Client Bulletin

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IRA CONTRIBUTIONS FOR 2008

As I write this on October 6, 2008, major market indices are down about 35% since last October. Stock markets are experiencing a crash. That, however, offers opportunity to put your tax-deferred money to work at good valuations. We'd like to encourage everyone to make their 2008 retirement account contributions sooner than later. In other words, the suggestion is to do it now rather than waiting till next year!

Times are tough and we've been experiencing recession talk most of this year. The stock market however looks ahead and stock prices are usually higher at the end of a recession than in the midst of a recession. While there are no guarantees, in my judgment, it would be wise to have 2008 money in your IRA now, or soon. That way your money can be put to work at what could be very good buy-in prices, rather than waiting for the market to rebound and buy at higher prices.

We'll follow up on this suggestion with a personal phone call sometime soon.

HARDCOPY MAIL CAN BE A NUISANCE AND INCURS MANY COSTS

Please know that we are doing our best to be a voice for all of you. We want to provide you your choice of hardcopy mail or e-mail. There are a variety of legally-required client notifications. Transaction confirmations, prospectuses, statements, tax notifications, and proxies are just some of the compliance-required information that has to be sent to you by either hardcopy or e-mail.

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Parts of the industry are still behind the times in e-mailing online documents, which is why some of you who have opted for e-mail notifications, still, in isolated cases, receive hardcopy mail. We continually communicate these issues to the appropriate organizations and responsible parties in those organizations. We will continue to do so!

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