

Calendar of Events

Last Week 3/20: Meeting at Town Hall
This Week 3/27: Risk Management Investing- Guillermo Trujillo
Next Week 4/3: Meeting at Schrader and Company
Coming Up: 4/29: Community Breakfast, BH Methodist Church (Saturday)
Invocation: Garry Morrow or Dan Stec

Note: Regular meetings are held Monday Evenings at 6:00 PM in the William E. Sewell Memorial Room at the Ballston Town Hall.

Please give suggestions for future programs to Jon Costolo.

ANNOUNCEMENTS

- Pledge of Allegiance and sang America the Beautiful
- Invocation: Dan Stec
- **Next week's meeting and board meeting will be at held Schrader and Company on Route 50 in Burnt Hills.**
- The annual Interclub Dinner will be held at the Turf Tavern in Scotia on Tuesday 11 April. Our club will be represented.
- The annual community (formally pancake) breakfast will be held at the Burnt Hills Methodist Church on Saturday 29 April.
- Happy Dollars were cheerfully collected by Mike Brewster.



Speaker Guillermo Trujillo and Jon Costolo

Service Above Self

RISK MANAGEMENT IN YOUR INVESTMENTS – Guillermo Trujillo

This past Monday's meeting we had Guillermo Trujillo of Edwards Jones and fellow Rotarian from the Glenville Rotary Club speak to our club.

Before becoming a financial advisor and working with our own club member Chris Nyhan, he earned his Master's of Education and was a teacher. It was evident in that he had a quiz for us all to complete before he started. The quiz was a list of dates and a list of different valuations of the Dow Jones ranging from around 5,000 to 21,000. We were to try to match the end of day valuation to the exact date. It was partly a trick as all the dates and valuations across were in the same order, despite the valuations being very up and down. But in the end from 1996 to 2017 the overall valuation was higher, and for every fall it did rise again.

This quiz was to represent that despite when the stock market is bearish it does always eventually rise again. It is during these declines that if you have the right investments diversified across multiple foundations you should minimize your losses. When you are younger in your investment career, you can have your money in more aggressive growth products, but you should slowly change to more conservative investments as you get closer to retirement.

Guillermo went on to advise that you should stick to a long term investment plan and not sway from it no matter what the stock market is doing in the short term, and to keep your emotions out of your investments. Edward Jones has 10 Rules of the Road for investing but he shortened them to three main points for his presentation. These were: 1) Stick with Quality 2) Diversification 3) Invest for the long term.

He also spoke about the possible Department of Labor's Fiduciary Rule, which is a new ruling, scheduled to be phased in April 10, 2017 – Jan. 1, 2018. It would expand the "investment advice fiduciary" definition. If this sweeping legislation is not delayed or stopped outright, it will automatically elevate all financial professionals who work with retirement plans or provide retirement planning advice to the level of a fiduciary, bound legally and ethically to meet the standards of that status. While the new rules are likely to have at least some impact on all financial advisors, it is expected that those who work on commission, such as brokers and insurance agents, will be impacted the most.

Reported by Jon Costolo