



Accumulating Interest

OCTOBER 2019 | VOLUME 8 | ISSUE 3

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THE OFFICE WILL BE CLOSED ON THE FOLLOWING DAYS:

November 26 & 27
Thanksgiving

December 25
Christmas

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Mon-Thurs 8:30am - 5:00pm
Friday 8:30am - 4:00pm
Sat-Sun CLOSED

 [Facebook.com/BandCfinancial](https://www.facebook.com/BandCfinancial)

 Follow our company on LinkedIn

Is there a specific topic you would like for us to discuss? Don't be shy.

Contact us:

info@bandcfinancial.com

A Word from the Investment Department

The Benefits of Diversification

by Sean Guldi, CFP®

The stock market has had another stellar run over the last 9 months. After bottoming out in late 2018, we've seen the market grow by double digits (near 17%) since January 1st. Of course, a positive return of 17% sounds great, but many of us will not see a return that high, as we have some allocation to fixed income. Why would we want to reduce the expected return if equities offer the highest return?



The one-word answer is: RISK. We do not have a crystal ball that shows us what the future will hold, thus we are forced to make a choice between the reward of the returns on stock markets, and the risk of those returns playing out in an opposite manner – like the 15% decline in late 2018, the 10% draw-down in early 2016, the near 40% recession in 2008, etc. Most people do not have the stomach to see their portfolio drop precipitously, thus we employ bonds to counteract the drastic declines of bear markets.

Interest rates on the 10-year treasury bond (a benchmark for interest rates) have dropped more than 1% over the last year, leaving many of our clients asking – why and how can we stomach purchasing bonds when they yield such paltry interest? The answer is two-fold; first, just as we do not know what the stock market will return, we also do not know what rates will be in the future, which is why we ladder bonds for client portfolios to mitigate some of this interest rate risk. More importantly to our overall strategy, we use the bonds to mitigate the risk of the stock market's volatility. The result of such diversification are we see lower declines in client portfolios during market corrections. Due to the nature of returns, while a loss of 30% requires a 43% positive return to recapture the losses, a 10% loss requires “just” a 11.11% positive return to recapture the losses.

Lower returns during bull markets can be frustrating, but we strive to help people “invest in a good night's sleep” and know the reduction in risk is worth the piece of mind that diversification provides. If you would like to discuss this further with your advisor, please call our office at (904) 273-9850, email your advisor or email info@bandcfinancial.com.

A Word from the Investment Department

New Quarterly Report Template

by Sean Guldi, CFP®

B&C Financial Advisors is proud to announce new report templates for our clients' quarterly reports. In conjunction with Black Diamond we have made updates to our quarterly reports. These updates are mostly a facelift of the old report templates. Below we highlight the major changes:

The Portfolio Summary page is the first section following the cover page of your reports. This shows a summary of your portfolio in dollars from both year-to-date and since inception time frame. We have added a summary line called "Net Additions" which is equal to total contributions less withdrawals. "Change in Market Value" is the net change in the value of the accounts within the portfolio excluding the deposits and withdrawals.

Portfolio Value Summary

	Year To Date	Since 10/9/2014
Beginning Value	1,828,709	0
Contributions	0	1,989,462
Withdrawals	0	-443,433
Net Additions	0	1,546,009
Change in Market Value	190,247	472,947
Ending Value	2,018,956	2,018,956

In many sections we have worked to increase the font size and ensure the data is more clearly represented. The charts and graphs are auto-sized based on various data points and should be easier to read as well.

There will be further improvements in the fourth quarter to the billing page, which we will detail in a future article.

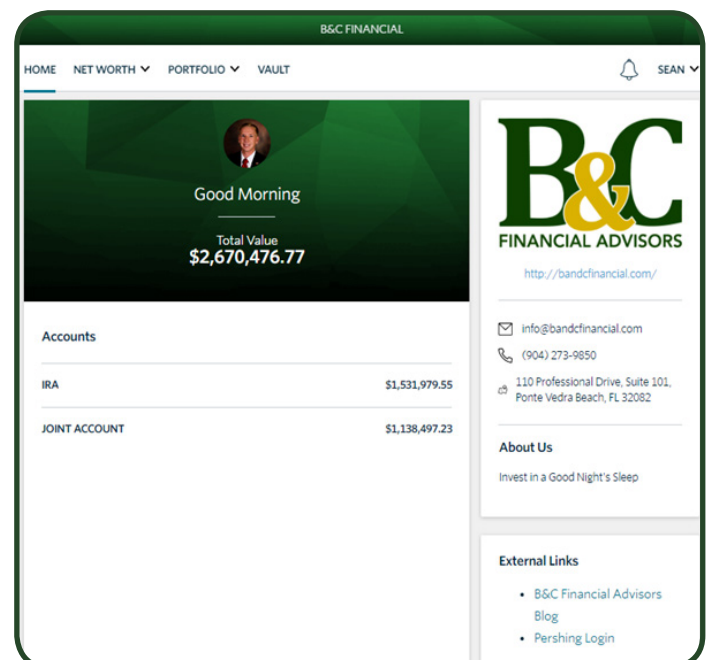
Should you have any questions or concerns please reach out to us at (904) 273-9850 or e-mail us at info@bandcfinancial.com.

Black Diamond Portal 2.0

Clients accessing the Black Diamond Portal will notice a change in appearance - the website has been updated to reflect an updated portal experience. Our technology partner, Black Diamond, invested significant resources to build out an enhanced client experience for you, called "Black Diamond 2.0".

This new portal will provide you the same ability to view your quarterly reports and review your up-to-date portfolio information, but the new experience is easier to view and also includes the ability to access your experience from an app on your phone.

We at B&C Financial Advisors strive to provide the best client experience possible. Please reach out to your advisor or call the office at (904) 273-9850 if you have any difficulty navigating the new experience.

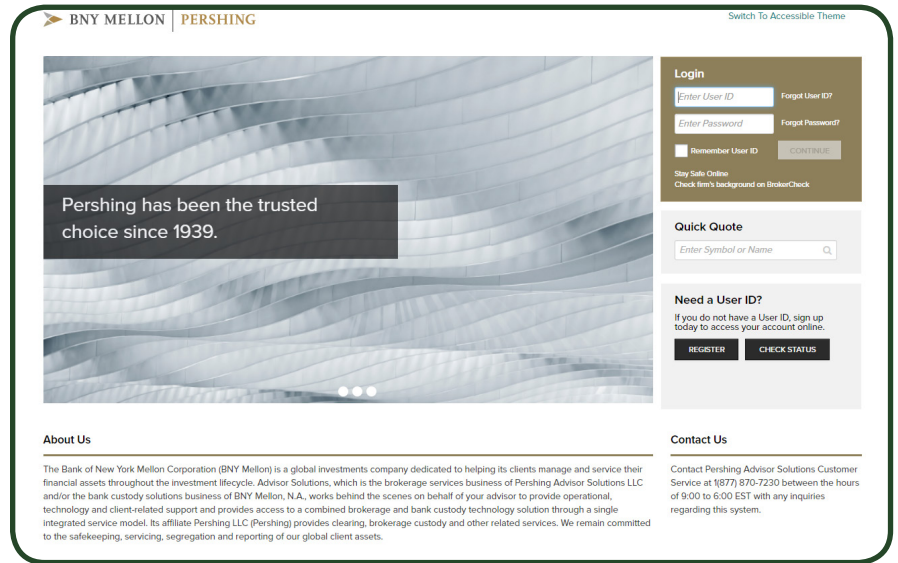


New NetXInvestor Website

Clients visiting the NetXInvestor website will notice a change in appearance - the site has been updated to feature BNY Mellon | Pershing's branding and the website is now **investor.pershing.com**. Visitors attempting to access the NetXInvestor site will automatically be redirected to the new website. Access to account information, tools and resources will remain the same.

Additionally, any client emails will be updated with the BNY Mellon | Pershing logo and brand, so that the e-delivery from email address will be updated from pershing@advisor.netxinvestor.com to edelivery@investor.pershing.com.

Please contact the office with any further questions - call us at (904) 273-9850 or email info@bandcfinancial.com.



B&C Team Building

Each year, the team at B&C Financial Advisors takes time to get together, relax, and celebrate the accomplishments of the past year. This past September, we took advantage of the late summer weather to go to dinner and a sunset cruise in St. Augustine.

After enjoying a delicious dinner at the Kingfisher Grill Restaurant, we hopped aboard a sunset boat ride with Florida Water Tours. During the cruise around the Saint Augustine Inlet and the Matanzas River, we got to learn more about local wildlife and the historical buildings of downtown St. Augustine all while taking in a gorgeous sunset.

The night was a great opportunity to get together outside of the office and reflect on what 2019 has brought us, as well as look forward to the end of the year, the holidays, and what's next for 2020.

All of us at B&C Financial Advisors want to thank our clients for their continued service and trust in our services. We are looking forward to seeing our clients and friends at our upcoming holiday party (see article below for more information) and continuing to work hard for our clients in 2020 and for many years to come.



B&C employees and their significant others enjoying dinner at the Kingfisher Grill Restaurant in St. Augustine.



After dinner, the B&C team took a sunset cruise around St. Augustine to see the area's beautiful nature and historic buildings.

Mission House Coat Drive

As the holidays and colder weather rapidly approach, B&C Financial Advisors has decided to collect coats and other winter items again for Mission House, Inc., a local non-profit organization serving the homeless in the Jacksonville area.

Thanks to the generosity of our clients and friends last year, we were able to make a sizable donation of coats, sweaters, scarves, gloves, and even some handmade hats last year.

Due to the success of our previous donation drive, we are again asking clients to consider donating their gently used winter items. Please bring your items to the B&C Financial Advisors office during our normal hours of operation (M-Th 8:30 AM - 5 PM, Fridays 8:30 AM - 4 PM) and we will donate what we collect directly to Mission House. We are currently accepting donations.

Since 1997, Mission House has been serving the homeless population of the Jacksonville Beaches. Their services include providing hot meals, a change of clothes, medical care, and assistance finding employment and permanent housing. Their statistics speak to the level of care they bring to their clients - on a monthly basis, they serve over 28,000 meals, assist an average of seven clients find employment and help an average of ten clients secure permanent housing. To learn more about Mission House, please call (904) 241-6767 or visit www.missionhousejax.org.



B&C Investment Manager Jessica Schmidt with just a few of the donations we received last year benefitting Mission House.

B&C Goes Golfing with NFJG

Over the summer, B&C sponsored two junior golf tournaments put on by the North Florida Junior Golf (NFJG) Foundation. The first was the Jax Beach Junior Open on June 18th at Jax Beach Golf Club, and the other was the NFJG Tour Pro-Junior on June 26th at The Golf Club of South Hampton.

B&C has been a proud sponsor of the NFJG for three years and faithfully supports the foundation's core values, which are stated on their website:

"The values governing NFJGF will be to operate the organization and impact young people with integrity, honesty and fairness. We will promote the values of self-esteem and pride in our events, with our members, among each other and the community. Our decisions will be made with an objective, fact-based thought process. We will work together to nurture independent thinking which fosters taking responsibility for your actions."

In addition to being a sponsor of the tournaments, Investment Manager Adam Oerther enjoys volunteering for various other tournaments held by the NFJG. "As someone who has recently focused on improving his golf game, it's really fun seeing how well these kids play the game—some of them are already better than I might ever be! More importantly, it's great to see them exemplify the values of the organization, certainly a reflection of the positive and developmental culture the NFJG promotes."



B&C in the Community

Dreams Come True

Dreams Come True (DCT) is a North Florida-based non-profit that gives children fighting life-threatening illnesses the chance to live out their dreams. This wish-granting charity ensures children facing a wide range of conditions are given their wish, whether it be meeting their favorite celebrity, going on a vacation, or even becoming a Jacksonville Jaguar for a day. No child is turned away, and DCT has fulfilled over 4,000 children's dreams since 1984.

B&C Financial Advisors has been a proud supporter of Dreams Come True ever since our own Chief Compliance Officer Jacqueline Bos' son was diagnosed with Acute Lymphoblastic Leukemia at the age of three. DCT sent the Bos family on a Disney cruise where they were able to enjoy time together as a family. Last year, B&C sponsored the Riverwood Men's Club golf tournament benefitting DCT and helped them raise \$28,000 that helped turn local children's dreams into reality. We are looking forward to sponsoring the 2019 golf tournament and raising more money to sponsor dreamers in North Florida. For more information about Dreams Come True, please visit www.dreamscometrue.org or call (904) 296-3030.



CCO Jacqueline Bos with the Riverwood Men's Golf Club celebrating the money they raised for DCT in 2018.

JSA Flounder Pounder

Another cause B&C Financial Advisors is proud to support is the Jacksonville School for Autism (JSA). The Jacksonville School for Autism opened their doors in 2005 with two students and one teacher. The school has since grown to 50 students and almost 40 teachers and therapists that work to create a learning environment tailored to fit the needs of autistic students. The mission of the JSA is to provide every child with a positive learning experience in a safe and comfortable environment.

In the past, B&C Financial Advisors has been a proud sponsor of the Annual Golf Classic benefitting the Jacksonville School for Autism (JSA). This year, B&C is excited to be a part of the JSA Flounder Pounder on Saturday, October 26. This event, held in Jacksonville Beach, is in its 10th year and has raised over \$250,000 in the past 9 years. Investment Manager and avid angler Adam Howard will be a part of the B&C team. We're looking forward to a great event and to help JSA raise money for its mission. To learn more about JSA, visit www.jsakids.org or call (904) 732-4343.



B&C Investment Manager Adam Howard showing off his catch at a previous fishing tournament.

**Do you have a B&C client you'd like to spotlight for "Clients for a Cause"?
Email emma@bandcfinal.com with your suggestions!**

Keeping up with B&C

Save the date!



We celebrated Co-Founder, CEO & President Allan Cohen's birthday this August, complete with donuts from The Mini Bar!

We are looking forward to hosting our clients, family, and friends at our upcoming holiday party on Thursday, December 5th, 2019. Keep an eye out for more information in the next few months. We look forward to eating, drinking and celebrating with all of you.

Please contact Emma at emma@bandcfinancial.com or (904) 273-9850 with questions.

"A big part of financial freedom is having your heart and mind free from worry about the what-ifs of life."
- Suze Orman



Investment Manager Adam Oerther took a break while attending the #XYPNLIVE conference to take in the sights of St. Louis!



Chief Investment Officer Sean Galdi & his wife Mallory enjoyed a trip to California earlier this summer, including exploring Yosemite and stopping for some wine tasting!





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