

## Slowing Aging Muscles

If you're over 30 you likely know that the muscle mass in our body has a natural tendency to want to go away. Being an athlete as a kid and then become a desk jockey as an adult has the negative impact of watching the body go from fit to less than fabulous. Sadly a quarter of adults over age 40 and 50% of those over age 60 have less muscle in their arms and legs than they did at 30.

In 1988, Tufts University's Irwin Rosenberg coined the term "sarcopenia" from Greek roots to describe this age-related lack (*penia*) of flesh (*sarx*). Muscle aging likely has several underlying factors, including decreased numbers of muscle stem cells, mitochondrial dysfunction, a decline in protein quality and turnover, and hormonal deregulation. Loss of muscle mass is associated with and often comes before perceived muscle weakness. This can make carrying out daily activities, such as climbing stairs or even getting up from a chair, difficult for many seniors. Sadly most don't do much about this as they start to feel the decline of power and things that were once simple get more difficult. This can lead to inactivity, which itself leads to muscle loss at any age. Thus, older people can enter a vicious cycle that will eventually lead to an increased risk of falls, a loss of independence, and even premature death. Less muscle also puts more pressure on joints. I wonder why we're in a generation of joint replacement.

The good news is that exercise can stave off and even reverse muscle loss and weakness. Recent research has demonstrated that physical activity can promote mitochondrial health, increase protein turnover, and restore levels of signaling molecules involved in muscle function. But while scientists know a lot about what goes wrong in aging, and know that exercise can slow the inevitable, the details of this relationship are just starting to come into focus. I've found a combination of working out with weights, some cardio in sports and yoga to be a nice blend of keeping my old behind somewhat in shape and able to continue to play basketball against the kids.

Other likely culprits of muscle aging are the mitochondria, the powerhouses of muscle. To work efficiently, skeletal muscle needs a sufficient number of fully functional mitochondria. These organelles represent around 5 percent to 12 percent of the volume of human muscle fibers, depending on activity

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## The Future of Higher Education

If you have kids or grandkids and we haven't spoken about college yet we will soon. With the costs of college going vertical, it's just a matter of time before something has to be done to control the spiraling costs of a college degree. The first thing to think about is to you need a degree?

We find some kids are just not right for college and that's okay. If your child is a very mechanically inclined kid and wants to pursue a technical education in fields such as carpentry, HVAC, plumbing, electrician, etc. stick with them and support them. The trades are in massive demand today and we see people with no education making far more than those with PhD's, MD's, DMD's, JF's and the like. The point is for a technical education and a few years of an apprenticeship the career trajectory is mind boggling. The only key to being successful in the trades is solid skills and the ability to return phone calls and show up when you're called. We joke about how many trade people are successful despite the inability to perform the above tasks.

If your future isn't in the trades or in self-employment chances are you may be in the market for a college education. Nothing wrong with that either now the conversation comes to what college are we going to attend, how do we choose that right fit and how are we going to pay that often outlandish price. The good news is this is like a chess game, if you're well informed you can do quite well in the college game and if you're very successful financially plan to pay up for top flight schools.

The big challenge is for many kids socially, there is tremendous pressure for kids to go to a big name school for their college. It's just social pressure and it's powerful, especially in certain towns. Not all schools are for every kid so it's important to find the right match both economically as well as socially and "vibe" wise which is how today's youth is describe campuses.

Having two bright young ladies we've been doing a lot of college shopping the past few years. We've done this thousands of times for the families we serve but going through it ourselves is a much deeper process. I knew the economics of it all of these years but have recently just discovered the "vibe" portion of the process as well as the campus feel and spirit. We've been on just over 80 campuses in the past few years. That isn't a typo, yes 80 campuses. Crazy yes, but we're in the investment business so we're a research oriented bunch. The apples didn't fall too far from the tree obviously because the girls have created elaborate spreadsheets to help noodle down the options and choose a college.

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and muscle specialization (fast-twitch versus slow-twitch). And research suggests that abnormalities in mitochondrial morphology, number, and function are closely related to the loss of muscle mass observed in the elderly.

Even if they eat plenty of protein, older people often cannot maintain muscle mass. This is probably because their bodies cannot turn proteins into muscle fast enough to keep up with the natural rate of the tissue's breakdown. Scary! This assumes we don't eat a lot of junk food, as most of us do, the hill is getting steeper! Moreover, the muscles of older people undergo lower levels of autophagy, a process that under healthy conditions recycles used and damaged proteins and other cell structures. This can result in an imbalance between protein production and degradation that is likely linked to muscle aging.

In order to maintain muscle strength, muscle cells must get rid of the intracellular garbage that accumulates over time. In the case of muscle cells, this garbage includes old cells, clumps of damaged proteins, and free radicals, all of which can become cytotoxic over time. By recycling mitochondria, muscle fibers boost energy production and preserve muscle function. If muscle fibers fail to clear these potentially dangerous entities, they will become smaller and weaker. Sure you sweat, and challenge those muscles. The only way to get stronger is to challenge that muscle, both physically and mentally.

### Exercise to combat muscle aging

Although the causes of muscle loss are numerous and complex, there is now a plethora of evidence to suggest that exercise may prevent or reverse many of these age-related changes, whereas inactivity will accelerate muscle aging. Earlier this year, for example, Janet Lord of the University of Birmingham and Steven Harridge at King's College London examined the muscles of 125 male and female amateur cyclists and showed that a lifetime of regular exercise can slow down muscle aging: there were no losses in muscle mass or muscle strength among those who were older and exercised regularly. More surprisingly, the immune system had not aged much either in those who exercised regularly. As I type this I think about all of the years I didn't exercise as much as I should have and instead chose to hang out, watch TV, read, surf the internet, stalk stocks, do emails or otherwise sit on my tail rather than playing sports, doing yoga or working out.

We all have a choice as to what to do with our time and it's not unlike our money. We can squander it with nonsensical activities or we can invest it in making our futures better. What is easier, squander of course and it's a lot easier. We can just hang out and do what we want and our muscles will slowly dissipate. We can do the work and stay strong or get strong again. Same with our health, we can live for today and burn through all of our money or we can invest our money by living a little bit below our means so we have a safe and prosperous future and retirement.

I'm blown away by the parallels of money and health and how we choose to spend these invaluable assets we have been blessed with. I've always been expert at money and I'm going to work on being a lot more expert with time and health moving forward!

Vicks VapoRub is a popular common cold remedy with medicated vapors that does far more than soothe your cold. Not only can you put it on your chest, below your nose or in your vaporizer in the little basin to get it in the air. A very powerful way to use it is to rub it on your feet just before bed, and then put your socks back on and go to bed, it's amazing what I will do to you by morning. Not a clue how it works, but it's all good. Here are some other cool uses for the menthol in a can!

- Try using an open Vicks VapoRub jar to repel mosquitoes, flies, and other insects. It's perfect when you suddenly run out of repellent or you have left it at home.
- Menthol, one of the main ingredients of Vicks VapoRub, helps lower blood pressure in your head and, as a result, relieves pain. Just rub a little on your forehead.
- Things happen, and if you don't want your pet to pee inside your house, leave some Vicks in those places where the incidents happen more often. Veterinarians say that both dogs and cats can't stand the smell of Vicks, so this method will definitely work
- If your cat loves to scratch everything it can get its claws on, such as doors or new curtains, leave some VapoRub there. Your furry little friend will learn their lesson and will stop ruining your furniture
- . Reduces stretch marks Rub some Vicks VapoRub on your stretch marks, and in just 2 weeks you will see that they gradually become less visible.
- If you suffer from toenail fungus, try applying some Vicks to the affected nail every night and then put your socks on. The next day, wash your feet and clip off as much infected nail as possible. Repeat every night until your nails recover completely
- Gently rub some Vicks VapoRub on your bruise, and observe the healing process. The ointment will reduce all the swelling, and the bruise itself will disappear faster.
- Here's one simple way to relieve earache: put a small cotton ball with Vicks VapoRub in your ear, and leave it there for a few hours until you see your doctor. Remember: although this method does help relieve ear pain, it doesn't cure the infection itself. So it's very important that you consult your health professional as soon as possible.
- Apply a thin layer of Vicks VapoRub to the problem areas (acne, pimples, etc.). Leave it overnight, and clean your face in the morning. Be persistent, and you will see positive changes very soon.
- Thanks to its natural ingredients, Vicks VapoRub helps relax stressed muscles. If you're suffering from "tennis elbow," try massaging some Vicks on the affected area until the pain is gone
- Mix one tablespoon of crushed tablet camphor, one tablespoon of alcohol, one tablespoon of baking soda, and half a jar of Vicks VapoRub until you get a paste. Before doing your physical exercises, apply this paste to your abdomen or to the area that you plan to work on, and wrap yourself with plastic wrap. When you finish your workout, rinse with plenty of water.

## Noteworthy News!!!

- Congratulations to Shamon Antrum on his new job as the head basketball coach at Bishop McNamara School in MD!
- Congratulations to Tammy Bauman on her new job with the State of CT!
- Our condolences to the Thierry family on the passing of Marion, a wonderful person, mother, grandmother, wife, sister, friend and gift to all of Harwinton.
- Our condolences to the Muckle/Flores family on the passing of Lawrence, a wonderful man, brother, uncle, friend and man.

## Question & Answer

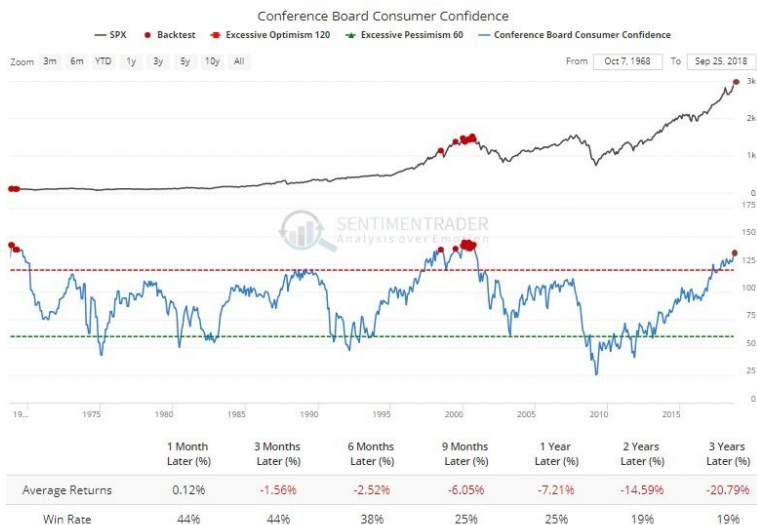
Ask any financial question you have and we'll address it here.

*Q: What typically happens after consumer confidence reaches high levels?*

We are there today where consumers are happy, people are busy the economy is humming and things seem to be going great, gangbusters for all. This is wonderful on the surface, but under the covers we need to be cautious as to how this optimism really plays out from here.

Many think that this is just the beginning of the good times. Others think this is like the roaring twenties, when everyone felt great and the country was awash with prosperity and success. I have to say we're likely closer to the latter and how it plays out from here is likely in between the 20's and 90's in terms of how the bubbles burst.

When people are feeling happy prices go up, they bid up prices to high levels because they're all feeling warm and fuzzy about the current situation and future prospects. Let's look at how things have played out in prior instances where there were surges in confidence like we see today!



As we begin talking college we need to think about what type of college. We have 2 year colleges, 4 year colleges, public universities, private universities, there are many options. If you're looking to go into dental hygiene or nursing, there are fantastic 2 year educational tracks to get you off to the races with very reasonable tuitions and high pay rates upon graduation. If you're going into an industry that is government or state run, the benefits of going to a private school are often lost economically because those institutions pay based on years of service and educational level, not the quality of education. If you're a teacher and so is your peer next door, both with the same number of years of service and you went to Oxford and your neighbor to 2 years of community college and 2 years of a state school then you're going to make the same pay rate. You may have spent 300k on the degree while your peer spent 60k. In that environment going high end doesn't pay, unless you can stack the deck in your favor economically with scholarships or grants to justify the cost of entry. One cannot deny the benefits of a high end education, but to what end on certain jobs.

Now if you're going into business, medicine, law or other professions where the pedigree of the degree and the connections of the institution will make a big difference, then it's an entirely different story. Often times that is worth the price of entry and you need to understand the rankings of the schools. Top tier schools would be the most selective on the planet, schools such as UChicago, Washington U, Dartmouth, Northwestern, Stamford, Rice, UPenn, Duke, etc. 2<sup>nd</sup> tier schools would be those that are difficult to gain entry to, but not as hard as the first tier and would include Georgetown, Davidson, Villanova, Notre Dame, Emory, Colgate, etc.

If your student has perfect scores, an off the chart talent, national awards, patents, published works or the like any school is likely an option. They may gain entry, but if the family is successful, expect to pay full price. If they cannot gain entry to top tier they may gain entry to the 2<sup>nd</sup> tier but again for full price. Now that student may get a very benevolent package to a 3<sup>rd</sup> tier school or a large public with an honors program, or even a school with a distance from home to bring up the averages of the school or check off the box that they have students from your home state.

College is very much a business today and one Harvard professor seems to think in 15 years 1/2 of all colleges will close because it's too expensive today. I tend to agree it's too expensive but not sure if that many will close. Surely many will close as the student loan bubble pops, but more importantly many will become more competitive once the easy money dries up. We do a lot of this college work so if you're the parent or grandparent of a young child feel free to reach out to us to discuss strategies today that will help your loved ones trajectory into the right place for him or her at the right price for the family. One very important thing is to make sure you're set for retirement before paying for college. We see too many people who spend their life savings on college only to be forced into working forever because they couldn't see what was coming down the pike.

# Money Quiz



This month's challenge is on life expectancy, how much can life expectancy differ in America based on the county of your birth? Last month's challenge wasn't won, 19% of Chinese exports come to America! Winner goes to Ruby Tuesday on us! 10/8/18:8

## 10 Times Revenue, Really?

We have a lot of ways to make a valuation on securities. Before buying a security the idea is to make sure you know what it's really worth, and only buy it if you can get it for a discount to the true value of that security. Many people know and are familiar with the good old Price/Earnings or PE ratio. Next we move to the price/sales ratio or the PS ratio. Some jokingly call this the BS ratio. ☺ Some use a multiple of revenue to value a stock.

The normal PE for a stock has been 15 for all of time, markets are now trading at a 33 levelized PE ratio today. A firm will often sell for 1 times revenue. This is all during normal times. Today's market is anything but normal. Here I present you with the number of Russell 3000 companies trading at 10 times revenue. Folks that's 10 times the normal valuation.

We haven't seen this in 20 years, speculative fever has reached the 3000 smaller publicly traded companies in America! Frothy is how I would describe this and be sure you're not one of the people paying 10 times revenue for a company worth somewhere closer to 1 times revenue. Emotion rules the roost today, not logic!



# Amazon Creep

Amazon has certainly created an amazingly slick, easy and efficient shopping platform. I'm not a "premier" user and despite my not paying a hundred dollars annually to have quick shipping, the orders still get to my door in just a few days. It's just so easy to put things your "cart" and whenever you search for an item on a search engine the Amazon result is the first one to show up. I was a loyal Amazon shopper for many years until last year. We had our little single serving blender bottle maker die on day last summer and we put it in the cart and I neglected to check out on a Friday afternoon. I know it was the Oster single serving basketball orange blender and it was \$24.99.

That weekend we were away at a tournament in Rhode Island and between the games we had to go to Target to find KT tape for Sammy. While we're looking around the store trying to find the sports tape we happen to pass the area where they blenders and shake makers were. I couldn't help but notice the exact same blender that was in my Amazon cart and the main difference is the one at target had special packaging giving us an extra bottle and it was only \$16.99. I couldn't believe it, I'm so conditioned to think Amazon has the best prices from back in the day when you could audio cables online for \$5.00 when Radio Shack was trying to sell them for \$50.00. We know why Radio Shack didn't last.

Needless to say I bought 2 of the blenders at the store in Rhode Island that weekend and ever since I no longer blindly put things in the Amazon cart for convenience. I now look around much more thoroughly for things I need and since I've only bought at Amazon twice. It's amazing they've built the world's most efficient shopping system and "addicted" people to it, now they're very quietly and slickly raising their prices so they're no longer the best deal out there. Since that experience I've only bought 2 things on Amazon, the rest of my business was won by Kohl's, Walmart, Target, Sears, Newegg, etc. It may pay for you to do the same if you blindly just throw things in the Amazon cart because it's such a time saver, and it is. If you've never seen the Amazon robots at work in their warehouses it's very much worth a few minutes of your time. You can watch that process in amazement here: <https://www.youtube.com/watch?v=cLVCGEmkJs0>

As this is unfolding in the pricing department, we see a different thing taking hold on the vendor side. Until now, most companies had an "amazon store" as part of their distribution strategy. Now we're seeing companies dump the Amazon relationship because of the power they're trying to wield on the "little guys." None of this is good for the king of the internet sales experience. Note they just started building physical stores and with the purchase of Whole Foods, have a quick 500 locations they never had before. This very much reminds me of the Sears story, they dominated retail as a catalog company, they once they started building physical stores across America it was a slow demise since. Ironically they're not far from a faint memory at this point as they're selling off their most valuable brands just to stay alive for a while longer. Soon to be a Radio Shack story, sadly! ☺

## Inspirational Quotes

- Complacency is the forerunner of mediocrity. You can never work too hard on attitudes, effort and technique, Don Meyer
- Anytime you're trying to bring out the best in someone there are going to be creative tensions, Doug Collins
- Every person has the same amount of time every day, you either spend your time or you invest it, Chip Kelly
- The successful man is himself. To be successful you've got to be honest with yourself, Vince Lombardi
- I won't quit on a player who won't quit in himself, Charlie Manuel
- Everybody hears, but few listen, Bobby Night



**We can piece the puzzle together and  
make your money work for you!**

## Kids Corner

The kids want apps for their devices, it's all about the apps today for our youth. Some parents deal with this in different ways. Some allow the kids to get any app they want, others make them get permission per app, others set limits as to the number of apps, there are a plethora of ways to do the app thing with your kids.

I had a conversation today with someone who had what I thought was a wonderful way of letting the kids get apps. They don't limit the number of apps or disqualify certain apps that may be deemed harmful such as social media, fighting etc. What they do is genius!

The technique this family uses is to make the kids write a 1 page report on each app they want. Only 1 app paper may be given at a time and the paper has to have legitimate research behind it. The kids must include what the app is, how it was invented, how long it's been around, the founder, why it was invented, what it does, the good it does as well as the bad it may do. We're only now starting to realize how the technology boom has created a generation of kids who are literally addicted to devices and applications.

I wonder if moving forward we don't change as a society and treat tech as a dangerous tool, not just a great one. Remember many years ago when my mother was a kid the doctors would prescribe smoking cigarettes as a stress reliever. Hard to imagine but back then we didn't have the research or data we have today. I'm guessing kids 24/7 interaction with electronics isn't good for them. We'll see where it lands! 😊

If anyone you love or care about would benefit from receiving our newsletter, tell us who they are and they will be included on our mailing list. They'll certainly appreciate you thinking about them and having their best interests at heart!

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