

Vaseline Magic

This amazing petroleum product is something we can use for many things, not just making things slippery or lubricated. We've all grown up with a tub of this stuff in the bathroom cabinet and joked about what our parents were doing with it but now we have a list of amazing uses of the slippery stuff. Here is what we've compiled as a list of cool uses for Vaseline.

- Put a coat on your eyelashes before you go to bed. Lots of people swear by this, and say it'll make your lashes grow longer and thicker over time
- Put a coat on your feet at night, cover them with socks and wake up to softer feet, every day
- Put it on your elbows every day and they will stay soft
- Put it on your cuticles several times a day for softer and better looking cuticles
- Use it as chapstick
- Use it as lipgloss
- Mix a little with Kool-Aid powder and make colored and flavored lip gloss
- Melt it with one chocolate chip in the microwave and mix, resolidify and get chocolate lip gloss
- Put it on your perfume points in your body and it'll hold the scent a lot longer
- Use it as a moisturizer for acne sufferers, it will not clog the pores
- It'll moisturize dry skin
- Put it on your knees to avoid the dry ashly look
- Mix with sea salts to make a scrub
- Put it on teeth to avoid lipstick sticking to teeth
- Use it for a massage
- Makeup remover
- Put it on thick napkins and you now have makeup remover wipes
- Soothe skin after shaving

Continued on page 2, Slippery Magic

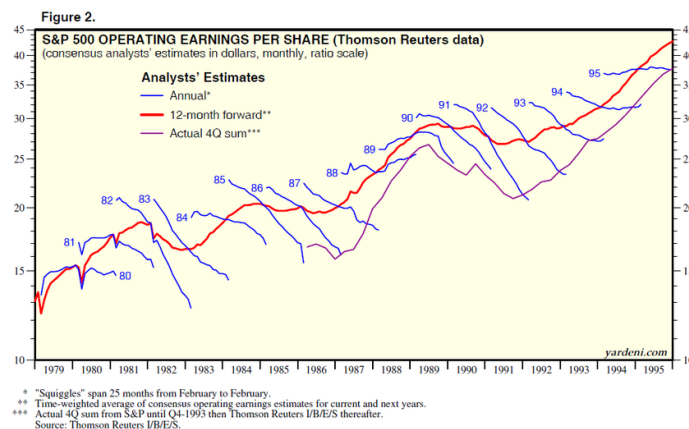
INSIDE THIS ISSUE

2. Slippery Magic?; Housing Peak?
3. Noteworthy News; Credit Freeze
4. \$ Quiz; Chrome Time; Price per Major
5. Inspirational Quotes; Kids Corner

Forecast Optimism

We live in a world that is currently in what I refer to as economic Candyland. Nobody is talking about the fiscal state of our pathetic state or our country. We all know that we cannot continue to act so fiscally irresponsible, yet nobody is coming up with solutions to fix the fiscal mess. Rather we see the opposite, we see the political class proposing massive government programs, proven to fail. It's disturbing to see this happen from the financial perspective as the sooner we fix what is broken the less painful it will be.

When the analysts that follow companies make their "predictions about how companies and indexes will fare earnings wise we often take that data and run with it. Optimistic data will drive equity prices up upon the announcement and pessimistic data will lower prices as well. Ed Yardeni publishes some great charts on comparing these estimates to reality. I'd like to present you with his findings. Here is S&P 500 operating earnings per share data estimated and actual. Note the consistent optimism in the numbers vs reality. Also note how the initial earnings estimate, which is the leftmost data point on each year, goes down every time as we move through the year.



That shows where we were from 1979 - 1995 now let's look at the time frame more recently, from 1995 - 2019 it's very similar in look and feel. This is a continuation of the trend in almost every way with an exception of 2010 where the data started out low, went lower, but was subsequently revised higher as the year ground on.

Continued on page 3, Forecast Optimism

- Protect skin exposed to New England winters
- Apply under eye shadow to create a shiny effect
- Applied on cheeks for a dewy look
- Used in manicures on cuticles
- Gets rid of dry skin lines which can arise from weather and exposed skin
- Lubricate ear lobes to help earring insertion painless and easy
- Keeps fingernails pliable and resilient
- Helps remove stuck rings
- Tames unruly eyebrows
- Prevents chafing
- Therapeutic when applied to lesions caused by poison ivy
- Keep stubborn stray hairs in place!
- Aids in healing cosmetic surgery procedures
- Reduces scaling and itching associated with dandruff
- Can help improve condition of those with atopic eczema
- Helps heal and protect new tattoos
- Use around the hairline as a protective barrier to help with hair dyes, perming and straightening chemicals
- Use a tiny dab to put a quick shine on your shoes, bags and leather goods
- Smear a tiny bit on your hands and scrunch through your hair for a choppy look. (If you have hair! 😊)
- Use a touch on the ends of your hair to hide dry and split ends (same as above)
- Remove makeup stains from clothing
- Put a dollop of the cool stuff on your nail polish bottles and they will not get stuck to the caps. This trick works for anything that tends to glue the cap to the container
- Rub it over old nail polish and it'll look new again
- Stretch your favorite lotion by mixing it with vaseline
- Remove false eyelash glue from your lash line
- Apply it all over before flying to fight the dryness
- Put it on your lips, leave it for a few minutes, then scrub your lips with a toothbrush to exfoliate and leave them super smooth
- Apply a small amount to dry spots on your body before tanning lotions to make the tan even across the body surface

Real estate prices are high, some areas they're super high. We've been telling folks for some time now if you're going to sell now's a great time and if you're going to buy be patient, better times are coming. Some areas are just nuts in terms of how expensive things are. Here is a quick glimpse at the top lists of outlandish housing prices:

1. Santa Cruz, CA

Median list price: \$895,800
Median monthly housing cost: \$1,840
Median household income: \$73,663
Share of income going toward housing*: 30%

2. Miami, FL

Median list price: \$385,100
Median monthly housing cost: \$1,280
Median household income: \$51,758
Share of income going toward housing: 29.7%

3. Grants Pass, OR

Median list price: \$334,600
Median monthly housing cost: \$918
Median household income: \$40,705
Share of income going toward housing: 27.1%

4. Atlantic City, NJ

Median list price: \$240,000
Median monthly housing cost: \$1,290
Median household income: \$57,514
Share of income going toward housing: 26.9%

5. New York, NY

Median list price: \$515,100
Median monthly housing cost: \$1,588
Median household income: \$72,205
Share of income going toward housing: 26.4%

6. Kahului, HI

Median list price: \$928,800
Median monthly housing cost: \$1,594
Median household income: \$72,743
Share of income going toward housing: 26.3%

7. Jacksonville, NC

Median list price: \$203,300
Median monthly housing cost: \$1,028
Median household income: \$48,162
Share of income going toward housing: 25.6%

8. Bellingham, WA

Median list price: \$415,000
Median monthly housing cost: \$1,203
Median household income: \$56,419
Share of income going toward housing: 25.6%

9. Barnstable Town, MA

Median list price: \$525,000
Median monthly housing cost: \$1,411
Median household income: \$68,048
Share of income going toward housing: 24.9%

10. Carson City, NV

Median list price: \$347,100
Median monthly housing cost: \$1,012
Median household income: \$49,341
Share of income going toward housing: 24.6%

Noteworthy News!!!

- Congratulations to Lib DeNure on her new job with Wholesome Wave!
- Congratulations to Joe Martino on the opening of his new business, Joe Martino Real Estate!
- Congratulations to Renee Gallagher on her new job with Medtronics!
- Our condolences to the Prisco family on the passing of Michele (Mike), a wonderful man, husband, brother, father, uncle, grandfather, person and friend.

Question & Answer

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

Q: How do I freeze or lock my credit if my identity is stolen or compromised?

Great question and there are a plethora of options around this credit issue. We often get the call that someone had a computer or password hacked and now we're off to the races to do damage control. It's a sad situation where these credit bureaus keep all of our data and lose it on us or are otherwise hacked and it becomes our problem. For the bureaus who have had data breaches they offer impacted clients free credit monitoring protection. I think they should give this to everyone as they're profiting from our data on an involuntary basis.

You can hire a firm to protect your credit and pay a monthly fee, places such as lifelock offer this service and it's very good but you get into a new bill every month. Some offer a monthly payment plan and others offer a one time fee per year, we've seen one with a one time lifetime coverage option.

You always can go to the credit bureaus direct and lock your credit with them, there is a small fee to do it and you have to unlock it in the future if you want to use your credit. Great news, as of Sept. 21, 2018 there is now the ability for the consumer to freeze and unfreeze their credit for free. This should have happened along time ago but now we're here so enjoy the process and it's not a bad idea to keep it frozen until you are actually going to use it.

These credit bureau freezes are similar to locks, but without the monthly fee's. When you freeze your credit it must be frozen within a day and when you unfreeze it that must be done within the hour. Here is the contact info for each of the credit bureaus:

Equifax

[Equifax.com/personal/credit-report-services](https://www.equifax.com/personal/credit-report-services)

800-685-1111

Experian

[Experian.com/help](https://www.experian.com/help)

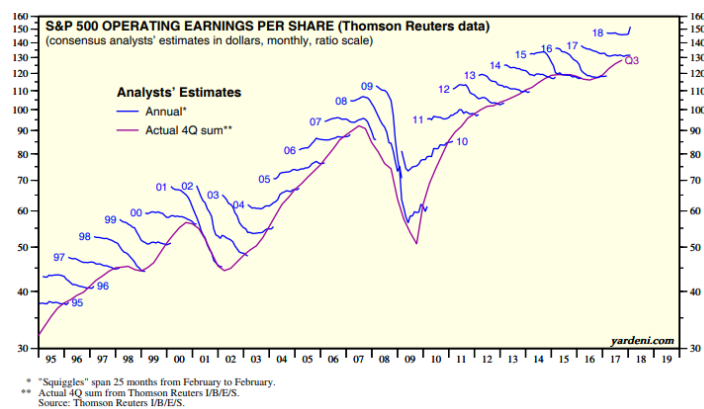
888-EXPERIAN (888-397-3742)

Transunion

[TransUnion.com/credit-help](https://www.transunion.com/credit-help)

888-909-8872

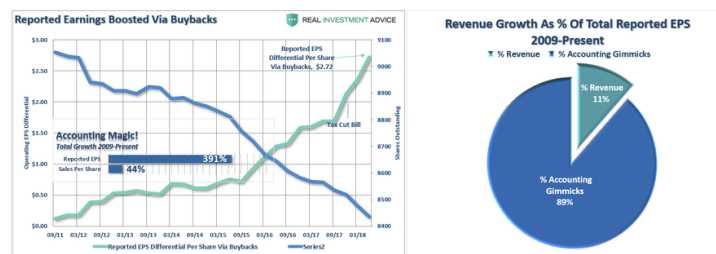
Forecast Optimism! (cont'd from page 1)



Using future earnings estimates as a measureable tool proves to be a very optimistic tool according to this data. The data suggests initial earnings estimates are 33% overly optimistic, on average. Historically earnings have grown at 6% per year for the market as a whole and now that valuations are so high, we've been in a decade where markets are growing at much higher rates than earnings so a period where markets are acting much lower than earnings, or even negatively, is in the cards in the near future.

We look at earnings of course, we also pay very close attention to what company executives are doing with their own money. Are they purchasing shares or selling shares? If a large number of high executives are buying shares in businesses or industries where we see value, that's a very positive sign. Likewise if those same executives are selling, we'll take note of that as well and that's a very pessimistic sign for those firms and industries.

Now we look at accounting gimmicks that companies will use to boost earnings, even if the boost is temporary. The drive today is all about the quarterly number, which isn't healthy. We should look further down the road than 3 months and for those who do will see long term success. Many firms push that quarterly number so much it makes working for the firm miserable. Here is a cool chart from our buddies at Real Investment Advice around the true source of revenue growth at many firms.



Buyer Beware!

Money Quiz



This month's challenge is on time. If you receive a referral from a general practitioner to a specialist, how long is it until you actually received treatment under Canada's public health care system? Last month's quiz was won by Bella Conti, we're a big energy producer at 11.1M barrels/day! Winner goes to Ruby Tuesday on us! 01/14/19: 12

Same Price Different Value

We send our kids to school and they have a lot of choices to choose their area of study. We have a one price of education for any major they choose. We see a glaringly different outcome based on that chosen major so the question arises should all majors cost the same? We realize some schools have slight differences in costs for certain programs, but not totally different pricing by major as Canada does. McGill has very different costs per major and we see tiny changes here and not necessarily by major but some add on costs for labs, materials, etc.

A great many kids apply to Harvard and most get rejected, but more apply for a job as a flight attendant at Delta and their acceptance rate is lower than undergraduate's acceptance at Harvard. The job market is competitive, contrary to the feel good everyone is a winner way the kids are brought up to think.

Not everyone needs to go to college some of our youth need to be mechanical people such as electricians, plumbers, mechanics, machinists, etc. They're great jobs and we need them badly. For those who do go to college we need to make sure they have a degree in something useful. It's almost sad to think that some of the majors offered today really have a small real life application and getting jobs in certain areas is just flat out difficult.

Here is the result of a Bankrate study on various outcomes by major for a host of majors:

MAJOR	Avg. Income	Unemployment Rate
• Actuarial Science	108,658	2.3%
• Zoology	111,889	1.4%
• Nuclear Engineering	108,591	1.8%
• Health Med Prep	130,308	2.3%
• Applied Math	105,679	2.0%
• Visual Arts	43,996	4.0%
• Cosmetology	42,362	4.7%
• Clinical Psychology	51,022	4.8%
• Composition	44,211	4.9%
• Fine Arts	40,855	9.1%

Chrome Time

Not Chrome like on your old classic car bumper but the shine of precious metals is about to come full circle. These tools have been out of favor and out of love for 8 years now. We think the tide is turning in favor of the metals and they tend to act like safety boats in a very turbulent sea.

We've seen the first rounds of turbulence in the markets in the past few months I many years. This is likely the first round of many that'll last a few years and for those paying attention it's the shot across the bow for what is to come.

We had a decade of profits coming out of the metals and that ended in 2011. Since the global central banks have been on a money printing frenzy the metals haven't been shiny at all, rather they've been quite dull. We now see a little glitter coming to the metals markets and it may unleash a powerful force that lasts years as we now finally reconcile with a global debt time bomb.



None of us have crystal balls and when we make these comparisons it is simply to illustrate what may happen. Patterns such as these are never identical, but sometimes do repeat themselves in time. We are suspecting a large fall from these loft levels and as we've been saying now for very long time, valuations matter. When markets of equities fall, safe havens such as bonds, metals and fixed assets typically rise. Here is what gold did when markets last melted down in 2009.



Inspirational Quotes

- Everyone seems to have a clear idea of how other people should lead their lives, but none about his or her own, Paulo Coelho
- Educating the mind without educating the heart is no education at all, Aristotle
- In the process of letting go you will lose many things from the past, but you will find yourself, Deepak Chopra
- To see what is right and not do it is want of courage, Confucius
- He who give to me, teaches me to give, Danish Proverb
- NO wise man ever wished to be younger, Jonathan Swift
- The past beats inside of me like a second heart, John Banville



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

Kids Corner

How hanging out with the wrong kids can really change our kids and grandkids trajectory is mind boggling. We've tried to teach the ladies that they need to make choices and decisions based on their values first and not their friends. The social pressures of peer pressure is so powerful it can lead our kids into a bad direction so the kids need an internal compass that is so strong the societal pressures cannot take them off course.

If they choose to follow friends they can really harm their outcomes and it's important to know if the youth in your life are leaders or followers and to respond accordingly. We've been pleasantly surprised on most accounts that the kids have done their own things and only followed friends and peer pressure down roads that didn't have life changing outcomes and it just made for a bad day, night or week depending on how bad the consequences were to the dumb decisions that were made.

We see many kids around our kids in similar age and friend groups who have sadly followed a bad seed or two down a bad road that has resulted in horrible, life changing outcomes that have derailed their lives. It's a slippery slope so the key is to know yourself and stay within the rails of sanity and safety so life plans stay on course. We're all going to screw some things up from time to time we're human. The key is to never screw up anything huge so that it ruins your life or planned trajectory.

We'd love to hear stories of what has worked for you and how you keep the kids in line and out of trouble. ☺

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!

Name _____ Email _____

Address _____

City _____ State _____ Zip Code _____

Name _____ Email _____

Address _____

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