

SUMMER 2011 NEWSLETTER

Informational Webinars Available at www.hartpatterson.com

As we've mentioned in prior newsletters, there are a number of informational videos available on the Hart & Patterson website. These tapings feature industry experts discussing relevant topics in a reasonable viewing time (approximately 20 minutes). We will continue to provide these informational tapings as long as you find them helpful. We would appreciate hearing from you if you have any topics that you would like us to consider.

Long Term Care Insurance

We recently posted a new Long Term Care Insurance taping to our website. Alan Labelle, who has over 35 years of experience in the insurance industry, an executive at Crump Insurance, the largest U.S. company specializing in long term care insurance, visited our Amherst office to record this interview. Alan's presentation is followed by a Question and Answer session with Lorraine and Vikki.

At your convenience, we recommend viewing this educational taping. If you would prefer to view this in our office, please contact us and we will be happy to arrange a time for you.

Social Security

Steven Richardson of the Social Security Administration's Boston office is scheduled to travel to our Amherst office this fall for our next taping. Steve will discuss the current state of the Social Security system as well as many specific issues, including when to begin taking benefits based on various scenarios. We are thrilled to bring you his expertise regarding this very important topic. Please look for this webinar on our website in late October.

Hart & Patterson Financial Services Included in New Book on Financial Planning

Cheryl and Lorraine were recently interviewed for a new book by Allen Duck on the art and science of financial planning. In the book, *Successful Financial Planners - Mentors & Masters in Equal Measure*, Duck examines the range of disciplines that financial planning encompasses and the breadth of

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knowledge a planner needs. The book is designed for new planners or those contemplating a career in financial planning. Twenty-five successful financial planners from all over the country lent their unique perspectives and shared their experiences of building and maintaining a successful financial planning firm. When asked about the book, Lorraine stated, "We were honored to have been asked to participate in this new experience. The book gives readers a sense of the deep dedication that financial advisors feel toward their clients and some of the challenges that we deal with every day."

Hart & Patterson Participates in Women Advisors Forum in Chicago

Lorraine was recently invited to be a panelist at the Cambridge Women Advisors forum held in Chicago. The forum was led by Amy Webber, who was named one of the 50 most influential women in the financial services industry in 2010. Ms. Webber is President and Chief Operating Officer of Cambridge Investment Research of Fairfield, Iowa.

Lorraine began her presentation by reciting a quote that we have had in our reception area since the day we began Hart & Patterson Financial Services. It has been the foundation for all that has come since –

*"Excellence can be achieved if you...
---care more than others think is wise
---risk more than others think is safe
---dream more than other think is practical
---expect more than others think is possible"
---Anonymous*

As always, all of us at Hart & Patterson thank you, our clients, for the opportunity you have given us to share your dreams and goals and to work with you towards your financial success. We sincerely appreciate the trust you have placed in all of us and we will continue to work our hardest to earn and retain that trust.

Thinking Ahead - Important Discussions and Plans

While we at Hart & Patterson spend much of our time discussing aspects of financial planning, we'd like to spend some time in this section of our newsletter talking about the importance of planning for aging and the possible health challenges that it may bring. As we all know, life can throw us curve balls. The luckiest of us will age well, living independently in our nineties. However, there are others of us who will need more care and assistance as we age.

While we should all hope for the best, we should plan for the worst and assure that our loved ones know where and how we would like to spend our later years. Planning for the future will allow us to age gracefully and with dignity. As an example, the onset of dementia and other cognitive issues can be so quiet and gradual that it is easy to miss the signals until the affected individual is no longer capable of making rational decisions. The individual is then not able to make reasonable decisions regarding his or her own living arrangements and safety. In both our professional and personal experience, it is more

effective if these decisions are made well in advance of declining mental or physical health. Even with the best laid plans, things can go awry. However, having our wishes known well in advance will help our loved ones make the most appropriate decisions possible if we are unable to make our own decisions.

Many of us will live much longer than our parents did. Longer life spans have made it more important than ever to determine a road map for our lives based on various hypothetical situations. For example, if we are living at home and fall and break a hip, where do we want to receive care? Where would we like to live if we heal well enough to leave a rehab facility, but can no longer go home?

In conclusion, our message is to start these conversations. Be realistic and admit that there may come a time when you or a loved one will need help and you'll need a game plan of how and where you would like to receive care. We all want to remain independent as long as we can, but the reality is that we may need help. Let's all be prepared and open to having these tough conversations with loved ones. In the long run this will go a long way towards a better quality of life for everyone concerned.

For many years, we have recommended that clients keep a list detailing where all of their important documents are located and naming their professional advisors names (with all contact information). Make sure your health care proxy and durable power of attorney are up to date, keep your document and advisor list current, and start these conversations. Take the time and energy now to determine what you'd like for your own future.

Lorraine's Latest Recipe

This past winter, Cheryl and Lorraine spent a week in St. Lucia and brought back a recipe for coconut lime cake. Lorraine made it for the office and everyone agreed that it's a light, tasty cake that is great for warm weather.

The St. Lucia Cake (makes a 9" one-layer cake)

6 oz sugar
6 oz butter
6 oz self-rising flour (175 grams)
2 eggs
2 oz coconut
2T milk
Zest of 2 limes & juice of 2 limes
1 rounded tsp of baking powder

Icing: 3 cups of confectioners sugar

- 1) Cream butter and sugar.
- 2) Add eggs one at a time.
- 3) Add milk, flour, coconut, zest, juice and baking powder. Mix all by hand. Spread in buttered and floured 9" pan.
- 4) Bake for 25-30 min. at 350 degrees.
- 5) Frost cake when cool.

Make icing by mixing approximately 3 cups of confectioners sugar and zest and juice from 2-4 limes (depending on whether making single or double layer cake). Put iced cake in refrigerator to harden icing.

Footnote: to make self-rising flour: for 6 oz (140 grams) of flour add 1 1/8 t baking powder and between 1/8-1/4 tsp of salt.

Miscellaneous

Please let Barbara know if you would like to receive our newsletters via email by calling the office or emailing her at Barbara@hartpatterson.com.

Please remember: Black out the social security numbers or account numbers before faxing or emailing anything to our office.

Do not email any investment instructions to us. Industry regulations do not allow us to accept or act upon any investment instructions received via email. However, please feel free to email us with any questions or concerns that you may have. Everyone's email address in our office is their first name followed by @hartpatterson.com.

Questions/Concerns

As always, please contact our office whenever you have any questions or concerns.

All of us at Hart & Patterson wish all of you a wonderful summer!

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