one's certain. What would happen if Russia did? No one's certain. What will the US and other Western countries do about it? No one's certain. If, theoretically, the US were to levy sanctions against Russia, or prevent Russian banks from doing business with the US financial system, what would that do to global trade? No one's certain.

The markets hate uncertainty. When investors encounter it, they tend to draw the curtains, head for the hills, and circle the wagons. So, when you see a broad selloff after news like this, keep in mind that it's not because investors know what will happen. It's because they don't.

Historically, geopolitical events tend to have a very short-lived

effect on the markets. That's because, as the situation clarifies and uncertainty is replaced by understanding, the markets will settle down and go back to focusing on more domestic concerns. However, my team and I will keep a close eye on this. If the Russia-Ukraine crisis continues to impact the markets over the coming weeks, I will cover the subject in greater depth in a future message.

Our Strategy

Uncertainty drives fear, and fear drives investors to make irrational decisions. The media often likes to portray short-sighted decisions as being solely about "selling instead of buying," but we know from experience that the reverse can also be irrational. In fact, one of the worst mistakes investors can make is buying and holding regardless of market conditions, because they assume the markets will always go up over the long-term. (Ignoring, of course, all the times they don't.)

Here at NelsonCorp we know that, while corrections are common and often temporary, they can worsen into bear markets. Furthermore, any decline can have a significant impact on your portfolio, and by extension, your financial goals. So, while we don't believe in panicking whenever a correction hits, neither do we believe in simply standing still. For this reason, our strategy calls for us to:

1. Analyze market trends instead of simply market headlines. Is a particular investment, asset class, or the market as a whole trending down? If so, what are the underlying causes? And most importantly, how is it likely to impact your money?

2. Follow our rules that determine at what point in a trend we decide to buy, and at what point we decide to sell. For example, if an investment gives us a sell signal, we follow "the rules" and sell.

Period.

3. Be prepared at any time to "switch to defense" and move largely to cash to protect against losses and keep you from backsliding on the road to your financial goals.

Uncertainty abounds in the markets right now, and nobody knows with certainty what will happen. We're no exception. But unlike the average emotional investor, or average buy-and-hold investor, we don't focus on that. Instead, we focus on how things are trending now. We then follow our rules.

And that is how we deal with market corrections.

If you have any questions or concerns that I didn't address in this message, please feel free to contact me. In the meantime, always remember that my team and I are here for you. From inflation to Ukraine and everything in between, we'll keep monitoring the situation, so you don't have to...and inform you immediately if there's ever anything else you need to know.

Have a great February!

NelsonCorp Nuggets

The price of oil ended 2021 at \$75.21 a barrel, up 55% from its 2020 close of \$48.52 a barrel. Oil's all-time closing high price is \$147.27 a barrel on 7/11/2008.

Source:
CME Group

Read NelsonCorp Nuggets every Tuesday and Saturday on the front page of the Clinton Herald.

NELSONCORP MEDIA APPEARANCES

Make sure to catch our weekly educational content featured on television, radio, and the local paper. If you missed any of it, it is available on our website at www.nelsoncorp.com.

On 4 Your Money in January we covered many topics. David Nelson started the year discussing seasonal cycles in the stock market and how those can be used to help set investor expectations. James Nelson talked about the levels of debt we see in the economy and how some of this debt such as the large amount of mortgages that were refinanced over the last two years could provide future economic benefit by keeping debt service costs low. David Nelson talked about the inflation increases we have been seeing and the relationship to interest rates. He also talked about price trends in the stock market and what we are watching there.

On Financial Focus, David Nelson discussed the math that investors face when dealing with large losses and the importance of risk management. Nate Kreinbrink and James Nelson discussed the increasing investor preference for ETFs rather than mutual funds. On another show, Nate and James talked about what individuals need to watch for in the coming tax season as well as recent Iowa state income tax proposals. And in the final show for the month, Nate Kreinbrink and Andy Fergusson talked about the expanded Child Tax Credit and the documentation that comes along with it.

In the Clinton Herald recently David Nelson has written about the topic of capital gains, in particular how these are handled by both ETFs and mutual funds.



4 Your Money airs Tuesdays at 6:20 am on WHBF CBS Local 4 News, Fox 18 News at 7:00 am, and WHBF CBS Local News at 6:10 pm.



Financial Focus airs every Wednesday at 9:00 am on KROS FM 105.9 and AM 1340.

CLINTON HERALD

David Nelson is a guest columnist every 1st and 3rd Saturday in the Clinton Herald.



WHAT'S BETTER, STOCKS OR BONDS?

Last month, we looked at why some stock market indices – like the Dow – are valued much higher than, say, the S&P 500. But what is a stock, exactly? How does it compare to other kinds of investments? Even folks with a lot saved for retirement aren't always sure. You see, many Americans build wealth and save for retirement through their employers. Maybe they take advantage of a company 401(k) or are awarded company stock as part of their compensation. Either way, they don't always spend much time thinking about their investment options, because it's simply not required in order to start investing.

As a result, many Americans may have heard of different investment types – or asset classes, as they are also known – without truly knowing how they differ, or what the pros and cons of each type are. So, we'll break down some of the most important investment types, starting with the two most well-known. Without further ado, let's dive into:

What's better, stocks or bonds?

When you purchase a bond, you are essentially loaning

a company, government, or organization money. When you buy stock, you are purchasing partial ownership in a company. For this reason, stocks are **equity investments** while bonds are **debt investments**. Before we answer this question, let's examine how each type works.

How Stocks Work

When you buy a company's stock, you buy a share in that company – and the more shares you buy, the more of the company you own. Generally speaking, stocks can be held for as short or long a time as you wish, but many experts recommend holding onto your shares for longer-term if you anticipate their value will rise over time.

For example, let's say ACME Corporation – which makes roadrunner traps – sells their stock for \$50 per share. You invest \$5000 into the company, which means you now own 100 shares. Now, fast forward five years. ACME's business has grown, investors like what they see, which consequently puts their stock in higher demand. As a result, the stock price is now \$75 per share. Because you own equity in the company, you benefit from its growth, too – and

your investment is now worth \$2,500 more, for a total of \$7,500.

The Pros and Cons of Investing in Stocks

Every investment has its strengths and weaknesses, and stocks are no exception. The single biggest benefit to investing in stocks is that, historically, they outperform most types of investments over the long term. Because stocks represent partial ownership in a business, finding a strong company that performs well over the course of years and decades can be a powerful way to save for the future. Additionally, stocks are a fairly liquid investment. That means it can potentially be easier to both buy and sell them whenever you need cash. Many other investment types, like bonds, can be more difficult or costly to sell, in some cases locking you in for the long term.

But these pros are just one side of a double-edged sword. You see, with the possibility of a higher return comes added risk. While the stock market has historically risen over the long-term, individual stock prices can be extremely volatile, climbing and falling daily, sometimes dramatically. For example, if a

company underperforms relative to its expectations, the stock price can go down. Sometimes, companies can even fail altogether, and it's possible for investors to lose everything they put in. As the saying goes, risk nothing, gain nothing – but it's equally true that if you risk too much, you can leave with less.

Furthermore, to actually realize any gains you've made (or cash out a potential increase in value), you must sell your stock, which can trigger a significant tax bill.

How Bonds Work

Bonds potentially rise in value and might be sold for a profit, but generally speaking, that's not what most investors are looking for. Instead, bondholders are hoping something a bit more predictable: Fixed income in the form of regular interest payments.

As previously mentioned, bonds are a loan from you to a company or government. That loan might last days or years – sometimes even up to 100 years – but when the bond matures, the company pays you back your initial investment. In the meantime, the company typically pays you regular interest, just like you

would when you take out a loan. Depending on the type of bond you buy, these payments can be annual, quarterly, or monthly. Interest payments are why investors often look to bonds as a source of income.

The Pros and Cons of Bonds

Income isn't the only "pro" when it comes to bonds. Bonds tend to be less volatile than stocks. Also, since the company that issued the bond is technically in your debt, you would be among the first in line to get at least some of your money back even if the company enters bankruptcy. That's not the case with stocks.

But just because bonds are less volatile doesn't mean they're risk-free. Bonds may rise or fall in face value as interest rates change. Face value is typically calculated by seeing what others would likely be willing to pay to take over that debt from you. So, for example, if you bought a bond in Year 1 only to see interest rates go up in Year 2, the value of your bond will likely fall. That's because you are missing out on the higher interest rate payments you would have had if you bought the bond in Year 2 instead. That's important, because if you wanted to sell your bond before it reached maturity, you would probably have to settle for a lower price than what you initially paid.

Stocks and Bonds Together

As you can see, stocks and bonds each have different advantages and disadvantages. That's why neither is "better" than the other. It's also why, for many investors, the real answer is, "Why not both?"

Far from being competitive, stocks and bonds are actually considered complementary. That's because each brings things to the table the other doesn't. Furthermore, stocks and bonds are what's known as **non-correlated assets**. That means

they don't necessarily move in tandem. For example, say the stock market goes down. Just because stocks are down doesn't mean bond values will fall, too. In fact, it's possible they go up! And of course, the inverse is also true.

(Understand that this kind of non-correlated movement is not guaranteed. The point is that allocating a portion of your portfolio to both stocks and bonds is a good way of not keeping all your eggs in one basket.)

Obviously, I could go on for pages and pages on the ins and outs of stocks and bonds. This letter just scratches the surface. But hopefully it gives you a better idea about how these two important asset classes work and why people should consider both when it comes to investing for the future.

Of course, choosing which stocks and bonds to buy is an entirely different subject that we can tackle in future months.

NelsonCorp Nuggets

The average interest rate nationwide on a 30-year fixed rate mortgage was 3.11% at the end of 2021. The all-time record low national average is 2.65% set on 1/7/2021.

Source:
Freddie Mac

Read NelsonCorp Nuggets every Tuesday and Saturday on the front page of the Clinton Herald.

How To Keep Your New Year's Resolution

Resolutions can be hard to keep, especially if they involve building a new habit, breaking an old one, or achieving a longterm goal. Fortunately, there are a few simple steps you can take that make keeping your resolutions much easier...so that 2022 can be whatever you want it to be!

BE SPECIFIC



When setting goals, be as specific as possible. For example, rather than resolving to "save money", resolve to "save \$200 per week" instead. Specific goals are more measurable, and thus, more achievable!

PUT IT IN WRITING

Write down your resolutions and post them in a place where you will see them every day. This will help remind you of what you're working toward.



SET REALISTIC GOALS



Set goals that are within your reach, and don't try to take on too much at once. Be mindful of your finances and schedule. Remember, slow and steady wins the race.

DEVELOP A PLAN

Create a timeline with steps toward your goal. Set deadlines for each and cross them off as you go. This will help generate momentum and motivation.



REWARD YOURSELF

Acknowledge even the smallest of achievements. Keeping resolutions is hard work, and you should be proud of everything you accomplish!



ON A PERSONAL NOTE...

DAVID NELSON

Happy New Year! Sally and I are both doing well and hope you and your family are too. For me, the basketball season is in full swing and going quite well. We are in the heart of the season and hope to finish strong. I feel fortunate to have a fantastic group of girls who are hardworking, dedicated student athletes.

Sally's school year is going well. Things have changed drastically the past couple of years for teachers, but she's adapted and continues to make her students a priority. She's still playing pickle ball and enjoys that very much.

Big news is our daughter, Catherine is expecting twins! She's doing well and we are very excited about having two more grandchildren, as the twins will make 12! Here's a picture with several of our grandchildren.

Catherine and her family are moving from Chicago to Davenport, and her husband Mike will soon be joining the team at NelsonCorp, working in our Clinton and Davenport offices.



EUGENE KRUEGER

With 2022, comes the promise of a reduced pain-level for my right shoulder, that was totally replaced back on 11/18/2021. I am very diligent in doing my Physical Therapy and that old saying of "No Pain—No Gain" is once again proving to be a true statement. With that being said,

I have a goal of being on the 1st tee of a Florida golf course by the first of March, so I am driven to do what the Therapist tells me.

I wish you all a Happy and Prosperous New Year and as always, not only do I thank you for your use of our services, but more importantly, thank you for your friendship.



BRAD FRITZ

Winter 2022 is upon us and reminding us that we still live in the Midwest. Holidays are past and we had a really fun time with grandkids, family and friends. Carol and I drove to Washington DC to spend Christmas with Bruce, Sarah, and Murphy for a week, visited the sights of DC and really had a good trip. Brian, Lisa, and the grandkids came to visit over New Years and stayed for a night, and we all had a really fun couple of days. Seems like time is flying by, we can't believe Waylon is in 5th grade now and we have traveled to several of his basketball games, brings back lots of memories of our own two boys starting the long sports journey. So far, our move to the condo is working out as well as we hoped, when you downsize like we have you just aren't sure what to do with all the treasures we've collected over the years. We're still adjusting to it but

it's going to be great as time goes by for us. Enjoy the rest of your winter and enjoy all your surroundings every day.

KEN NELSON



Here's a beautiful picture of our three little elves! We were finally able to get everyone together for our Christmas celebration the second week of January, and what a wonderful time we all had. These little curtain climbers were constantly on the move, and as you could imagine we spent the morning before arrival baby proofing the entire house from their constant reach for things! What wonderful little granddaughters. Can't believe they are a year and a couple months old now and all three are doing extremely well. We are truly blessed. Here's hoping everyone has a happy and healthy New Year.

AMY CAVANAUGH

I hope all of you had a nice holiday season. Celebrating was a challenge for us this year due to covid cases and working around isolations, but we did finally get together with family. It is always fun when we spend time with our 3 granddaughters. I am now trying to get through this cold winter and trying to hibernate as much as possible. The cold weather, snow and short

days are always a challenge for me at this time of year, but I do catch up on inside projects and reading. I'm sure this winter will go by as fast as the rest of the year. I wish all of you a healthy and prosperous 2022.



NATE KREINBRINK

Happy New Year, and hopefully everyone had a Merry Christmas. We were able to spend it with family, both here in Iowa and also back in Ohio with my family for a few days. It's always great to enjoy the true meaning of the season. Our schedules are picking up, as Braxtyn and Emerson are full swing into their basketball seasons. I'm only coaching one of their teams, but it keeps me plenty busy. Alijah is preparing for his spring golf season at Hawkeye Community College, and is looking forward to getting his fill of golf in. Before

we know it, the ice and snow will turn to green grass and flowers – my favorite time of the year. I can't wait to get back outside and enjoying warmer temperatures – even if that means mowing! Continued happiness and health from our family to yours in 2022.



JAMES NELSON

I hope everyone is doing well and staying healthy. I have enjoyed seeing a lot of you in person this last year. I have had lots of office appointments and have even done some traveling again to see clients. It has been wonderful to catch up. Things are going well at our house. Sophia is in basketball right now and she loves it! Violet continues to love pre-school and stays busy with her little friends. Amelia is on the move and keeps mom busy each day. We are really looking forward to a family trip we have planned this spring. I hope to see all of you soon either in the office or at events this year.



JOHN NELSON

Happy New Year! I hope you and your family are healthy and well. We have been very productive with end of year tax planning that now has us getting clients ready for tax preparation. It is a busy but important time of year. Outside of work Mercedes and I have been enjoying the snow with Will and Isabelle. Both love the outdoors no matter the season! I look forward to seeing many of you in upcoming appointments soon.



JAKE WOODCOCK



We hope everyone had a wonderful holiday season and has enjoyed a great start to the new year. Over autumn and winter, we have been rehabilitating our rescued horses. They are all making great progress and we are looking forward to trail riding this summer. We are also planning our upcoming family road trips, which are always fun and interesting, but also challenging with four children and two dogs. We are especially thankful for our health this year and are looking forward to spring weather. We are wishing everyone health and happiness

this year and look forward to seeing you soon.

VAL HILL

Happy 2022 from the Hills!

Alan is on the official countdown to retirement as he will be retiring at the end of the year. He's already started his "to do list" when retired, I'm sure I can add several more items to that list.

Elle is doing well; she is working as a Care Coordinator at Abbe Center for Community Mental Health in Iowa City. She really enjoys her job of working with individuals of all ages with mental disabilities. Elle just made her first "adult" purchase. She bought an SUV and just loves it as getting around Iowa City in the winter is going to be much easier.

Here's a picture of the Hill Family at Christmas.

Take care and stay healthy!



JAMIE HUGUNIN

Hello everyone! I hope you all had nice Holidays and are keeping warm. We really enjoyed Christmas this year with Miles being at such a fun age. He just turned 2 this January. It was so much fun watching him open gifts and understanding what they were. He is learning so quickly and has such a big vocabulary already. Our dogs are getting a little stir crazy with the cold weather we have had

recently, and we all just can't wait to get outside! Brian and I have been getting things ready for the baby's arrival in March. As we get closer, we are just so excited for Miles to become a big brother and to grow our family. Pictured is Miles with his "Paw Patrol" Birthday Cake.



MICHELLE EVERSOLL

My daughter recently married her soulmate. Morgan and Steven dated for 6 years before finally tying the knot on October 16th. It was such a beautiful outdoor wedding. There was a chill in the air, but the sun was shining bright, and we could not have asked for a more perfect day. I gained a wonderful son-in-law in 2021 and am looking so forward to what 2022 has in store. Happy New Year!



ON A PERSONAL NOTE...

TRAVIS MOREHEAD

Happy 2022! Last year certainly flew by for me. Between buying a house, leading my church council, and keeping up with all the Covid protocols, there didn't seem much time to think! However, I was able to enjoy Thanksgiving and Christmas with my family. Christmas brought something a little interesting in my life. My sister and mom gifted me two cats, adopted from the humane society. I was surprised but very excited to have a couple companions at home. I decided to name them Sammy (black and white), and Rizzo (orange and white). I'm sure my Cubs fandom shows there. I'm looking forward winter being over and Spring rolling in!



AMANDA SCHAUER



Two are better than one! These are my grand pups, Hulk and Sitka. They have so much energy, are very entertaining, and make me laugh! I'm looking forward to the days ahead where we can

play outside and go for walks. Have a happy 2022, a new year filled with endless possibilities!

AUSTIN ECK

Other than a few weeks of below-freezing weather, our Winter has been fairly mild so far here in Kansas. In fact, it was so nice that we were able to take the girls to the local zoo the day after Christmas. They really enjoyed getting to pet the farm animals, particularly the goats. (Don't let Lily's face fool you, she loves the goats!) For the first time in a while, we didn't make it up to Iowa to see the family over the holidays, so we are definitely looking forward to seeing everyone next month. Hope all is well and take care!



BOB LEE

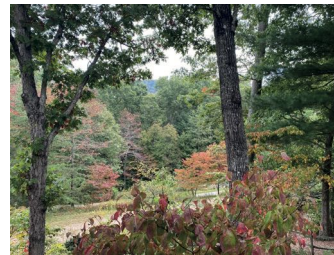
Travel for Joyce and me continued during the fall of 2021. We visited our son Matt and his wife Sarah in Asheville in early October. We stayed busy chasing grandkids Emma and William. Also, Emma at 4, played softball and soccer and we were her biggest fans. Another highlight was visiting the NC Arboretum pictured below.

At the end October, we traveled with two other couples to visit friends in Naples FL. The guys are all longtime Bears fans. Our

intent was to attend the Bears-Tampa Bay Bucs game. With nosebleed seats more than \$350, we went cheap and watched on TV.

After our Fall travel, we hosted family for Thanksgiving and Christmas. It's a good thing our Bettendorf condo has 4 bedrooms to house our children and the grandchildren.

With the recent early January snow and cold temperatures we headed south to enjoy warmer weather.



RICH PHELAN



As we begin a new year, I often need to remind myself how truly blessed our family has been. There is so much negativity in the world, over emphasized in the media, we need to work hard to insulate ourselves from it. Global terrorism, genocide, divisive politics, which seems to never end and oh, did I mention covid!

But 2021 was a great year for our family. I still get to represent NelsonCorp Wealth Management and while I like to joke about my interim job at the Chamber, we are making a difference. And a long-sought merger of the Chamber and CRDC seems to be very close.

And did I mention that Carolyn and I are going to get away from winter for a few weeks.

2022 is going to be a great year!

STEVE GRIMES



My wife Jan and I were able to host our two children Kelly and Eric and both of their families recently for Christmas at our house and were able to share a great time together. The holidays always remind us how valuable it is to be able to get together with family and friends and share what's important. It's so amazing to see how great our two kids and their families are doing and how quickly those grandkids are growing!

We also were able to take a trip to Chicago recently and visit with some old college friends. We have been together for a Christmas Party every year for the past 45 years! Great friends that remind us of the importance of keeping in touch with others. I hope you and your families have been able to do so over the holidays and wish everyone a Merry Christmas and. Happy New Year!

ANDY FERGURSON

Well Tax Season is here, and we are excited. This year brings many of the challenges of 2020 with it as well as its own set of new challenges. One thing is certain though, when we emerge from this long dark winter, we will have accomplished something great. Our family is

happy and healthy and looking forward to Spring and all the excitement of spring sports, prom, and graduation and life after tax season. 2022 is going to be a big year and we can wait for the memories it brings. Hopefully you and your family are healthy and happy. Can't wait to catch up with everyone over a tax return. Here is a senior picture of our oldest daughter Delaine.



MIKE VANZUIDEN

Another year has come and gone. These past couple of months have brought change to our home. We are empty nesters. Our son Trae has moved into his own place while he finishes out his HVAC studies. He will graduate in the summer.

We also marked two and a half years of remission for Trae from lymphoma. He is halfway to the 5-year mark, when we can call him cured. Our family also celebrated our daughter, Taylor, who graduated from the University of Iowa with her bachelor's in psychology. We couldn't be more proud of the young adults we have raised. Here's to 2022 and all of the blessings that it holds for us all.



TABATHA WESTPHAL

Hi everyone! I feel like time just will not slow down. My family and I are still spending a lot of time at sporting events (volleyball and basketball now) and are new dog parents to a little chihuahua puppy named Leo. He is just as much fun as you would imagine, but it goes without saying I do not think he likes this negative degree weather any more than we do! Here's to warmer days and more sunshine!



THIS MONTH'S FEATURED CHARITY IS SYNERGY MURAL PROJECT



Synergy is a student led STEM initiative working with local businesses and community members to improve quality of life for Clinton residents. Synergy students get high school credit while partnering with local businesses to solve problems that they are currently facing with an eye on economic development.

The Synergy Mural project was started in the Spring of 2020 with research and developing ideas, and has continued into the fall and winter with contacting artists for designs and now fundraising. We are almost fully funded for an interactive mural on Midwest Pets for Life that will encourage people to take pictures with the mural and create a sense of community.

We are looking to raise funds to prepare the wall for the mural as well as putting a mural or graphic art on the side of the Historical Society Museum. We have ideas for future projects as well if funding goes above and beyond what we hope to raise.

If you are interested in what Synergy is doing with murals or would like to talk with us, our email is synergy@csdkq.org, or you can follow us on Twitter and Facebook @synergyclinton.

NelsonCorp Nuggets

Wages and benefits for all civilian workers in the US increased by 1.3% in the 3rd quarter of 2021, the largest quarter-over-quarter change since 2003.

*Source:
Bureau of Labor Statistics*

Read NelsonCorp Nuggets every Tuesday and Saturday on the front page of the Clinton Herald.

JEANS FOR CHARITY

Every Friday, the team at NelsonCorp Wealth Management wears "Jeans for Charity". In exchange for getting to wear jeans to work, we each pay a \$5 weekly fine. At the end of the month, the fines are donated to a charity. NelsonCorp will match the fines that are collected, up to \$250.

GETTING CLOSE, OPENING SOON!

Things are just about complete at our newest office building located on Utica Ridge Road in Davenport. We will be letting clients know opening dates for appointments and watch for an announcement about an open house..

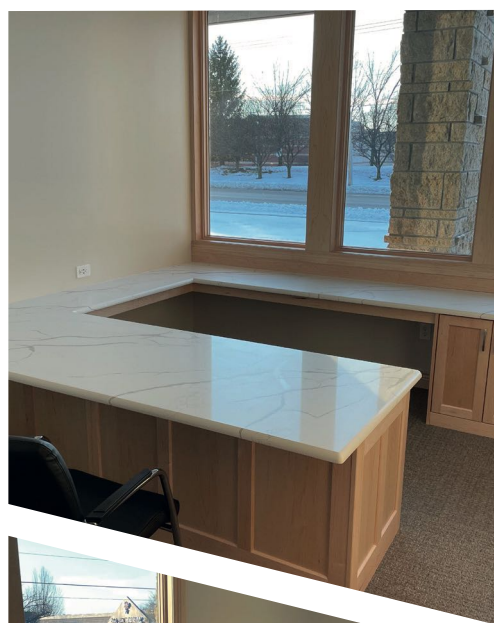


NEW ADDRESS

**5465 Utica Ridge Rd
Davenport, Iowa 52807**

COMPREHENSIVE WEALTH MANAGEMENT

With the added space and updated technology, we plan to bring the same innovative offerings from our Clinton office to the Quad Cities. This will include having our financial planning and investment solutions under the same roof as tax services and estate planning lawyers.





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PLACE
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