

# NELSONCORPNEWS

**MARCH**  
**2023**

## LESSONS FROM MARCH MADNESS

Parallels between success in March Madness and financial success. p4

## TYPES OF BONDS

Breaking down the difference between bonds and common bond-related terms. p8

## FEATURED CHARITY OF THE MONTH

NelsonCorp's Jeans for Charity Supports Camanche Public Library. p11





# YOUR NELSONCORP TEAM



DAVID NELSON



EUGENE KRUEGER



VALERIE HILL



AMY CAVANAUGH



KENNETH NELSON



JACOB WOODCOCK



NATE KREINBRINK



JAMES NELSON



JOHN NELSON



ANDY FERGURSON



JAMIE HUGUNIN



MICHELLE EVERSOLL



AUSTIN ECK



TRAVIS MOREHEAD



MIKE VANZUIDEN



TABATHA WESTPHAL



AMANDA SCHAVER



MIKE STEIGERWALD



HANNAH VAN HYFTE



## SPRING CLEANING

Spring cleaning is defined as “a thorough cleaning of a house or room, typically undertaken in spring.” But perhaps it can be more than that. It can be about unearthing treasures you had long forgotten. Treasures you didn’t know you had.

I am sure we all have something like this: a little trinket box, a lunch box, or an envelope. Something that we have been carrying around with us unconsciously everywhere we live because it has been a part of who we are—yet we do not ever look through it and sometimes forget what we have kept in them.

In my own memory box I found: birthday cards, anniversary cards, letters, and poems both from my spouse and children that they had written in their grade school years. I also found pictures my kids drew with dates on them. As I looked at the dates on the pictures and letters, I was transported back in time. I could distinctly remember the feelings I felt the day I first saw those things, and remember the many things that followed during that time frame.

Going through my memory box, I realized that every moment is important, because the moments we live in create memories, and memories are more valuable than any other form of riches. “Memories are timeless treasures of the Heart.” Take time to notice the things you tend to overlook while you do your spring cleaning this year.

*David Nelson*

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## THINGS TO NOTE

*Just a friendly reminder from your neighborhood financial advisor that the surest way to find a pot of gold (a figurative pot of gold, of course) at the end of your rainbow is to save, invest, and plan for it.*

*Happy St. Patrick's Day everyone!*

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*There is still time to get your tax return done by our experienced team of tax professionals. It's as simple as dropping off your 2022 documents and a copy of your driver's license. If you did not have your return done with us last year, please also bring a copy of your last return.*

### NelsonCorp Nuggets

**The United States is an estimated 3.8 million homes short of the demand that exists in the country for single-family homes.**

*Source:  
Freddie Mac*



Every spring, hundreds of thousands of people tune their televisions to March Madness, the annual tournament to decide the best team in college basketball. If you've ever watched before, you know it's a time of great excitement as underdogs rise, giants fall, and new legends are made.

While watching a few games, it struck me how many parallels there are between March Madness and finance. The winning teams, whether they're favorites or longshots, often display many of the same qualities that lead to financial success.

To illustrate what I mean, here are a few lessons we can take from March Madness:

#### 1. Have a financial game plan.

No winning team ever shows up to a game unprepared. They spend days, weeks, even months practicing, watching game film, and studying their opponent.

The same should be true of your finances. Researching your investments, planning your taxes ahead of time, understanding your own strengths and weaknesses, laying out goals and determining how to achieve them – these are the best ways to get ahead in the game. Whether it's sports or finance, planning beats just winging it every time.

#### 2. Aim for financial balance.

Research shows that it's not the teams with the best offense or best defense that are likely to win the tournament. On the contrary, it's the most balanced teams that usually take home the trophy.

Balance is important in finance as well. Some people spend all their money and time on their

investments, thinking if they can just pick the right stock, they'll be set for life. Others focus solely on saving every penny they earn without ever investing a cent. Still others think financial success is all about securing the highest-paying job.

The truth is, you're more likely to achieve your goals when all aspects of your finance are in balance. That means paying equal attention to your income, investments, spending, saving, taxes, insurance, and so on.

It doesn't matter how much you earn if you spend even more. And while it's great to save as much as you can, you won't get as far as you would if you invested wisely. Furthermore, even if you nail every single one of those aspects, you could lose more than you can afford if the unexpected happens and your insurance isn't in order. See what I mean about balance?

#### 3. It's all about the team.

Basketball is a team sport, not an individual one. A college could have the single best player in the world, yet still come up short if they played against a better drilled, better prepared, more balanced team. No one player can achieve victory by his- or herself. For a team to win, everyone must contribute.

Similarly, you could be the smartest, hardest-working person in the world and yet still fail to reach your goals if you try to do it all alone. These days, having a financial team is more important than ever. That's because there's so much to know, so much to do. Working with experienced, caring professionals who specialize in the various aspects of your

finances – your investments, your taxes, your estate, etc. – can make all the difference.

#### 4. Don't blindly assume success.

In March Madness, every team is assigned a seed from one through sixteen. In most cases, when lower-seeded teams play higher seeds, nearly everyone expects the higher seed to win. But that doesn't always happen.

March Madness is (in)famous for upsets, where an underdog beats a favorite. This is more likely to happen when the favorite comes into the game assuming they'll win. As a result, they may take the game less seriously or play less hard. The result? They go home early.

Similarly, we shouldn't just assume we'll be financially successful. Achieving our goals takes planning, time, patience, and hard work – qualities we're less likely to show if we just assume success is guaranteed.

#### 5. Always have a winning attitude.

At the same time, we should never be pessimists about financial success, either. When an underdog goes into a game thinking defeat is inevitable, their lack of belief becomes a self-fulfilling prophecy. But when a longshot plays with unshakeable confidence, believing they can win, knowing they can win – then suddenly, the impossible becomes very possible.

So, as you work toward your own goals, remember to always bring a winning attitude to everything you do. Believe in yourself and your abilities. Believe in your dreams.

It's the surest way of making them come true.

# THE ART OF CONVERSATION

Many people think that, as financial advisors, we spend all day with our heads buried in numbers, following the movement of the markets. And it's true – that is a big part of what we do. But the most important part of our job – and, quite frankly, the best part – involves having simple, face-to-face conversations with other people.

We love meeting with clients both new and old, because we love getting to know people better. We love hearing their dreams, their needs, their fears...their stories!

Since we get to have face-to-face conversations every day, we consider ourselves pretty lucky. Because we know these types of interactions are getting increasingly rare as the world gets increasingly digital.

Simple, heart-to-heart conversation is not a day-to-day occurrence for some people anymore. More and more, we are using our phones or computers to connect with each other, or to comfort us in times when we are alone or to fill any lull of silence. We have heard stories where people realize at the end of the day, they have not had one conversation with a human being or even uttered one word out loud.

Thinking about this, we recently came across a story about a man who felt similarly. He believed the art of conversation would be the next victim of technology. He wanted to make a difference, so he started a global movement to keep conversation alive using just two chairs and a poster board.

His name is Adria Ballester, a Barcelona native who, after a rough day at work, found himself walking around the city, wanting to see the beautiful skyline from

the top of a nearby mountain. He was able to make it there by nightfall and saw an elderly man who was out doing the same. The two fell to talking. After a long conversation, the elderly man left, saying, "When you will become 80 years old, all your problems [that seem] huge will look so small."<sup>1</sup>

After he left, Adria pondered what the man had said and realized he was right. Adria also realized how much he had enjoyed and benefited from that one, single conversation with a stranger. All the anger he felt from work had vanished.

In some ways, that conversation was like an awakening for Adria. It opened his eyes to how important it was to speak with people with different life experiences. So, he decided to do something about it.

It only took that one interaction for Adria to make the conscious decision to have conversations with people to see different perspectives. So, he took a poster board and carried two chairs with him to the heart of the city. He set the two chairs facing each other and sat in one, waiting. The poster board was set up where passersby could see the words "Free Conversation" written clearly.

His goal was to provide a safe space, free of judgement, where people could express themselves in public. Whatever they wanted or needed to talk about, they would find a friendly ear in Adria.

Every weekend Adria would sit facing an empty chair until a stranger would walk up and take a seat. Over time, he heard everything from cheerful tales to heartbreaking stories. In fact, over the next three years, he had more than 1500 conversations with total strangers!<sup>2</sup> These

raw, honest conversations gave him both perspective and confirmation he was doing the right thing.

Eventually, word caught on as to what Adria was doing. This led Adria to start a new project that he calls the "Free Conversations Movement," where people all over the world could do the same thing he was doing in Barcelona.

The idea went viral over the pandemic, and others were inspired to do the same. Today, there are volunteers in multiple countries on almost every continent, each offering "free conversations," starting face-to-face, heart-to-heart interactions in any public space that would have them.

Reading this story truly made us realize how important conversations are in our life. It also made us think about how many other activities that used to be standard are becoming rarer and more precious.

Lately, we've found ourselves thinking of things we used to do growing up that we don't do much anymore. Writing letters to loved ones, memorizing phone numbers by heart, having new

recipes updated in my family cookbook.

We think it's these little things that make life special. Moving forward, we want to make sure we spend more time doing them and appreciating them. We want to look forward to each and every conversation, whether it's with a friend, family member, neighbor, client, or even a total stranger.

Because, hey – it's free!

We hope you enjoyed reading this story. As we continue into this year, we wish you many meaningful conversations with others – and we look forward to the next conversation we have together!

Sources:

<sup>1</sup> "How Everything Started," The Free Conversations Movement, <https://thefreeconversationsmovement.com/about1/>

<sup>2</sup> "Free Conversation Movement: Spanish salesman fights to bring back the art of talking," iNews, <https://inews.co.uk/news/world/freeconversations-movement-adria-ballester-art-of-talking-1027956>



# TAKE THE SCENIC ROUTE

Sometimes, when you turn on the TV or see what's trending on social media, it can feel like the world is awash in negativity and bad news. Sometimes, it's easy to wonder what kind of world we're leaving for the next generation. But whenever I feel that way, I'm reminded of a quote I once read by a journalist named Doug Larson:

"Bad news travels fast. Good news takes the scenic route."

With that in mind, I've resolved to spend more time taking the scenic route myself...by always being on the lookout for stories that inspire and news that uplifts. Recently, I came across two such stories that not only prove good news is alive and well, but that the "next generation" are doing just fine on their own.

Most people remember what it's like when you move to a new town or join a new school. The butterflies in your stomach as you wonder if you'll make friends; if people will like you and accept you.

Last year, in Hendersonville, Tennessee, a teen named Sergio Peralta felt those same butterflies as he prepared for his first day in a new school. But in Sergio's case, his butterflies were compounded by the fact that his right hand was not fully formed.

For years, Sergio had often felt like hiding his hand from classmates. Now, he was faced with the prospect of a whole new group of kids learning about his condition. Wondering if he would face incessant questions about it; wondering if he would be teased about it.

But when the students in his school's engineering class met

Sergio, they didn't see his hand as something to point at or laugh at. Instead, they saw him. A new friend to make...and a new friend to help.

So, the engineering class asked if they could do him a favor. For four weeks, with Sergio's input, they brainstormed, designed, and finally 3D-printed a prosthetic hand for the young man to try. As the school's principal said, it was "a testament to students who care about each other."<sup>1</sup> And as one of the students said, it was a chance to put what they had learned into practice. "You're supposed to be engineering, coming up with new ideas, solving issues."

Which is exactly what they did.

All his life, Sergio had become adept to doing most things with his left hand. But when he tried on the new prosthetic his classmates built, he was finally able to do one thing he had always wanted with his right: Catch a ball.

Said Sergio: "I didn't know my classmates, so I got introduced to them by the teacher. And then that's what I started working on, and I got to be friends with them. Living without a hand for fifteen years and [then] they actually offered me one is pretty cool. No one has ever offered me this. It changed my life."

The engineering students at Hendersonville aren't the only scientifically minded kids out there. Far from it. Another student, in another part of the country, was recently honored by Yale...even though she's too young to go there!

Bobbi Wilson is a nine-year-old girl in Caldwell, New Jersey. Known as "Bobbi Wonder" to her friends, this young scientist-



in-training resolved to save her community...from a species of invasive bugs known as "lanternflies." These pests can wreak havoc on farms and native plants, so last year, local officials began educating kids about the bugs to keep them from spreading.

Bobbi was one of those children. Inspired by what she learned; she decided that age was no obstacle to pitching in. So, on her own initiative, Bobbi launched a campaign to rid the town of lanternflies. First, she created her own homemade repellent by mixing dish soap, water, and apple cider vinegar. Next, she informed her neighbors that she would be going up and down the streets, spraying wherever she found the bugs. Finally, she promised her mother she wouldn't venture far. (And, of course, never talk to strangers.)

Bobbi began vigilantly patrolling the neighborhood. Whenever she sprayed a lanternfly, she would add it to a jar for her own collection. But then she ran into an obstacle: Someone mistook Bobbi for a vandal and called the police.

It was a scary moment for a child still in elementary school, who is also Black, but fortunately, nothing bad happened. Despite the scare, Bobbi persisted in her quest. Soon, word got around.

The first calls were from the city council. The next was from the local news. Finally, Bobbi started getting calls from actual scientists...from Yale University!

They were so impressed with both her initiative and her solution that they invited Bobbi to tour Yale and meet other female scientists on campus. They also officially added Bobbi's collection of lanternflies to the university museum. Now, both scientists and government officials have begun promoting Bobbi's solution as a way for all citizens to help combat the lanternflies.

Best of all, this young scientist will attend a summer research program at the New Jersey Institute of Technology. Who knows what solutions she will come up with next!

I loved reading these stories, because they show how all around our country, the next generation is stepping up, pitching in, solving problems, and caring for others. It gives me so much hope for the future. And it reminds me that, despite all the bad news we see on TV, there is plenty of good news going around.

Sometimes, it just takes the scenic route.

*Content by BGM*



# THERE'S STILL TIME



There's still time to contribute to your IRA!

If you haven't already contributed to an IRA (Individual Retirement Account), there's still time to do so. Many people don't know that the 2022 contribution deadline is actually April 18, 2023.<sup>1</sup>

However, if you do decide to contribute, you must designate the year you are contributing for. (In this case, 2022.) Your tax preparer should be able to help you fill out the necessary forms, but please feel free to contact me if you have any questions or need help.

For 2022, the maximum amount you can contribute is \$6,000. Or, \$7,000 for those over the age of 50.<sup>2</sup>

This applies to both traditional and Roth IRAs. If you're unsure whether to contribute, remember:

- Contributions to traditional IRAs are often tax-deductible. And while distributions from IRAs are taxed as income, your tax rate after retirement could possibly be lower than it is now, lessening the impact.
- Contributions to a Roth IRA, on the other hand, are made with after-tax assets.

However, the advantage of a Roth IRA is that withdrawals are usually tax-free.

- Whichever type you use, IRAs provide a great, tax-advantaged way to save for retirement.

If you have yet to set up an IRA for 2022, you can still do that. The deadline to establish an IRA is also April 18th. In other words, if you want to take advantage of the benefits an IRA has to offer, there's still time to do so, either by contributing to an existing account or by establishing a new one.

If you have any questions about IRAs – whether one is right for you, how it should be managed, or anything else – please give us a call. We're always happy to help you.

<sup>1</sup> "IRA Year-End Reminders," Internal Revenue Service, <https://www.irs.gov/retirement-plans/ira-year-end-reminders>

<sup>2</sup> "IRA Contribution Limits," Internal Revenue Service, <https://www.irs.gov/retirement-plans/plan-participant-employee/retirement-topics-ira-contribution-limits>

## 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](http://www.nelsoncorp.com).

On 4 Your Money this month, David Nelson gave an update on how the stock market has performed to start the year. James Nelson discussed how last year's legislation (Secure Act 2.0) has impacted retirees across America, most notably the changes to Required Minimum Distribution age. Nate Kreinbrink talked about the difference between stock markets and the economy. He also provided details on earnings and profit margins that can provide more context on the health of the economy, and he gave some perspective about the possibility of an economic recession. To wrap up the month, David spoke about some of the factors that are pushing back the recession forecast, including consumer spending, and a recent increase to U.S. retail sales that may lead to an increase in interest rates.

On Financial Focus, David Nelson shared the news that interest rates will continue to rise, but there have been some positive outlooks to start 2023. He mentioned that volatility will remain, and he talked about how important it is to take emotion out of decision-making as an investor. Nate Kreinbrink and James Nelson talked about the positive start to the markets in 2023. James cautioned that while it has been a nice start, inflation and the rising-interest rate environment will persist. They also spoke about the stigma around the word "recession" and how different asset classes react differently to recessions. They finished up talking about how important it is to know what you own, specifically in retirement and 401(k) accounts.



*4 Your Money* airs Tuesday mornings on FOX 18 News at 8am and on WHBF CBS Local 4 News at around 6:10pm.



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



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

# WHAT'S THE DIFFERENCE BETWEEN ALL THESE TYPES OF BONDS?

When you buy a bond, you are lending money to the issuer – generally a company or government. In return, the issuer promises to pay you a specified rate of interest on a regular basis, and then repay the principal when the bond matures after a set period of time.

As you know, the markets had a very up-and-down year in 2022. Whenever that happens, many investors start showing renewed interest in bonds, because they tend to be less volatile than stocks. This interest may continue in 2023. But there are several types of bonds to choose from, each with different characteristics.

All those options can be confusing, so we figured now would be a good time to give people a brief overview of the main types of bonds that investors have to choose from. Let's start with:

## Corporate Bonds

Corporate bonds are issued by both public and private corporations. Companies use the proceeds of these bonds to buy new equipment, invest in new research, and expand into new markets, among other reasons. These bonds are usually evaluated by credit rating agencies based on the risk of the company defaulting on its debt.

Corporate bonds can be broken down into two sub-categories: Investment-grade and High-Yield. Investment-grade bonds come with a higher credit rating, implying less risk for the lender. They're also considered more likely to make interest payments on time than non-investment

grade bonds.

High-yield bonds have a lower credit rating, implying higher risk for the investor. These are typically issued by companies that already have more debt to repay than the average business or are contending with financial issues. Newer companies may also issue high-yield bonds, because they simply don't have the track record yet to garner a high credit rating.

In return for this added risk, high-yield bonds typically pay higher interest rates than investment-grade bonds. In short, investment-grade implies lower risk for a lower return; high-yield implies higher risk for a higher return.

## Muni-Bonds

Municipal bonds, or "munis", are issued by states, cities, counties, and other government entities so that entity can raise funds. Sometimes these funds are to pay for daily operations like maintaining roads, sewers, and other public services. Sometimes the funds are to finance a new project, like the building of a new school or highway.

Muni-bonds can also be broken down into two sub-categories: Revenue bonds and general-obligation bonds. The former are backed by the revenues from a specific project, such as highway tolls. The latter are not secured by any asset, but are instead backed by the "full faith and credit" of the issuer, which has the power to tax residents in order to pay bondholders, should that ever be necessary.

In other respects, muni-bonds

work similarly to corporate bonds in that the holder receives regular interest payments and the return of their original investment. But they do come with one additional advantage, in that the interest on muni-bonds is exempt from federal income tax. (It may also be exempt from state and/or local taxes if the holder resides in the community where the bond is issued.) However, muni-bonds often pay lower interest rates than corporate bonds do.

## U.S. Treasuries

Treasury bonds are the type of bonds you usually hear about in the news. As the name suggests, these are issued by the U.S. Department of Treasury on behalf of the federal government. They carry the full faith and credit of the government, which has historically made them a very stable and popular investment.

In fact, U.S. treasuries tend to be so stable that economists often use them as a bellwether for the overall health of the entire economy.

There are several types of U.S. Treasury bonds. Treasury Bills are short-term bonds that mature in a few days to 52 weeks. Treasury Notes are longer-term

securities that mature in terms of 2, 3, 5, 7, or 10 years. Finally, actual U.S. Treasury Bonds typically mature every 20 or 30 years. Both Notes and Bonds pay interest every six months.

Finally, we have Treasury-Inflation-Protected Securities, or TIPS. These are notes and bonds whose principal is adjusted based on changes in the Consumer Price Index, which tracks inflation. Interest payments are made every six months and are calculated based on the inflation-adjusted principal.

That means if inflation goes up, so too does the principal in the bond...thereby increasing the amount of interest that is paid. However, if inflation goes down, the principal does too, thereby decreasing the interest rate.

## I-Bonds

An I-bond is a type of U.S. savings bond specifically designed to help protect investors from inflation.

Here's how they work. Every six months, the government recalculates the interest rates for I-bonds based on the consumer price index (CPI). The CPI is a measure of how the price of various goods and services has changed over time.

Now, as always, there is a catch: I-bonds come with a 12-month lockup period. That means you cannot redeem the bond for 12 months after you buy.

Furthermore, I-bonds are designed to be held for at least five years. If you cash in before then, you will have to pay a penalty equal to the last three months' worth of interest. This







makes I-bonds a potentially great option for long- and medium-term savers, but it's not a good place for any money you might need in the next year or two.

Bonds are an important subject that all investors should know about, so we hope this overview was helpful! Now, let's look at some different terms that are associated with bonds:

Bonds in particular come with a lot of lingo which can be very intimidating for investors. So, in this message, let's break down a few common terms you're likely to hear in the media or when thinking about investing in bonds.

As we covered previously, when you buy a bond, you are lending money to an issuer. In return, the issuer promises to pay you a specified rate of interest on a regular basis, and then return the principal when the bond matures. In this paragraph alone, we can find four common terms: issuer, par value, coupon rate, and maturity.

**Issuer:** This is the entity that "issued" the bond to borrow money. Generally, issuers include local and state governments, the U.S. Treasury, and corporations. Whoever it is, it's their responsibility to make interest payments and repay the amount you initially loaned. This brings us to:

**Par Value:** This is the amount that must be returned to the investor when the bond matures – essentially, the investor's principal. (Many bonds are issued at a par value of \$1,000.) Note that it doesn't matter whether the bond matures in 10, 20, or 30

years. Whenever that time is up, the issuer would still pay back the initial par value. You may also occasionally see the term "face value" instead of par.

**Coupon Rate:** This is the bond's interest rate, paid by the issuer at specific intervals. For instance, let's say you owned a \$1,000 bond with a 5% coupon rate. The issuer would then pay you \$50 in interest each year until maturity. (Note that some bonds pay interest semiannually. In such cases, you would be paid \$25 every six months, which of course equals the same \$50 in interest per year.)

You may be wondering how coupon rates are determined. There are two main factors: the amount of time to maturity, and the credit rating of the issuer. Typically, bonds that take longer to mature come with higher rates. After all, investors want compensation for not getting their principal back until later.

Conversely, bonds with shorter maturities usually pay lower interest rates. Furthermore, if the issuer has a low credit rating – meaning there is some risk that they may not be able to repay their creditors – they will usually pay higher interest rates to compensate for the additional risk.

So, why is it called a "coupon" rate? Once upon a time, investors were given actual, physical coupons to redeem to collect their interest payments.

**Maturity:** This term is pretty simple. You've probably figured it out already. This is the amount of time until the bond is due to be repaid. A 10-year Treasury bond,

for instance, matures 10 years from the date it was issued.

**Rating:** As mentioned, some issuers have higher or lower credit ratings. An issuer rating signifies the bond's credit quality. Here in the United States, there are three main rating services: Standard & Poor's, Moody's Investor Services, and Fitch Ratings Inc. Each agency rates bonds based on the issuer's potential ability to pay both interest and principal in a timely fashion.

**Price:** Hopefully, all these terms have been easy to understand, because here is where things get a little tricky. As you know, bonds can be traded on the open market. For example, let's say Fred buys a bond, but before it matures, decides to sell it to Fran. The "price" is the amount for which the bond is traded. Sometimes, bonds trade at their par value, but they don't have to be.

For instance, imagine Fred bought his bond for \$1000, but trades it to Fran for only \$950. The bond's price, then, is \$950, and is said to be traded at a discount. On the other hand, if Fred trades it for \$1,050, then Fran would be buying it at a premium.

Why would a bond's price differ from its par value? Sometimes, due to rising or falling interest rates. For example, if interest rates around the country rise above what they were when the bond was issued, that bond would no longer be as valuable.

That's because the old bond's coupon rate would be lower than what an investor could get if

they bought a new bond. Hence, if Fred wanted to sell his bond before maturity, he would have to do so at a discount.

There is one final bond-related term you should know – yield. In fact, this is probably the one you're most likely to hear about in the media. Unfortunately, it's also a little too complex to define in a paragraph or two, so it'll be the sole subject of a future newsletter.

In the meantime, I hope this letter helped demystify some of the lingo around bonds. As you can see, most of these terms aren't really that complex once you translate them into plain English. Have a great month!

## NelsonCorp Nuggets

**When the pandemic started (January 2020), the median sales price of existing homes sold in the US was \$266,300. In June 2022, the median sales price of existing homes sold in the US reached a record \$416,000.**

*Source:  
National Association of  
Realtors*

# GOLD MEDAL CLIENT SERVICE DEPARTMENT



VALERIE HILL



MICHELLE EVERSOLL



TRAVIS MOREHEAD



AMANDA SCHAVER



HANNAH VAN HYFTE

## OUR TOP 10 QUESTIONS AND REQUESTS AND WHO CAN HELP YOU:

1. I'd like to take a withdrawal out of my account. – Amanda/Hannah/Travis
2. I have not received my check yet. – Amanda/Hannah/Travis
3. I know someone who is interested in meeting with my advisor. – Valerie/Michelle
4. I'd like to schedule an appointment. – Valerie/Michelle
5. I'd like to put money into my account. Who do I make the check payable to? – Amanda/Hannah/Travis
6. I want to stop receiving statements and confirmations by mail. – Michelle
7. I have a question about my RMD- Required Minimum Distribution. – Amanda/Hannah/Travis
8. I would like to view my accounts online. – Michelle
9. I need to change my phone number or address. – All team members
10. I'd like to schedule an appointment regarding Estate Planning, Medicare, or Social Security. – Valerie



# WHAT ARE YOU DOING WITH YOUR TAX REFUND?



Don't just spend your tax refund.

Don't just stick it in a savings account.

Instead: **invest** it.

It could make you happier down the road.

Why?

Because achieving long-term goals is always a bigger thrill than satisfying whims.

## THIS MONTH'S FEATURED CHARITY IS THE SUMMER READING PROGRAM AT THE CAMANCHE PUBLIC LIBRARY



The Camanche Public Library is offering a summer library adventure to encourage children to read for pleasure during the summer and to retain their reading skills. The theme for this summer is "Books are Sweet".

To add to the fun and create a sense of challenge that will keep the kids' reading, the library will offer fun incentives and prizes at various times during the summer.

For more information call 563-259-1106 or visit the library at 102 12th Avenue in Camanche, IA.

### 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.*



PLACE  
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