



THE Armstrong REPORT

Summer 2014

**Dedicated to growing
and protecting your wealth**



Reginald A.T. Armstrong, CPWA®
President

MID YEAR UPDATE

Here we are half way through the year and things seem good and very quiet. Maybe too good and too quiet.

THE ECONOMY

The economy continues to confound the experts. We had promises of a strengthening economy and yet the first quarter came in at negative 2.9%! The weather was blamed for much of this, but it does make you wonder. Certainly the data in the second quarter was much more encouraging, and a recession seems unlikely. Although I do want to mention that recessions usually begin suddenly, not gradually. Still, we currently seem to be on track for stronger growth in the second half of the year.

THE MARKETS

After a very hot 2013 for US equities, things have been a bit cooler. Equities are up, but at a more measured pace. Other equities that did not do as well in 2013 such as emerging markets, real estate, and energy stocks, are having a much better 2014. Most significantly, fixed income has had positive returns after a very difficult 2013. So what's the prognosis? Not sure, but US equities seem to be getting quite expensive here by many measures. A market correction will eventually come; the further we go without a correction the more severe the correction will likely be. This is a time to stick with broad diversification and to your allocation.

THE FIRM

On this front we continue to roll out value-added services. LPL has improved **Account View** fairly significantly. Most recently, for example, you can opt to receive prospectuses via email instead of paper. My daughter finished her time here (sounds like prison, huh) and she helped us confirm it is time to hire a receptionist in order to keep our service level highly effective. So in May we hired **Mrs. Rhonda Haynes**. A former paralegal for an attorney in town, it will most likely be her pleasant voice that answers the phone from now on.

PERSONAL

As you can see by the picture on the next page, my daughter was married on June 21 in Atlanta. I guess I am officially "old" now as I have a son-in-law. Thank you for all your well wishes.

CLIENT SPOTLIGHT

One of our clients, **Brenda Remmes**, recently authored her first novel, **The Quaker Café**. *The Quaker Café* is a novel set in Eastern North Carolina in the 1990s, where Brenda and her husband Bill lived for twenty-three years. The book focuses on a small community named Cedar Branch that was originally settled by Quakers. More information regarding Brenda and her book is available at her website at Brendaremmes.com or on the Amazon.com book site under *The Quaker Café*.

Finally, thank you for your continued trust.

**The opinions in this material are for general information only and are not intended to provide specific advice or recommendation for any individual. All performance referenced is historical and is no guarantee of future results. The forecasts set forth may not develop as predicted.*



SAVE THE DATE

Annual Client Appreciation Picnic

October 3, 2014
4:30 to 6:30 pm

Bring your family—children and grandchildren are welcome. Guests are also encouraged and appreciated.

Call us at 843.292.9997 to reserve your seats today!

ANNOUNCEMENT

Everyone in the office except Rhonda will be attending the **LPL Financial National Conference** August 10-13 in San Diego, California. If you need assistance during this time, please call Rhonda. She will be happy to help you.

“Gregory Mark Colker and Jacqueline Jade Armstrong **WERE MARRIED ON JUNE 21, 2014** by Fr. Augustine Tran at the Cathedral of Christ the King in Atlanta. A reception followed at the Houston Mill House of Emory University.”

An interview with the Director of Business Development.

What is your connection with Armstrong Wealth?

■ I really miss the Armstrong Wealth family and Florence, it was my home for almost 10 years. I was recruited to play volleyball at Francis Marion University and never imagined that I would stay years beyond and obtain my MBA there too. While earning my MBA I began working for AWMG in 2008, I have been working with Armstrong Wealth for six years total, three of those in the office.

How are you still partnering with us?

■ I am happy to now be back in my hometown of Franklin, Virginia. It definitely took some adjusting at first transitioning back. I was very fortunate to have Regi's support and encouragement to take this next step in my life by getting married and starting my own marketing business for financial advisors. Regi was my first client and I have now grown to several clients across the United States. I feel very blessed to have this opportunity.

How is it to be back near your family?

■ It is amazing. I have always been close with my parents, especially my mom, and it's so nice to see her regularly and to know she is closer. I am also very close to my husband Allen's parents and sisters so it's really nice to cookout with everyone on a regular basis. I have been really blessed with great in-laws! It will also be very helpful to have this great support system this December when Allen and I will be blessed with our first child.

ASSOCIATE SPOTLIGHT

Crystal Butler

FUN FACTS ABOUT 529 PLANS

by Matt Ridenhour, MBA, CRPS®

529 plans are designed to help us save for future college expenses. South Carolina residents who make contributions may also be eligible for a state income tax deduction. Anyone, no matter what state you live in, can use funds from a 529 account to pay for qualified higher education expenses.

Qualified withdrawals aren't subject to state or federal taxes. Did you know that the 529 beneficiary can use the funds to pay for higher education expenses at eligible institutions in all 50 states? 529 ac-

counts can also help cover higher education expenses at over 350 international institutions. You can find a list of all 529 Eligible educational institutions at savingforcollege.com and fafsa.ed.gov. What if little Johnny decides to join a rock band after graduating from high school and doesn't go to college? As the account owner, you maintain control of the assets.

In the event your child doesn't attend college you can change the beneficiary to another family member, leave the assets in the existing account for future use, or make a nonqualified withdrawal and buy a new Corvette. If you

“ **DID YOU KNOW** that the 529 beneficiary can use the funds... in all 50 states. ”

decide to buy the Corvette, only the earnings from a nonqualified withdrawal are subject to a 10% penalty, along with federal and state taxes at the account owner's current tax rate. There are many more reasons to consider opening a 529 account.

Investing involves risk including loss of principal. Prior to investing in a 529 Plan investors should consider whether the investor's or designated ben-

eficiary's home state offers any state tax or other benefits that are only available for investments in such state's qualified tuition program. Withdrawals used for qualified expenses are federally tax free. Tax treatment at the state level may vary.

Please consult with your tax advisor before investing. Content in this material is for general information only and not intended to provide specific advice or recommendations for any individual.

What are you doing to give back to your local community?

Community involvement is a big passion of mine. It seems that as soon as I moved here I was getting involved. I am currently the President of the local young professionals organization, which is focused on professional development, networking, and local school involvement.

In the past three years, I have developed a real passion for sports and coaching. I play USTA competitive tennis and serve on the local tennis association board. I also am taking my collegiate volleyball experience and am giving back. I am now the head volleyball coach

for Southampton Academy and I have been coaching Junior Olympic volleyball teams for almost three years. It's amazing to watch these young women grow and develop as athletes and students.

It's very rewarding to be able to pass it forward.



COMMUNITY INVOLVEMENT

Knights of Columbus
Golf Tournament:
Silver Sponsorship

\$250

The Florence Symphony:
Benefactor

\$1000

Run for the Heroes:
2 Star Sponsor

\$500

Swamp Fox Soccer Camp
at St. Anthony's

\$250

Heroes for Hospice
Come Bowl for a Child
Lane Sponsor

\$100

ON A SAD NOTE

Wendell Rogers, Diann Ward, and Clark Floyd, the father of Donna Smith, passed away.

Please keep their families in your prayers.



Armstrong Wealth

MANAGEMENT GROUP

1807 West Evans Street

Suite A

Florence, SC 29501



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843.292.9997

armstrongwealth.com

Fax 843.292.9969 | Toll Free 866.292.9969 | armstrongwealth@lpl.com

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REGI ARMSTRONG, CPWA®
President



H. LEE CARTER, AWMA®, CLTC
Client Wealth
Manager



MATT RIDENHOUR, MBA, CRPS®
Client Wealth
Manager



LESLIE MOORE
Practice Manager



EMILY SCHULTZ, RP®
Client Service
Manager



JASON CHRISTMAS, CFP®
Portfolio Strategy
Assistant