

# NELSONCORPNEWS

**JUNE**  
**2023**

## **DO'S AND DON'TS DURING MARKET VOLATILITY**

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# YOUR NELSONCORP TEAM



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MIKE STEIGERWALD



HANNAH VAN HYFTE



## HAPPY FATHER'S DAY!

Mark Twain once said:

*"When I was a boy of fourteen, my father was so ignorant I could hardly stand to have the old man around. But when I got to be twenty-one, I was astonished at how much the old man had learned in seven years."*

With Father's Day coming up, I've been thinking about this quote a lot. It made me realize something about fathers. As important as they are throughout our lives, it's the lessons we learn from them as adults that really sink in.

When we grow up, we realize all the challenges we face are things our fathers have already dealt with. When we start our own careers, we realize all the obstacles in front of us are things our fathers already overcame. When we build a family of our own, we realize all the questions that keep us up at night are things our fathers already have the answers to.

I strongly believe that as we grow older, our fathers become more important, not less. For those of us blessed to have good fathers, we know what an incredible example they are. If we're lucky, they teach us how to be even happier and more successful than they were ... so we can raise our kids to be even happier and more successful still.

To all dads, we say, "Thank you!"

*David Nelson*

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## THINGS TO NOTE

NelsonCorp offices will be closed Monday, June 19th in observance of Juneteenth. Markets, postal service, and most banks will also be closed.

## SUPPORT OUR LOCAL CHARITIES & BUSINESSES

Check out what's happening at our area charities, businesses, and communities:

- NelsonCorp Field
- Music on the Avenue
- Discovery Center
- Felix Adler Day Festival
- Quad City Airshow
- Visit Clinton [www.clintoniowatourism.com](http://www.clintoniowatourism.com)
- Visit Quad Cities [www.visitquadcities.com](http://www.visitquadcities.com)

### NelsonCorp Nuggets

**62% of the average net worth of an American Household comes from just 2 assets – the equity they have built up in their home, and the value of their retirement accounts.**

Source:  
Census Bureau

# DADS ON DUTY



What does community mean to you?

**Com-mu-ni-ty (noun)**

1. a group of people living in the same place or having a particular characteristic in common.
2. a feeling of fellowship with others, as a result of sharing common attitudes, interests, and goals.

I would imagine most of us see our own community as people living in the same place. But with just a little time, love, and effort, our communities can become the second definition, too.

A while back, I saw a story that really demonstrates what a true community should look like.

Within the first three weeks of the school year at Southwood High School in Louisiana, 23 students were arrested, expelled, or suspended due to fighting. As a result, a heavy police presence began to take root at the school, which only served to make the students feel less safe.

So, the principal held an emergency meeting with parents to discuss solutions on what could be done.

The group bounced ideas off each other for a few hours without success. How could they ensure their kids' safety while at the same time making the school a relaxed and enjoyable place to be?

Then, one of the parents had an idea: Who better to solve this problem than us?

Five fathers volunteered to be a rotating presence. They called themselves "Dads on Duty." Dads went to the school in a group and monitored the hallways. But, it went beyond that. They started talking to students, making sure they got to class on time and even shared funny dad jokes.

Students didn't welcome them with open arms right away, but they warmed up to them. Eventually, the dads took it further to make sure every student felt like someone was invested in their success.

They not only took an interest in the students' home lives and goals, but they actively engaged in discussions on entrepreneurship and alternatives to gang culture.

Over time, the group expanded to over 40 fathers who volunteer their time covering daily shifts. As one of the dads who came up with this intervention program explained it, the goal was to show the students that they really care about them.

"Because there are some folks who don't have a father or don't have such a great relationship with their father, and it's our goal to let them see what the right relationship with a male figure is supposed to look like"<sup>1</sup>

With more adults in the building, fighting and misbehavior dropped – while student morale

rose. Just having the fathers on campus made a huge difference with the students and faculty. More and more, the students, teachers, and parents bonded with and supported each other.

They became a community, in the full meaning of the word. Fights have been almost nonexistent, since the fathers have been 'on duty'. This has been such a huge impact in the community that the mayor wants this program implemented city wide.

Dads on Duty has a goal to expand this program throughout schools all over Louisiana and hopefully nationwide.

I think the lesson for all of us is, it doesn't take a lot of effort to make a difference in our communities. In this case, it was just a few people to start, to consistently dedicate time, a lot of love, and (maybe) some well-placed dad jokes.

<sup>1</sup> "Fights erupted at a high school in Louisiana. So these dads took matters in their own hands," CNN, [11/08/2021], [<https://www.cnn.com/2021/10/29/us/dads-on-duty-louisiana-school-cec/index.html>]



# FIVE DO'S AND DON'TS DURING TIMES OF MARKET VOLATILITY

Between rising interest rates and a recent spate of bank failures, there's a lot of uncertainty in the economy right now. This, in turn, has brought volatility back to the markets. It's no surprise, then, that many of my clients, friends, and family have asked me what investors should be doing about it. So, I thought I would write down:

## Five Do's and Don'ts During Times of Market Volatility

### 1. DON'T panic and make emotional decisions.

During times of uncertainty or fear, humans are prone to make decisions based on their "fight or flight" response. Yes, this is even true of our financial decisions! When market volatility strikes, many people make knee-jerk decisions simply so they can feel like they are doing something. So they can feel "in control."

But think about when you're driving a car, and you see an animal in the road. What happens when you jerk the wheel? Yep – you'll probably overcorrect and *increase* your odds of crashing. The same is true with your money.

Knee-jerk, or emotional decisions, often tend to do more harm than whatever it is we're reacting to! So, when making a decision, always ask yourself, "Why am I doing this? Do I have a specific reason, or is it just because I feel like I have to do *something*?"

### 2. DO think long-term.

Investing, by its very nature, is a *long-term activity*. Even people who are close to retirement are still investing for the long-term. That's why, while market volatility is uncomfortable, it's also somewhat overrated. Mar-

kets fall over days, weeks, and sometimes, months. But history has shown that they *rise* over the course of years and decades. That's good, because you'll probably be investing for years to come!

To return to my driving analogy, think of the last time you were caught in a traffic jam. You're sitting there, idling in traffic, when suddenly, the lane next to you starts to move. So, you quickly merge into that lane, only to get stuck again. Meanwhile, the lane you were just in is now moving... and all the cars that were once behind you are now speeding ahead.

Frustrating, isn't it?

When volatility hits, investors often panic. Instead of sticking to their long-term strategy, they sell, sell, sell – at a time when *everyone* is selling. This means they are selling low. In other words, they try to change lanes in the middle of a traffic jam.

Again, we're in this for the long-term. The road we're on stretches for *miles*. Sometimes, the speed limit is 75 miles per hour. Sometimes, it's only 25. Trying to take shortcuts just leads to longer delays.

### 3. DO think about your current asset allocation and risk tolerance.

Market volatility is a good time to determine whether you are invested the way you should be, given your age, financial goals, and ability to take on risk. Generally speaking, younger people can often afford to weather extreme volatility more than older people who are very close to retirement.

So, look at your portfolio to determine whether it's time to move into more conservative investments that leave you less exposed to the kinds of swings we're experiencing in the stock market. And remember that you can always ask me for a second opinion if you're unsure!

### 4. DON'T look at your portfolio each day and stress over every dip in the stock market.

That said, one of the worst mistakes investors can make is to obsessively check how their portfolio is doing. The markets are like a person's body temperature – they are *constantly* rising and falling.

Just as you probably don't take your temperature every day, you don't need to do that with your money, either. Again, think long-term, not short. Prioritize your overall financial health over the day-to-day.

### 5. DO set up an emergency fund if you haven't already.

Like market volatility, economic recessions are inevitable. Sometimes they affect us, and sometimes they don't. There's no way

to see the future, but we can prepare for it. Setting up an emergency fund, with enough money inside to cover three-to-six months' worth of living expenses, is always a good idea. This is especially true right now, given that rising interest rates have many economists concerned about a possible recession in the near future.

Market volatility is never fun, but it is a normal part of investing. So long as we remember to think long-term and rely on reason over emotion, we can continue working towards our goals and dreams.

**And that is what investing is all about.**

If you ever have any questions or concerns about the markets, please feel free to contact me. I am always happy to chat!





# THE SPRINGS OF INSPIRATION



Every Memorial Day, we as Americans take time to remember the soldiers who died serving our country. We lay flowers at their graves. We touch the monuments erected in their memory. Sometimes, we even walk on the same battlefields where they fought and fell. Knowing all the while that we wouldn't be here without them.

In my opinion, this is an American tradition as patriotic as singing the national anthem or reciting the Pledge of Allegiance. And it makes Memorial Day as important as Independence Day or Thanksgiving. Saluting our fallen, honoring their sacrifice, and vowing to build on the ground they broke is the least we can do. Furthermore, I believe it inspires us all to be greater citizens ourselves.

Recently, I came across a speech given by President Woodrow Wilson on May 30, 1914, at the National Cemetery in Arlington. At the time, Memorial Day already had a long history, but it was not yet as standardized as it is today. But with the last veterans

of the Civil War passing away, and new storm clouds gathering over Europe – World War I would break out a few months later – more and more Americans were realizing the importance of giving thanks to those who gave their lives.

Wilson's speech – which he apparently gave without any preparation – perfectly describes why this is such a vital tradition. In honor of the holiday, I thought I would share some excerpts from it with you. I hope the words touch your heart as much as they have mine.

I am so grateful for this nation. I am so humbled by the knowledge others died so that our country might live. Now, it is our job to ensure their memories forever live on, too.

You can find the full version of this speech here:

[www.presidency.ucsb.edu/documents/memorial-day-address](http://www.presidency.ucsb.edu/documents/memorial-day-address)

## Memorial Day Address

*Given by Woodrow Wilson, 28th President of the United States, on May 30, 1914 at the National Cemetery, Arlington, VA*

Ladies and Gentlemen, I have not come here today with a prepared address. The committee in charge of the exercises of the day have graciously excused me on the grounds of public obligations from preparing such an address, but I will not deny myself the privilege of joining with you in an expression of gratitude and admiration for the men who perished for the sake of the Union.

They do not need our praise. They do not need that our admiration should sustain them. **There is no immortality that is safer than theirs.** We come not for their sakes but for our own, in order that we may drink at the same springs of inspiration from which they themselves drank.

A peculiar privilege came to the men who fought for the Union. There is no other civil war in

history, ladies and gentlemen, the stings of which were removed before the men who did the fighting passed from the stage of life. So that we owe these men something more than a legal reestablishment of the Union. We owe them the spiritual reestablishment of the Union as well; for they not only reunited States, they reunited the spirits of men.

That is their unique achievement, unexampled anywhere else in the annals of mankind, that the very men whom they overcame in battle join in praise and gratitude that the Union was saved. There is something peculiarly beautiful and peculiarly touching about that.

Whenever a man who is still trying to devote himself to the service of the Nation comes into a presence like this, or into a place like this, his spirit must be peculiarly moved. A mandate is laid upon him which seems to speak from the very graves themselves. Those who serve this Nation, whether in peace or in war, should serve it without



thought of themselves.

I can never speak in praise of war, ladies and gentlemen; you would not desire me to do so. But there is this peculiar distinction belonging to the soldier, that he goes into an enterprise out of which he himself cannot get anything at all. **He is giving everything that he hath, even his life, in order that others may live, not in order that he himself may obtain gain and prosperity.**

And just so soon as the tasks of peace are performed in the same spirit of self-sacrifice and devotion, peace societies will not be necessary. The very organization and spirit of society will be a guaranty of peace.

Therefore, this peculiar thing comes about; that we can stand here and praise the memory of these soldiers in the interest of peace. They set us the example of self-sacrifice, which if followed in peace will make it unnecessary that men should follow war anymore.

We are reputed to be somewhat careless in the use of the English language, and yet it is interesting to note that there are some words about which we are very careful.

We bestow the adjective "great" somewhat indiscriminately. A man who has made conquest of his fellow-men for his own gain may display such genius in war, such uncommon qualities of organization and leadership that we may call him "great," but there is a word which we reserve for men of another kind and about which we are very careful. **That is the word "noble."**

We never call a man "noble" who serves only himself; and if you will look about through all the nations of the world upon the statues that men have erected, you will find that almost without exception they have erected the statue to those who had a splendid surplus of energy and

devotion to spend upon their fellow-men. Nobility exists in America without patent.

We have no House of Lords, but we have a house of fame to which we elevate those who, forgetful of themselves, study and serve the public interest, who have the courage to face any number and any kind of adversary, to speak what in their hearts they believe to be the truth.

We admire physical courage, **but we admire above all things else moral courage.** I believe that soldiers will bear me out in saying that both come in time of battle. I take it that the moral courage comes in going into the battle, and the physical courage in staying in.

There are battles which are just as hard to go into and just as hard to stay in as the battles of arms, and if the man will but stay and think never of himself there will come a time of grateful recollection when men will speak of him not only with admiration but with that which goes deeper – with affection and with reverence.

So that this flag calls upon us daily for service, and the more quiet and self-denying the service, the greater the glory of the flag. We are dedicated to freedom, and that freedom means the freedom of the human spirit. All free spirits ought to congregate on an occasion like this to do homage to the greatness of America as illustrated by the greatness of her sons.

It has been a privilege, ladies and gentlemen, to come and say these simple words, which I am sure are merely putting your thought into language. I thank you for the opportunity to lay this little wreath of mine upon these consecrated graves.

## 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, David Nelson talked about the yield-curve in the bond market and what it means for short-term and long-term fixed income investors. He spoke about the rally in the bond market to start the year, and the importance of knowing the differences between bond types when investing in the bond market. In another segment, David mentioned that the markets seem to signal an end of the Fed's rate hike cycle, and shared thoughts on the international markets and what it means for viewer's portfolios. John Nelson made an appearance, letting viewers know what to watch for when gauging Fed policies and stressed the importance of reviewing your investment portfolio.



*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.*

**CLINTON HERALD**

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

On Financial Focus, David Nelson spoke about the debt ceiling, rising interest rates, and recent banking news. He made points on the history of the financial crisis that we are currently in that can be traced back to 2007 and 2008. David advised investors not to panic but stated that this rocky period is not over yet. In addressing the banking issues that the economy is currently facing, David stated reasons that the banking crisis has started is due to mismanagement, not theft. Regarding the debt ceiling, David stated that this has been an ongoing issue in this country for many years and will take bipartisanship to find a solution for the future. David finished his segment by explaining how all these factors impact the average investor, as well proving an update on global markets.



# THE ROAD TO RETIREMENT

Spring is truly here! I don't know about you, but I'm excited for a change in seasons. It's been a great year so far, but an extremely busy one. Fortunately, we're in for a riot of color and melody with new flowers blooming, new grass growing, trees budding, and birds returning to sing their cheerful songs.

Spring is the season when the world renews itself. It's a season for growth and a season for change. Really, it's a season when nature gets things done.

That's true for people, too: There's a reason that "spring cleaning" is a thing! If you haven't already, this is a great time of year to start thinking about any financial areas of your life that need renewing.

Retirement has become too complex to just pick a day to stop showing up for work. You have to factor in savings, expenses, taxes, and other spending.

So, as we get deeper into the year, if there's anything you want to get done, like new goals to set or old goals to move forward on, always remember that my team and I are here to help.

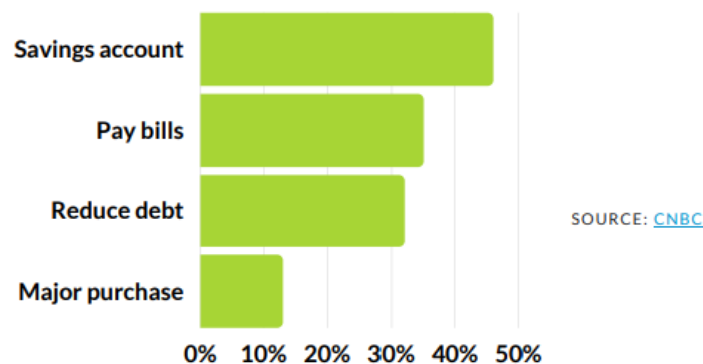
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## WHAT'S AROUND THE BEND: YOUR TAX REFUND

As you know, tax season ended

in April. For adults, this is like a second Christmas! The stress of filing is over, and in some years, we have a tax refund to look forward to. The question is, what will you do with yours? Back in 2021, the University of Chicago surveyed over one thousand American adults to see what they planned to do with their refund.<sup>1</sup>

Here's what they found:



As a financial advisor, I don't have a problem with any of these decisions. It's always good to save or pay down debt. It's equally important to enjoy your money. But a tax refund can also be a powerful way to get ahead of schedule on the road to your longterm goals, especially if you invest it.

Now, that doesn't mean just flinging it at the stock market. As always, how you invest should be determined by your goals. For example, you can always:

- Make "catch up" contributions to your 401(k) — if you are over 50 years old — up to \$7,500 per year.<sup>2</sup>
- Set up or contribute to a 529 Plan to help your kids or grandkids pay for college.
- Put the money in a "short-term" investment like a Treasury Bill or Certificate of Deposit in order to save for a specific goal you want

to reach sooner rather than later.

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## WHAT'S OVER THE NEXT HILL: VACATION PLANNING

As we get nearer to summer, you will probably start making summer vacation plans. But whether you're planning an epic road trip, sightseeing tour of Europe, a Disneyland adventure or a quick jaunt down to Cabo, these days, it's easier than ever to find yourself spending more than you intended on your getaway.

To ensure you don't accidentally rack up credit card charges or dip into your long-term savings, here are a few tips to save money this summer:

1. **PLAN EARLY AND SAVE IN ADVANCE:** Early planning allows you to take advantage of lower cost airfare and

hotel bookings. And with a set itinerary, you know exactly how much to save up in advance.

2. **SET A BUDGET:** When planning a vacation, it's extremely easy to undercalculate how much you'll have to pay. By setting a specific budget - and sticking to it - you'll be able to allocate money only to the activities/sights you truly care about.
3. **LEAVE YOUR CREDIT CARD AT HOME:** That little magnetic strip in your wallet can be the difference between sticking to your budget and overspending on knickknacks, souvenirs, and gifts that you hadn't planned on buying. Instead, stick to your debit card or traveler's checks.

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## WHAT'S ON THE HORIZON: THE W'S OF RETIREMENT

Did you ever learn the "W" questions in school? They are: Who, What, When, Where, and Why (and how). At some point on the road to retirement, these are questions you need to ask yourself.

### WHO DO YOU WANT TO SPEND RETIREMENT WITH?

One of the great joys of retirement is that you can spend more time with the people you love. So ask yourself: Is it your spouse? Your grandchildren? Old friends? People in your golf club, improv class, or church group?

Whatever you decide will help you answer:

### WHAT DO YOU WANT TO SPEND RETIREMENT DOING?







If the answer to the "Who" question is your grandkids, the answer to the "What" question may be, "I want to spend time teaching my grandchildren how to fish." If "Who" equals your spouse, then "What" may be, "re-living our honeymoon." The combinations are almost endless!

#### WHEN DO YOU WANT TO RETIRE?

A very important question. Have you dreamed of retiring early, or would you rather work for as long as possible? The answer will determine how much you'll need to save for retirement, when you take your Social Security benefits, and so on.

#### WHERE DO YOU WANT TO RETIRE?

Some people stay put after they retire; others move somewhere far away. Again, the answer to this question is largely affected by your answers to the first two.

Maybe you'd rather live closer to family or are looking for a different climate. Either way, where you choose to spend your golden years will have a major impact on your finances.

#### WHY DO YOU WANT TO RETIRE?

You should never retire just because you're 65 or because you don't know what else to do. One of the keys to a happy

retirement is finding your why. For instance, so you can help raise your grandkids, travel the world, or finally write that novel. Whatever the answer, simply having an answer will lead to a happier, more fulfilling retirement experience.

#### HOW WILL YOU PAY FOR RETIREMENT?

Retirement creates a massive lifestyle change, one that will be quite upsetting to your finances if you don't prepare for it. The good news is that once you answer the first five questions, you'll be well on your way to figuring out the sixth. That's because determining Who, What, When, Where, and Why can help you approximate the total cost of retirement. Once you know that, you can figure out how much you will need to earn, save, and invest.

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#### WATCHING THE WEATHER: MARKET CONDITIONS ON THE ROAD TO RETIREMENT (APR-MAY)

After enjoying a positive first quarter, the markets were largely flat in April. Investors have been in "wait and see" mode, trying to determine how the following storylines would play out moving forward:

**Inflation and Interest Rates:** After hiking rates at near warp speed in 2022, the Fed has taken a slower-and-smaller approach to fighting inflation so far in 2023, last lifting rates by 0.25% in March.<sup>3</sup> Many investors hope the Fed will either continue this pace or stop raising rates altogether, although the Fed itself expects at least one more rate hike this year.

**Banking Stress:** After the collapse of Silicon Valley Bank and Signature Bank back in March, investors have been watching other regional banks with bated breath. While the government's actions stopped the bleeding in April, there's still a lot of uncertainty facing the banking industry, with many banks reporting slower business and lower earnings.

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#### HERE'S WHAT WE KEPT AN EYE ON IN MAY

##### GOVERNMENT REPORTS

Investors were watching for two key reports early in May: The jobs report, and the Consumer Price Index (CPI) report. The former is a bellwether of the economy's health, but interpreting what it means for the markets isn't always easy.

For example, a better-than-expected jobs report may indicate a possible recession is still months away...but it might also indicate the Federal Reserve will continue to raise interest rates in order to cool the economy down and decrease inflation. The CPI Report, of course, actually measures inflation, and is a key factor in the Fed's decision-making.

##### AN EARNINGS RECESSION?

Many companies release their Q1 earnings late in April, while also providing guidance on what they expect to earn moving

forward. While the economy as a whole may or may not be near a recession, investors were paying careful attention to these companies' earnings projections. If they are largely down across multiple industries and sectors, that could indicate an "earnings recession" — two or more straight quarters of a decline in earnings.

1 - <https://www.cnn.com/2021/04/01/how-people-plan-to-use-their-2020-tax-refunds-varies-greatly-by-income.html>

2 - <https://www.irs.gov/retirement-plans/plan-participant-employee/retirement-topics-catch-up-contributions>

3 - <https://www.nbcnews.com/business/economy/inflation-federal-reserve-bank-collapse-fears-rcna75736>

## NelsonCorp Nuggets

**U.S. workers can begin their Social Security benefit at age 62, at a reduced level from their full retirement age. Just under 50% of U.S. "blue collar" workers take their benefit at age 62, while only 38% of "white collar" workers begin their benefit early.**

Source:  
Center for Financial Security, Dec. 2019



# THREE FINANCIAL PRINCIPLES OUR FATHERS TAUGHT US

It's June, and that means Father's Day! As you know, Father's Day is a chance to tell our dads how much we love and appreciate them. A chance to say "thanks" for providing for us, protecting us, and teaching us – this last above all.

The older I get, the more I realize how important my dad's lessons were in shaping my life. Now, as a financial advisor, I also realize how important fathers can be in shaping a child's financial future.

That's because they're often the first people to teach us good financial habits and principles – principles that remain with us for the rest of our lives.

So, in honor of Father's Day, I would like to highlight:

## Three Financial Principles our Fathers Taught Us

### 1. The importance of budgeting and saving

Did you ever plan a family vacation and see your dad sit down to budget everything from the plane tickets to the hotel to the cost of food and souvenirs?

Did you ever go to the carnival and get tempted to spend all your money on games and prizes – only for your dad to warn you that if you did, you wouldn't have enough to go on that one ride you'd been salivating over?

Did you ever spend all summer delivering newspapers, babysitting, or mowing lawns, so you could buy those new shoes that all the cool kids were

wearing? Only for your dad to insist you set the money aside for college, or your first car?

Life is a constant battle between choosing between *what you want the most* and *what you only want right now*. As a financial advisor, a big part of my job is helping clients achieve the former.

But when it comes to saving for what you want the most, there's often no better financial advisor than a father.

### 2. Staying out of debt

When I was a kid, I remember asking my dad, "Why can't we just use the credit card?"

That's when my dad sat me down and explained exactly how debt works, and how we should never buy what we can't afford.

It's almost impossible to achieve what you want the most if you have a lot of debt. Think of it like trying to sail in a leaky boat. No matter how much water you bail out, it will continue to sink. That's what debt does to our finances.

Of course, it's virtually impossible not to take on some debt, some time. But paying for college, or buying a house is a lot different than maxing out your credit card or buying a car you don't have money for.

The former is *investing* in your own future.

The latter is robbing it.

Because fathers have so much to take care of, and so many people



to be responsible for, they are often the first who teach us this crucial lesson. Which is why, for many of us, the only debt we owe is the debt we owe our dads.

A debt of gratitude.

### 3. When it comes to life – and finances – you get out what you put in

Sometimes in life, we all will fail a test, miss an opportunity, or get cut from the team. Sometimes, we'll come home from school with a report card that's less than ideal. During those times, it's easy to think, "This is stupid, why should I bother, I hate this anyway."

It's during those times that dads often shine.

"All you can control in life," the best dads often say, "is your own attitude. Your own work ethic. Your own time." And that's when we realize that maybe there was a reason we didn't get the grades we were capable of. There was a reason we missed out on that job or got cut from the team.

That's when we realize that attitude determines effort, and effort determines our results.

In short, dads teach us that you only get as much out of life as you have put in.

As a financial advisor, I rely on this lesson every day. I teach people that if they want to grow their money, they have to invest their money. If they want to retire, they have to save for retirement.

And the only reason I can teach it is because my dad taught me.

It's possible, of course, that your own dad taught you vastly different lessons than the ones I've listed here. But whatever your dad taught you, let's make sure we all take the time to tell our dads "Thanks." Thanks for every lesson – about money, life, and everything.

May we continue to learn those lessons well.

On behalf of everyone at NelsonCorp, I wish you a Happy Father's Day!



## FOUR CRITICAL Estate Planning Documents

**Estate planning** is the process of securing and simplifying your family's future after you're gone. It's the best way to ensure your loved ones receive what you have worked so hard to earn. It's also a critical part of establishing your legacy.

Proper estate planning requires you make certain decisions well in advance. There are four critical documents - as well as your other wishes - are carried out. Each should be a part of your estate plan.

### THE IMPORTANCE OF PLANNING AHEAD

Preparing each of the documents listed below ahead of time can relieve you and your family years worth of needless worry, headaches, and expense. If you need assistance with any of these documents, please contact me as soon as possible. Together, we can review your estate plan to determine any gaps, and I can put you in touch with a great estate planning attorney who can assist you further.

#### POWER OF ATTORNEY

Your power of attorney allows you to appoint someone to make legal decisions on your behalf, usually regarding your property and finances. That person, referred to as an "agent", could be a trusted friend, family member, or even an experienced professional. Power of attorney is crucial should you ever become ill or disabled to the point where you can no longer make such decisions yourself.



#### ADVANCED MEDICAL DIRECTIVES

This catch-all term refers to **health care directives, living wills, medical power of attorney, HIPAA release forms**, and other directives relating to your health. All of these documents allow you to legally express your preference for how to be treated should you become terminally ill.



#### YOUR WILL

A will states how you want your belongings distributed amongst your loved ones after you pass away. Without a will, the government will determine how to divvy up your property - some of which may end up in the government's own hands!



#### LETTER OF INSTRUCTIONS

This document gives your surviving loved ones important information about financial and personal matters to attend to after your passing. You don't need an attorney to prepare it, and while it doesn't carry the legal weight of a will, your **Letter of Instructions** will clarify any special requests you want carried out once you're gone.



## THIS MONTH'S FEATURED CHARITY IS THE SHOP WITH A COP PROGRAM



Shop with a Cop program was designed to pair local law enforcement with local youth to shop for Christmas gifts for them and/or their families. The families are chosen based off the simple criteria that they need an uplifting experience. Some examples: Battling cancer or other serious health issue, grieving a parent's death, experienced trauma and/or some other negative life changing experience.

The referrals come from officers, school staff members and community members.

The Christmas program became such a blessing that the Shop with a Cop committee decided to start a School Supply Edition, where officers are paired with kids to purchase their school supplies. The relationships Law Enforcement has built with these families in the program is beyond amazing. They say it takes a village to raise a child, and this program is one of the ways the Police Department can show they are proud to be a part of that village!

For more information or to make a donation, contact Trinda Colschen at 563-219-6931 or [jcolschen@yahoo.com](mailto:jcolschen@yahoo.com).

### 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.*

**"Planning is bringing the future into the present so that you can do something about it now." - Alan Lakein**





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