carver financial services Inc. Established 1990

CLIENT MEMO

'PERSONAL VISION PLANNING™ SINCE 1990'

IN THIS ISSUE

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WELCOME!

Why are you investing? Is it to beat an index or to achieve a personal goal? Is it to select the newest investment or achieve a dream? Most of us are investing to achieve a personal goal or fulfill a need such as retirement income, education funding, a vacation or home remodeling. Our role is to help you achieve your personal vision whatever that may be. As trusted advisors we are here to help you navigate through all of the conflicting, confusing and partisan information we are being exposed to and make good decisions based on your personal needs and objectives.

Many firms focus on selling the latest investment or trying to beat a benchmark, we focus on you and helping to achieve your vision. Certainly, helping select investments is part of what we do for clients but this is a small part of a comprehensive process. Rather than taking an investment centric approach which looks at the portfolio and tries to determine how your life can be; we want to understand what your personal vison is and then develop a holistic plan to assist in achieving it. We call this Personal Vision Planning® and ultimately this is what you are paying for – not to do investment transactions. We have a rigorous process for screening, selecting and monitoring investments, but they are simply a means to an ends. This selection and monitoring process is the science. Developing an allocation and broad based plan based on your personal goals, vision and needs is the art. Please contact your advisor if you have questions on our process, the cost of implementing your plan or if we can address any other concerns. We are here for you.

Simply put we want to help you maintain and improve your standard of living. As a client you are part of a special community. This is why we provide a wide range of client events, community programs and personal meetings with you and your family. We have a number of special events coming up ranging from a singer-songwriter experience to a travel planning evening. A list of upcoming events is included in this memo so you can save the dates. We encourage you, your family and friends to enjoy these.

As broader markets have set new record high's many investors are concerned about a pull-back or correction. We have developed and refined a process that takes into account normal market volatility. Using a custom allocation that includes cash for your near term needs will help negate the financial impact of the inevitable market volatility we will likely experience. Understanding your near term cash needs so we can properly allocate your portfolio is one of the reasons periodic reviews are so important.

As the broader markets have reached new record levels it is natural to compare the performance of your portfolio versus various market indices. In most cases people do not own a portfolio that is similar to any single index and therefore such as comparison is irrelevant. Our process focuses on helping you maintain your lifestyle over time, not to beat some random index. Moreover, we are focused on preserving your assets from negative market events, rather than 'swinging for the fences'.

The pace of change in technology and information continues to accelerate. We have a new political landscape and increased complexity in the financial and economic markets. While the specific events and changes are unprecedented the general factors of change, new technology and politics are not. Our team has more than 200 years of combined experience which we put to work for you every day. All team members are committed to continuing professional education and providing you with the personal service you deserve. Having several generations of qualified advisors is part of our commitment to be here for you and your family for generations to come. Regardless of what the future brings we are here for you and appreciate the opportunity to share your journey while making it a little easier and much more enjoyable. We hope that you enjoy the information in this memo, look forward to seeing you at our upcoming events and speaking with you in the near future. As always we are here for you.

Best,
Randy Carver, President Carver Financial Services Inc./RJFS Registered Principal

The Family Meeting

We understand and appreciate that oftentimes our clients' vision plans are not only for themselves, but more accurately are multi-generational. We have found that gathering family members in the office to review your vision is often beneficial to the heirs as well as very rewarding for the clients who have worked hard to achieve their financial goals. This meeting is a chance to specifically address estate planning items, bequests, and another opportunity to communicate your financial desires to your heirs directly. At a minimum this meeting provides a good financial education for everyone in the room and let's your heirs, or power-of- attorney, meet us. We realize that you may or may not wish to share specific details of your financial situation, but please know that there is an open invitation to conduct a family meeting to discuss your vision in as much or as little detail as you are comfortable with. Please give the office a call if you are interested in scheduling a meeting or simply have your heir(s), power of attorney or other family members join you for your next review.

Tax Reform Proposals

Tax reform was a key discussion point in the election and is now front and center as the White house announced its plan. What we ultimately end up with, and how it will affect each of us, will most likely be a combination of these with changes made in the legislative process. We can expect the number of tax brackets to be reduced along with tax rates; however, we will most likely see a reduction in deductions and other things that could result in some paying higher taxes. We believe the one of the biggest benefactors will be corporations – both small and large. In particular, pass-through entities, and those who own them, could see a large reduction in the amount of tax they are paying. Ultimately, we believe this will benefit the broader economy and the equity markets specifically. As always, the devil is in the details. Here is a quick comparison and overview of the plans. We believe that significant changes will present some strong opportunities and also potential pitfalls. A very proactive planning approach will be needed. Please feel free to speak to your advisor about general planning and your CPA about specific tax questions.

IMPORTANT ACRONYMS

Adjusted Gross Income - AGI
Alternative Minimum Tax - AMT
Fair Market Value - FMV
Head of Household - HOH
Married Filing Jointly
Married Filing Separately - MFS
Qualifying Widower - QW
Single Filer - SF

INCOME TAXATION FOR INDIVIDUALS

CURRENT LAW (2017)	TRUMP & HOUSE GOP PROPOSAL	COMMENTARY
Ordinary Income: Ordinary income is taxed at seven marginal brackets (10%, 15%, 25%, 28%, 33%, 35% and 39.6%). Top rate applies to income over $470,700 (MFJ) and $418,000 (SF).	**TRUMP:** Collapses seven current brackets into three. If MFJ, brackets are less than $75,000 (12%), from $75,001 to $225,000 (33%). SF brackets are half these amounts. **HOUSE:** Replaces current seven brackets with three new brackets, each indexed for inflation: 12%, 25% and 33%.	Not clear under Trump plan whether brackets are inflation-adjusted.
Long-Term Capital Gain and Qualified Dividend Income: Maximum rate for both is 20% for taxpayers in top bracket and 15% for those in lower brackets pay 0%. Nonqualified dividends are taxed at ordinary rates.	**TRUMP:** No changes. **HOUSE:** Due to a 50% exclusion of net capital gains, items of income would new be effectively taxed at ordinary rates of 6%, 12.5% and 16.5% (which equal 50% of proposed three new marginal brackets).	Treatment of capital loss carryovers under the House plan has not yet been addressed.
Itemized Deductions: Deductions such as state/local income, real property taxes, mortgage and investment interest paid and charitable contributions can provide genuine tax savings, but gradual phaseout starts at the following AGI: $313,800 (MFJ) and $261,500 (SF).	**TRUMP:** Caps itemized deductions at $200,000 (MFJ) and $100,000 (SF) **HOUSE:** Eliminates all itemized deductions (including state and local income taxes, property taxes and sales taxes) except for mortgage interest and charitable contributions.	Trump's proposed cap on itemized deductions represents a huge shift from original plan. Expect heated debate due to significant impact on individuals in high income tax states and charities (but note Trump may now favor House plan). Unclear whether Trump caps are inflation-adjusted and Pease limitations remain for House plan.
Standard Deduction: In lieu of itemizing, can deduct $12,700 (MFJ/QW), $6,350 (SF), $9,350 (HOH) and $6,350 (MFS).	**TRUMP:** Increase to $15,000 (SF) and $30,000 (MFJ). Eliminates HOH filing status. **HOUSE:** Consolidates standard deduction and personal exemption into larger standard deduction, now inflation-adjusted: $24,000 (MFJ), $18,000 (SF with child) and $12,000 (SF with no children).	Trump plan eliminates HOH filing status, which could give rise to intense debate since taxes would rise for single parents. House plan's increased standard deduction could drastically reduce number of taxpayers itemizing.
Personal Exemption: $4,050 per person, phased out for higher income taxpayers.	**TRUMP:** Eliminates. **HOUSE:** Eliminates but see Standard Deduction above and Childcare Exclusion below.	Eliminating exemptions would result in tax increase for many large families and will likely stimulate much debate.
Alternative Minimum Tax: AMT is a separate income tax created to ensure high-income taxpayers don't avoid paying any income tax as a result of deductions, losses and tax credits. It is generally calculated at a 28% rate and is only owed to the extent AMT exceeds regular federal income tax.	**TRUMP:** Eliminates. **HOUSE:** Eliminates.	Extremely complicated and difficult to avoid as it continues to ensnare unsuspecting taxpayers. Repeal could be tough since it still generates tremendous tax revenue, but could mean little since substantial limitations on itemized deductions under both proposals would significantly decrease extent of AMT's reach.
Medicare Surtax on Earned Income: This additional 0.9% Medicare tax on earned income exceeding a certain threshold ($250,000 for MFJ and $200,000 for SF) increased the employee's share from 1.45% to 2.35%, but the employer's share remains at 1.45%.	**TRUMP:** No specific proposal. **HOUSE:** Eliminates.	This increase in an employee's share of payroll taxes from 1.45% to 2.35% was effective January 2013; however, the employer's share remained 1.45%.
Net Investment Income Tax (aka the Medicare Surtax): Net investment income is generally unearned income from sources in which an individual is not actively involved. The excess if this income over certain thresholds is taxed at 3.8%; thresholds: $250,000 (MFJ) and $200,000 (SF).	**TRUMP:** Eliminates. **HOUSE:** Eliminates.	Each proposal assumes the tax, which became effective January 2013, will be repealed as part of the plan to overhaul "Obamacare."

TAKING CHARGE

It's important to be in the know regarding proposed tax changes and the impact they may have on your personal tax situation, and what you can do to make the changes work for you. Below are ideas to discuss with your advisor and tax professional given the probability of lower taxes in some form moving forward.

Trigger passive activity losses (PALs): Disallowed losses from passive activities (e.g., a real estate limited partnership in which you don't actively participate) are suspended and carried over. If you have suspended PALs, you may want to dispose of the passive activity before year-end to trigger the suspended losses to shelter other higher-taxed income in 2017. Depending on the particular activity and effort required, you may want to get started to ensure the losses are available this year.

Account for itemized deduction limits: While the president has released only limited details about possible income tax law changes, most are taxpayer-favorable. However, one which may concern ultrahigh-net-worth individuals with significant charitable inclinations caps itemized deductions, including charitable gifts, at $200,000 for joint filers and $100,000 for single filers. If you are considering making large charitable gifts this year, especially if a recipient is a private foundation or possibly a donor advised fund, we recommend you work with your tax and legal advisors to closely monitor future developments in the income tax laws before taking any action. In doing so, please consider these charitable planning strategies.

- **Give appreciated property:** When possible, fund charitable gifts with appreciated stocks or mutual funds held for at least one year rather than cash. This is beneficial since you deduct the value of the donated property and also avoid recognition of built-in capital gains.
- **"Pre-fund" charitable giving:** If you have monies you want to donate but haven't yet decided which charities, you can give the funds to a donor advised fund and receive an immediate income tax deduction even though the funds will not be disbursed until later years.
- **Make IRA charitable distributions:** Individuals at least 70½ years old can make up to $100,000 in qualified charitable distributions (QCDs) from IRAs and avoid tax on the distributions. QCDs must be made directly to the charity (excluding donor advised funds and supporting organizations) and satisfy any required minimum distributions (RMDs) but are not deductible for income tax purposes. This provision is particularly beneficial if you have large RMDs and don't need the income; live in a state not allowing charitable deductions; do not itemize deductions on your federal income tax return; benefit from reduced deduction phaseouts due to lower income; or anticipate your total itemized deductions, including deductible charitable donations, will exceed the maximum allowable deduction under new limitations consistent with Trump's current proposal.
- **Consider a contingent alternative bequest:** Given Trump's preliminary proposal to disallow an estate tax charitable deduction for gifts to "private charities," if you plan to leave a large gift to a private foundation through your estate, then you may want to include a contingent alternative bequest to a public charity for which the estate tax deduction would not be limited.

INCOME TAXATION FOR BUSINESSES

CURRENT LAW (2017)	TRUMP & HOUSE GOP PROPOSAL	COMMENTARY
Income Tax Rates for Regular Corporations ("C" corporations): These corporations are not pass-through entities, have a top income tax rate of 35%, pay their own income tax and do not receive preferential tax treatment for long term capital gains and qualified dividends. Dividends paid to shareholders are taxed separately (i.e., double level of tax).	**TRUMP:** Reduces corporate income tax rate from 35% to a flat 15% rate and eliminates corporate alternative minimum tax (AMT). Also eliminates most deductions and credits. **HOUSE:** Reduces current progressive tax rates with maximum 35% rate to flat 20% rate.	Both plans include substantial reductions in rates and eliminate many deductions and credits. The large rate decrease under both plans should reduce incentive to avoid U.S. income tax (which is addressed below).
Income Tax Rates for Pass-Through Entities and Sole Proprietorships: Although pass-through entities (e.g., "S" corporations, partnerships and LLCs taxed as partnerships) file tax returns, business income is included on individual owner's personal tax return and taxed at individual rates up to 39.6%. Income for sole proprietors is reported directly on personal returns and also taxed at individual rates up to 39.6%.	**TRUMP:** Generally reduces top tax rate on income from pass-through entities from 39.6% to 15%. Pass-throughs may elect to be taxed at the flat 15% corporate rate or higher individual rates. Large pass-throughs electing 15% rate would be subject to 2nd-level tax on dividend distributions to owners (as with C corps), small pass-throughs would not. **HOUSE:** Pass-through entity income taxed at two tiers, 12% and 25%, except for the owner/operator's "reasonable compensation" for services taxed under the three-bracket structure; suggests pass-through entities and sole proprietorships must pay, or will be treated as paying, "reasonable compensation" to the owner/operator.	In other words, large pass-through entities under Trump plan would benefit from 15% rate but only for profits that are retained in the business. With the House plan, it could be difficult if not impossible to provide an objective standard for reasonable compensation since this has long been an issue with both S and C corporations.
Depreciation: Complicated system of rules allowing recovery of the investment cost of any asset by spreading the expense over a number of years.	**TRUMP:** Businesses can elect to expense cost capital investment but those electing to expense would forfeit interest expense deduction. **HOUSE:** Businesses can immediately expense cost of investments in tangible property (buildings and equipment) and intangible property (intellectual property) but not land.	This would benefit many industries (e.g., real estate) but inability to deduct interest expense would cause concerns. It's not clear whether the Trump plan applies to all or only U.S. manufacturing businesses.

Use expense election through Section 179: This provision, made permanent in 2015, allows small business owners to immediately expense up to $500,000 of the cost of certain depreciable business assets rather than deducting the cost over the asset's life. The annual expense limit is reduced by the amount the cost of 2016 qualifying property exceeds $2.01 million (both figures are adjusted for inflation).

This is especially beneficial for profitable businesses that wish to deduct the cost of computers and equipment the year they're purchased.

Take advantage of accelerated depreciation of certain longer-life assets: Without this provision (also made permanent in 2015), qualified leasehold improvements, restaurant property and retail improvement property would be depreciated over 39 years. Since these assets' depreciable lives are now 15 years, the depreciation deduction is significantly accelerated.

WE'RE HERE TO HELP! No matter the tax changes the Trump administration brings, working closely with your advisor can help keep you informed of the developments and their possible implications for your own financial situation. As we get further into the year, take time to prepare using the steps above and consult with your tax and legal professionals. Doing so can help you navigate the coming tax reform with confidence.

PROTECTING YOUR IDENTITY

Identity theft is the fastest growing crime in the U.S., with more than 13 million victims each year *(source Consumer Reports)*. Just being careful isn't enough to protect your identity.

Our office and Raymond James Financial Services, Inc. take a number of proactive steps to protect your personal information ranging from encrypted emails to shredding hard copy documents. While Raymond James and Carver Financial Services employ the most up-to-date safeguards to protect client account numbers and other important profile information, you can help play a vital role in keeping your information secure.

There is much you can do to protect yourself including (but not limited to):

- **Keep firewalls and security software up to date**, and use encryption software on your laptops.
- **Use your personal computer for financial transactions**, avoiding public-use computers if at all possible.
- **Do not give out vital information over the phone**, by email or through in-person requests. Type in the URL of the site you want rather than clicking a link provided in an email.
- **Check your financial accounts regularly** to ensure no unauthorized activity is taking place. Contact your credit card company or financial account institution immediately if you notice anything suspicious.
- **Only click on links or open attachments that you expect** and are from sources you know and trust. Even if an email is from someone you know, if it looks suspicious, play it safe and confirm with the sender before opening.

A pleasant telephone voice requesting vital personal information or emails pretending to come from financial institutions you recognize asking for your passwords and PINs are still common, and unnerving, occurrences. Once thieves have enough information, they can do real damage.

If you are serious about protecting yourself from identity theft you will want to consider signing up for an identity theft protection service. There are a number of services available today that provide daily monitoring of the information that is most often compromised by identity thieves. Some also include software to protect your computer and even include access to your credit scores. You will want to do your own research to find what best meets your needs but can consider:

Service Name / Rating	Price	Fraud Monitoring	ID Theft Insurance/ Guarantee	Reports Delivered	Computer Security	Bottom Line
IDENTITY GUARD ★★★★★	FREE 30-day trial & 25% discount (all plans); $14.99/mo. individual; $22.99/ mo couple; $24.99/ mo family	Monitors 3-bureau credit reports, credit cards, public records, SSN, bank accounts, applications, Internet security	$1,000,000 insurance	3 bureau credit scores and a public record report each quarter	ZoneAlarm Internet security suite; anti-keylogging software, ID Vault software	Most complete identity theft protection service we reviewed; 3-bureau credit report monitoring; credit report/score updates every quarter; 25% discount & free, 30-day trial
LifeLock ULTIMATE PLUS	FREE 30-day trial; $24.75/mo** (w/ annual prepay & our 10% discount)	Monitors 3-bureau credit reports, applications, credit cards, SSN, driver's license, address change, credit card and bank account activity, investment accounts, sex offender registry, court records	$1,000,000 guarantee****	Equifax credit scores monthly; 3-bureau credit reports & scores annually	None	Thorough identity theft protection and 3-bureau credit report monitoring; annual 3-bureau credit reports and scores; monthly Equifax credit scores; somewhat costly even with 10% discount; free* 30-day trial
PrivacyGuard	30-day trial for $1; $14.99/mo (after our 25% discount)	Monitors 3-bureau credit reports, Internet security, SSN, bank account numbers, debit/credit cards	$1,000,000 insurance	All 3 bureau reports & scores monthly	Norton Internet Security 2014	Solid credit protection with monthly credit report/score updates as well as social security and financial account monitoring; 30-day trial for $1; includes computer protection software from Norton

Both our office and Raymond James devote considerable resources to keeping your information secure. Using technological and human resources, we employ and constantly upgrade information safeguard software, including firewalls, anti-virus programs and intrusion-detection tools. We monitor our data systems 24/7, looking for signs of any unauthorized activity. We also use business continuity planning to ensure all data remains secure in the event of a natural disaster or other emergency. **Please feel free to contact us with any questions or whenever we can otherwise be of service. We are here for you!**

CLIENTS CORNER The Deathtrap of Current Events

RETURN WITH US NOW TO THOSE THRILLING DAYS OF YESTER-year: the first six weeks of 2016.

The equity market opened down on the first day of last year, and went pretty much straight down for the next six weeks. (For the life of me, I don't remember exactly why, which may give you a clue to where this little essay is heading.)

At the end of the first week, financial journalism shrieked that it had been the worst first week in stock market history, which was both narrowly accurate and largely meaningless.

At the end of the month, the media celebrated "the worst first month in history"—something about China, and oil going down. (I thought the latter was actually a pretty good thing, because it was costing me less to gas up our family cars, but that just shows you how out of touch I was.)

And then, on February 11, the market completed—let me give this the proper journalistic emphasis—***THE WORST FIRST SIX WEEKS IN THE HISTORY OF THE WORLD SINCE THE WOOLY MAMMOTH WENT EXTINCT, AND NO END IN SIGHT!***

For the record—and you'll want to note this, because we'll be referring back to it—the S&P 500 closed on February 11, 2016 at 1,829.

Then, for purposes of this discussion, came Brexit. All the elites of the world (up to and including the incumbent U.S. president) shouted through their megaphone—mainstream journalism—that were the people of the United Kingdom to vote to leave the European Union, a global economic disaster, centered in the UK but spreading across the entire world, would surely ensue.

Perversely, Britons voted to do just that. In horror, the S&P 500 closed the first day after this stunning news broke at 2,037.

Then (again for purposes of this narrative) came the U.S. presidential election. Mainstream media almost universally forecast that the election of Donald Trump would usher in the end of all economic life on the planet as we have known it. But in the next breath, they told us not to worry, because—depending on which media organ was your news source of choice—the probability of Mrs. Clinton's election victory was between 77% and 99.9%. (I am not making this up.)

The day after Mr. Trump's election, the S&P 500 closed at 2,163.

As I write on President's Day 2017, it has closed at 2,351.

Raise your hand if you're seeing a pattern here.

Yes, I see it too. But since there are a number of potentially valid conclusions that might be drawn from the facts we have just reviewed, I want to make sure you and I focus on the same one.

One cluster of conclusions, I suppose, would be that the mainstream media (a) are relentlessly biased to the negative, (b) have a very specific and uniform agenda when it comes to matters of geopolitics, and (c) always get it wrong. Another conclusion, in the words of Peter Lynch, is that "The real key to making money in stocks is not to get scared out of them." All true, but completely beside my point, which is specifically directed to you, who are presumably clients or prospective clients of financial advisors who are friends of mine.

It is simply this: **never make long-term investment decisions based on current events.** Stated as a positive: long-term investment policy must always be derived from history, and never from headlines.

The logical sequence of variables in all successful lifetime investing is: financial goals first; then a plan for reaching those goals in the time you have; then and only then ***a portfolio whose long-term historical record would, if continued, give you a high probability of reaching your goals.***

You will not have failed to notice that significantly altering your portfolio in response to near-term economic or political phenomena—much less fleeing it altogether when panic seizes the markets—appears nowhere in that sequence. And I devoutly hope—as I'm sure your advisor does—that you take this to heart.

Because I can tell you that, after very nearly fifty years of dealing with markets and investors:

Every successful investor I have ever known was acting continuously on a plan. And every failed investor I've ever known was reacting continually to current events.

If I may, I'd like to suggest that you plan to talk this through with your advisor the very next time you get together. Because in a sense, there isn't a moment to lose: tomorrow will surely bring yet another scare headline.

NATIONAL RECOGNITION THIS QUARTER

Barron's Magazine | March 4, 2017 - Randy named by Barron's magazine as one of the top financial advisors in the United States! Of the roughly 285,000 financial advisors in the United States, Barron's ranked Randy as 57th in the country and 7th in Ohio. This is the 10th year in a row that Randy has been recognized by Barron's. Rankings are based on data provided by the nation's 4,000 most productive advisors. Factors included in the rankings: assets under management, revenue produced for the firm, regulatory record, quality of practice and philanthropic work.

Financial Times | April 1, 2017 - Randy named to 2017 edition of the Financial Times 400 Top Financial Advisors in the U.S.! The applicants were then graded on six criteria: assets under management (AUM); AUM growth rate; experience; advanced industry credentials; online accessibility; and compliance records.

Barron's Top 1,200 Financial Advisors Winner's Circle, a Barron's research organization, produced the rankings based on data provided by over 4,000 individual advisors and their firms. Advisor data is confirmed via regulatory databases, cross-checks with securities firms and conversations with individual advisors. Among the factors considered for the rankings are assets under management, revenue that the advisors generate for their firms and the quality of their practices. Data points that relate to quality of practice include length of service, designations held, services beyond investments offered including estates and trusts, and an evaluation of each advisor's regulatory record etc. Investment performance is not an explicit component because not all advisors have audited results and because performance figures often are influenced more by clients' risk tolerance than by an advisor's investment picking abilities. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. Barron's is not affiliated with Raymond James.

Financial Times Top 400 Financial Advisors The FT 400 was developed in collaboration with Ignites Research, a subsidiary of the FT that provides specialized content on asset management. To qualify for the list, advisers had to have 10 years of experience and at least $300 million in assets under management (AUM). The FT then invited a list of just under 1,000 advisors to complete a survey used to obtain more information on the advisors practices. 400 qualified advisers were then scored on six attributes: AUM, AUM growth rate, compliance record, experience, industry certifications and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisors, the FT placed a cap on the number of advisors from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James.

MEET OUR NEWEST TEAM MEMBER

Raj Chatterjee, *Financial Advisor*

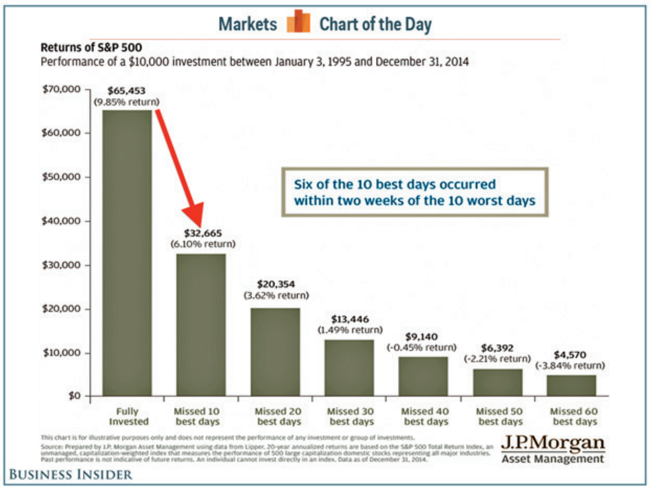
A native of Mentor, Ohio, Raj was eager for the opportunity to come back to his hometown and join the Carver Financial Team. He works in close collaboration with families and business owners to help develop customized strategies related to financial planning and investments. Raj is a member of the firm's Investment Committee and is pursuing his CERTIFIED FINANCIAL PLANNER™ certification.

After graduating from Bowling Green State University in 2007, Raj began his career as a Financial Advisor with Wells Fargo Advisors. He has spent the last nine years helping families understand financial markets and guide strategies to ensure they can reach their goals. Raj received his MBA from Cleveland State University in 2012, focusing his studies on finance. Additionally, he maintains a Series 7 and 66 license, as well as a life, health, and annuity insurance license.

Raj, his wife Heta, and their son Kalin live in Shaker Heights. He is a member of the Board of Directors at the Cleveland Public Theater where he enjoys promoting arts education. In his free time, Raj enjoys golfing and spending time with his family and friends.

Asking the WRONG Questions

As the broad markets continue to hit new highs some question whether they should sell and try to buy back in later when there is a correction. This is market timing. The largest issue facing most investors is that they miss opportunities by trying to time markets. Numerous studies have shown that investors generally lag broader indices because they are not invested when markets move up. A trusted advisor can help your stay invested. Consider that if an investor stayed fully invested in the S&P 500 from 1995 through 2014, they would've had a 9.85% annualized return. If they missed just the ten best days during that same period, or one per year on average, then those annualized returns collapse to 6.1%. If the investor missed the forty best days, or just four days per year on average, then had a negative return of 0.45% per year. This means that a $10,000 after twenty years was worth only $9,140. *(see chart below)*



We believe that investors need to rebalance their portfolios but should not try and time the markets. Trying to time the markets can lead to additional income tax implications, higher transaction expense and lower returns over time by missing some of the best days in the market.

Blindly trying to market time can lead to negative tax implication. It's not what you make but what you keep net of income tax that is important. Your advisor can help you minimize taxes based on your situation and therefore can potentially provide you with a higher return with less risk than a portfolio that does not consider a tax strategy. We take a very proactive approach to minimizing taxes and work with your CPA and attorney as a team.

Having an experienced, objective and independent advisor can help you achieve potential higher net returns than a do it yourself approach, even if you are an experienced investor. A trusted advisor can provide perspective, help minimize emotional responses and assist with holistic planning. For the same reason that lawyers do not represent themselves but see another lawyer and doctors go to another doctor, we believe that most investors should work with an experienced professional or team. Ultimately this can provide potentially better long term returns, make life easier and help you meet your personal goals. Please feel free to contact us without cost or obligation for a second opinion on your current portfolio or if we can otherwise be of service.

Join Us! Amazing Experiences In 2017 For You, Family And Friends

We will be hosting a number of exciting and unique events in 2017- you can find more details and info on some more events on our website **www.carverfinancialservices.com**. Reservations are requested due to limited space.

06.19.17

Annual Tim Groves Memorial Golf Outing

Fowler's Mill Golf Course
13095 Rockhaven Road,
Chesterland, OH 44026

This year's Charity Golf Outing will be held at Fowlers Mill Golf Course in Chesterland. Lunch, drinks, and steak dinner are all included in your registration fee. All proceeds from our golf outing go to charities in our organization. Come out as a single or bring a foursome and enjoy an 18 hole scramble style day. As always, we will have a silent auction and this year's anticipated prizes include 2 tickets to the MASTERS Monday practice round, 2017 Cadillac and a golf destination vacation.

Cost is $135 per person or $500 for a foursome.
Registration Begins at 9:30 a.m.
Shotgun start at 11 a.m.
To reserve your space, please contact our office.

08.05.17

6th Annual Wings & Wheels Car and Airplane Show

Lost Nation Airport
2969 Lost Nation Road,
Willoughby, OH 44094

This event grows each and every year and this year should be a record breaker. This is a free community event for the entire family. Whether you want to show your car or plane or just enjoy seeing the vehicles come join us for live music with DJ Ryno, food trucks, and dash plaques, trophies and several awards.

Participants Start arriving at 9 a.m.
Spectators can arrive between 11 a.m. to 2 p.m.
No cost to attend and no reservations needed.

08.18.17

29th Annual Client Appreciation Event

Lake County Captains Classic Park
35300 Vine Street,
Eastlake, OH 44095

As a token of our appreciation for your business and support we invite you and your family to a fun evening out! Each client has the opportunity to receive 4 tickets to the ball game where they can enjoy a ball park meal and fireworks at the game's conclusion. Gates open at 5:00 p.m. for an opportunity to watch batting practice. As in past years we will be providing food, soft drinks and a ballgame! We hope to see you and your family at the 'old ballgame'.

Game Time is at 7:00 p.m.
Full Details will be out in June.

10.18.17

Songwriter Experience with Jessie Alexander & Wynn Varble

This is a unique experience to hear two of today's top song-writers from Nashville as they discuss and perform some of their songs. This is a piece of the music business you cannot experience anywhere else. We are hosting Jessi Alexander and Wynn Warble who have written number one songs including – Waitin on a Woman (Brad Paisley), The Climb (Miley Cyrus top worldwide hit), I drive Your Truck (Lee Brice and CMA Song of the year), Mine Would be You (Blake Shelton), When Love Gets A Hold of You (Reba McEntire). This is truly an event you won't want to miss. Please call the office for more details or to RSVP. There is neither a cost nor any obligation to attend and you are welcome to invite family and friends. Due to limited space, reservations are required and space will be given on a first reserved basis.