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**SENIORS/BOOMERS
NEWSLETTER**

'the retirement experts'

Summer 2016

**THE DIFFERENCE BETWEEN SALAD
AND GARBAGE IS...TIME.**

Stocks have spent most of this summer , and in fact most of this year wandering aimlessly. Since the Brexit vote in June, we've seen a pop in the S&P, Dow and Nasdaq...however not every stock has participated in this rise.

The Dow is up about 6% YTD, however seven stocks have been responsible for almost all the gain:

- 3M
- IBM
- United Health
- Exxon
- Chevron
- Wal-Mart
- Johnson & Johnson

We are in the midst of earnings season with the S&P 500, and most companies are having a hard time even meeting lowered earning expectations. Up til now, it has not been a pretty picture.

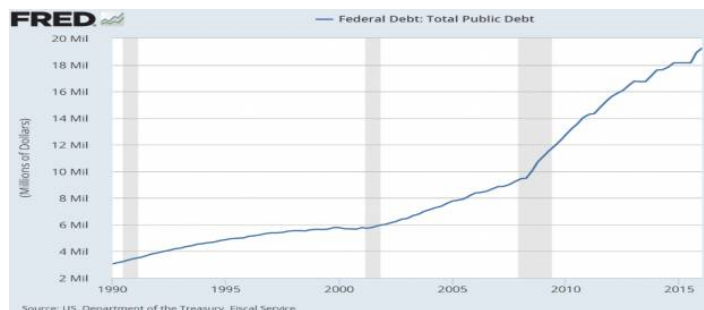
As you can see from the chart below, quarterly earnings on the S&P have been down for the past 5 quarters and the analysts don't see any improvement until the end of this year.



Although the market as a whole is so-so, there have been select stocks which have done well. Valuations, however, need to be looked at carefully because some securities are getting a little ahead of themselves with their prices. DO NOT be afraid to take profits.

U.S. Debt Levels are Frightening

There is very little commentary needed here. I am including 2 charts which scream 'stop spending beyond your means'. If Congress doesn't get their act together, they are merrily dancing their way and OURS into the poor house:



MISCELLANY:

DON'T FORGET YOUR SENIOR DISCOUNTS

1. LODGING

Clarion

Comfort Inn

Econo Lodge

Motel 6

Best Western

Marriott

Hyatt

Your senior status gets you a reasonable room rate at many hotels, motels and inns. Clarion, Comfort Inn, Econo Lodge and Motel 6 will leave the light on for people 60 & over and give them a 10% discount.

At Best Western establishments, guests who are at least 55 receive 10 percent off, while Marriott's discount is 15 percent off for guests who are 62 or older.

Hyatt's rate can go down up to 50 percent if you're at least 62, and Quality Inn cuts up to 30 percent off for people 60 and older. NOT BAD!

2. SHOPPING

Banana Republic

Kohl's

Marshall's/ TJ Maxx

Ross

Stein Mart

Some senior citizens think clothing boutique Banana Republic skews toward a younger crowd, but anyone visiting one of their stores will see a wide variety of quality clothing and styles for people of all ages.

Anyone 50 or older can receive 10 percent off

their purchase. If you go to Kohl's on Wednesdays, and are at least 60, you'll be rewarded with 15 percent discount.

For the more frugal crowd, there's the designer markdown stores like Marshall's, TJ Maxx and Ross, where on Tuesdays seniors can take an additional 10 percent off. (Not all Marshall's locations participate, so check with your local store first).

Stein Mart will take an additional 20 percent off of its clearance items for those 55 and up on the first Monday of each month.

3. EATING OUT

Piccadilly Cafeteria

Applebees

Boston Market

Denny's

Outback

Chick-Fil-A

Wendy's

Burger King

Arby's

Ben & Jerry

Krispy Kreme

Seniors generally love a good cafeteria as much as they love a good bargain. It's a nice place to go when you don't really know what you want to eat.

Cafeterias are huge draws for seniors, especially since most of them offer some form of smaller plate at a reduced price. The bonus is the selection of pies, cakes and desserts.

The nice people working at these establishments will even carry your loaded-down tray

to a table for you and bring you refills and such.

Piccadilly Cafeteria gives seniors a 10 percent discount, but you must have one of the company's "Prime Time for Seniors" cards.

There seems to be an Applebee's Bar & Grill on every corner in every city or town in America, and they always seem to be packed with diners.

Well, if you are a person who is at least 60 years old, the [restaurant](#) will give you 15 percent off your ticket, but only if you ask for it. Applebee's already advertises good deals, but if you use your senior clout, you can save even more.

At Boston Market, you can enjoy some rotisserie chicken, and if you're over 65, get a 10% discount off your bill.

If you're in the mood for some crazy breakfast food or all-night diner food, head for Denny's. There you will get a 20% discount if you have an AARP card.

Hungry for a steak, mate? Outback Steak offers 15 percent off the entire meal with your AARP card. There's just something about those nuggets and waffle fries at Chick-Fil-A! At participating locations, if you are at least 55 years old and ask for it, you'll get 10 percent off of your meal or a free drink.

At Wendy's, you can get a 10 percent discount if you are at least 55. Burger King will knock 10 percent for those 60 or older.

If thinly sliced roast beef on a bun is your idea of fine dining, by all means get over to the nearest Arby's. The fast-food chain will knock an additional 10 percent off of your bill if you are at least 55.

Have an ice cream at Ben & Jerry's and get 10 percent off if you're 55 or older. Krispy Kreme sweetens the deal by offering 10 percent off your doughnut selection and you only have to be 50 to get the discount.

4. GROCERIES

Almost every grocery store in every town has some sort of incentive for senior shoppers. For example, Albertson's takes 10 percent off your grocery bill if you are at least 55, but the store does it only on the first Wednesday of each month.

Kroger does the same, but the age and day of the week varies by store. Publix gives shoppers who are at least 55 a discount of 5 percent every Wednesday.

Please note that with these grocery chains, you need to ask at your particular location because the individual store's management decides whether or not they participate in the discount – unfortunately not all of the individual stores will offer the discount.

5. ENTERTAINMENT

If you're 60 or older, AMC Theaters offers 30 percent off your admission. Regal Cinemas one-ups the competition by cutting ticket prices for people at least 60 years old by a whopping 35 percent. Another advantage is going during the day during the week.

Busch Gardens in Tampa, Fla., offers people 50 and older \$13 off a one-day pass, while SeaWorld in Orlando cuts \$3 for the same pass if you're over 50.

Various Six Flags parks in the country also offer discounts, so just check the Internet or call before you go.

6. TOURING AROUND

Perhaps the coolest perk of all for seniors involves getting outdoors and seeing the country you love.

Take off with a carload of friends and visit any national park or attraction in America by purchasing a lifetime pass for just \$10! You must be at least 62, but the discount applies to camping as well as admission.

As a bonus, you can take 50 percent off additional services that are offered within the parks.

Any city with public transportation options usually gives seniors cheaper rates. Generally, you show your ID to the bus driver or train attendant and you can travel for pennies.

Amtrak gives riders 62 or older a 15 percent discount on tickets. The discount does not apply to first or business class seats or some express trains. But you can cross the border into Canada and get 10 percent off if you're 60.

If you take a Greyhound bus and you're at least 62, you save 5 percent. Trailways gives you 10 percent if you're 65.

Sometimes you may need to rent a car and that can be costly. If you have an AARP card, Alamo and Avis, give AARP members a 25 percent discount. The Enterprise AARP discount is 5 percent, but at National Rent A Car you save 30 percent. At Dollar Rent A Car, those 50 and over get 10 percent off.

7. COMMUNICATIONS

Just about everyone has a mobile phone these days and most seniors want to stay connected. Both Verizon Wireless and AT&T offer plans for people 65 and older that start at \$29.99 a month.

You'll get 200 anytime minutes per month, plus 500 night and weekend minutes. If you want a smartphone, you'll have to pay extra for data, which means surfing the Internet costs extra.

A company called Jitterbug offers a simple, no bells or whistles mobile phone for \$14.99 a month. Call the kids often and from anywhere.

Don't Let Style Drift Hinder Your Investment Objectives

Many investment experts stress the importance of portfolio diversification. After all, diversification can help to add a measure of balance to a portfolio, which helps to reduce the portfolio's market volatility risk (although it doesn't guarantee against the risk of loss in a declining market).

Unfortunately, adequate diversification can be difficult to achieve if the mutual funds you own drift from their stated investment mission. This "style drift" can occur gradually over time, as would be the case if a manager of a small-company fund started to buy securities of larger companies as his fund asset base grows. It can also occur abruptly if a manager perceives opportunities for higher returns from a different asset class.

Style drift can create a variety of problems. For one, it can keep you from maintaining reliable asset class allocations for your portfolio, which could prevent you from reducing your market-volatility risk. This can result in an inconsistent exposure to market risk, and can potentially result in an unexpected change in the returns of your investments.

Furthermore, to re-balance the portfolio back to expected risk and return levels, unnecessary costs and taxes might be incurred to maintain or preserve consistency in your portfolio's asset allocation.

Policing style drift is a hot topic these days. That's especially true given the blurring of lines between growth and value. Indeed, some investments considered to be growth companies today were considered value companies in the past, and vice versa.

For example, energy was historically considered as a value investment. Today, given current world demand, it can arguably be considered as growth investment, which is why you could find a high concentration of energy stocks in both your value and growth funds.

Although this observation might not hold true for every fund, if it happens—it can potentially negate some of the diversification benefits of combining the two styles.

The considerable latitude given to active managers by some mutual fund prospectuses can also result in style drift. On the other hand, this result can sometimes be countered with pure index funds, because of their more clearly defined rules and their traditional dedication to an investing benchmark.

That said, if you are considering an investment in any type of mutual fund, you should carefully consider the fund's investment objectives, as well as its relative risks, charges and expenses before investing. Please carefully consider investment objectives, risks, charges, and expenses before investing.