

**MAY
JUN
2022**



**IN THE
KNOW**

FIRM AND FAMILY UPDATE

NEW ADDITIONS AND FIRM UPDATE

Spring is finally here! We are pleased to announce that we are once again growing and have added a new member to the team, Jeanne Love. Jeanne assumes the role of Office Specialist. She will be responsible for opening new accounts and taking care of all client service issues. She thrives on helping people, so when you come in, don't hesitate to ask for a cup of coffee or tea and a warm chocolate chip cookie!

Jeanne moved from Des Moines, IA to Charleston in June 2018 to be near her youngest daughter. Prior to moving to Charleston, she spent her time homeschooling her children and being the sole caregiver for her father in his final years. Jeanne loves spending time with her friends and family. She also loves learning about the history of Charleston and spending time at the beach.

Eve Boggs has assumed the role of Director of Marketing taking Lindsey Mallory's place. Lindsey has returned to College of Charleston to finish her education. Eve will be responsible for promoting our business as well as working with our team and vendors to schedule workshops. She is excited by the possibilities her new position offers.

Paul continues to get better each day in his long battle with Covid. He is back to running and playing pickleball and is working his way back into shape so that he can finish his goal of running a marathon in each state. His plan is to finish up his remaining state, Hawaii, in January of 2023.

As a reminder, if you don't have your legal documents set up, Cami Chase of the Chase Law Firm is in the office every Wednesday to help you get those completed.



PAUL MACDONALD

CLU, ChFC, ChFEBCSM, EA

Phone:
843-284-0370
Email:
pmacdonald@moneyconcepts.com



THAT TIME OF YEAR

Get Out and Garden

One way to combat supermarket produce shortages while generating your own sustainable healthy lifestyle is to create your own vegetable garden. Whether in containers, raised beds or directly in ground, designating a space in your yard — and your life — for nutrition and exercise is good for both the palate and the soul.

Thankfully, spring and early summer are ideal times to plant crops with a high tolerance for heat. These include tomatoes, peppers, eggplants, cucumbers, zucchini, squashes, okra and melons. They should be planted in an area that gets plenty of sunshine. Prepare the soil with a combination of aged compost or commercial organic plant mix and keep the plants moist. When transplanting from store-bought containers, be sure to water them every day until they are established in their new locale.¹

Note that May is the last month to sow many leafy greens, such as cabbage, turnips and broccoli. If you plant Brussels sprouts now, they should be ready for harvest around the holiday season. These types of vegetables prefer natural fertilizer and beds comprising lots of organic material. Sow salad lettuces, spinach and Swiss chard for a rolling fresh crop by cutting off the leaves at soil level; they will regrow within a few weeks.

You can plant carrots, beetroot and parsnips as late as June or July. Prepare the soil for root crops by removing any stones, and avoid over-watering because wet soil will cause the seed to rot.²

¹ Steve Albert. *Harvest to Table*. 2022. “Summer Crops Planting Guides.” https://harvesttotable.com/june_vegetable_garden/. Accessed Jan. 25, 2022.

² Amy Jones. *Beginner Gardener Tips*. May 15, 2020. “The veg garden in May: What to sow, plant, harvest and do.” <https://beginnergardentips.com/veg-garden-may-what-to-sow-plant-harvest-jobs/>. Accessed Jan. 25, 2022.

THE GOOD LIFE

Little – and Little-Known – Epicurean Destinations in the U.S.

While big cities like Chicago, San Francisco and New York all have their high-caliber restaurants, there are hundreds of smaller cities and towns across the country with their own local flavor. If you're looking for a vacation with exceptional dining choices, consider these lesser-known gems.

Saugatuck, Michigan – Rent a Lake Michigan cottage and visit Pennyroyal Café & Provisions for fresh, local ingredients from West Michigan farms. Other area delicacies include blueberry pancakes with Michigan maple syrup and fried Michigan perch fish.

Sioux Falls, South Dakota – For home-grown comfort food, visit Phillips Avenue Retro Diner for poutine, salads and the Elvis Waffle with peanut butter fluff. Parker's Bistro is a bit more upscale with Wagyu beef, scallop and lobster selections. Harvester Kitchen by Bryan features the Dakota specialty Chicken Wrapped Wagyu Chislic and American Wagyu Tenderloin.

Tupelo, Mississippi – If you're looking to sample Southern fare, try a chicken biscuit with gravy or a blueberry doughnut from



Connie's. Romie's Grocery serves up a meat and a three-veggie lunch from a varied and changing daily menu. Or check out Neon Pig for a smash burger with bacon bits and hoisin. For ribs, the best place in town is CHOP, a barbecue diner located in a bait-and-tackle shop.

Emily Capiello. Condé Nast Traveler. Oct. 28, 2021. "7 Small Towns in the U.S. That Are Secret Food Destinations." <https://www.cntraveler.com/story/small-towns-in-the-us-that-are-secret-food-destinations>. Accessed Jan. 25, 2022.



HOW TO ...

"Catch Up" on Your Financial Goals

- Downsize your goals – purchase a smaller home or one in a different neighborhood, or send your kids to a less expensive college.
- Move a higher allocation of your portfolio to equities (if appropriate for your time horizon and risk tolerance).
- Take advantage of "catch-up" contributions on retirement plans if you are age 50 or older.
- Maximize your contributions to an employer retirement plan and an individual IRA.
- Open and contribute to a nonworking spouse's IRA.
- Save more each year by reducing your monthly budget and pocketing the savings.
- Work longer — delay retirement by a year or more.
- Take on a second income with a second job or consulting gig.
- Rent property (land or a second home) for additional income for savings.
- Delay vacations and even college by giving your child a gap year.

Dan Hunt. Morgan Stanley. June 2021. "What to Do If You Are Off Track on Your Goals." <https://www.morganstanley.com/articles/goals-based-financial-planning-stay-on-track>. Accessed Feb. 4, 2022.



DOLLARS & SENSE

Cyclical Stocks: Moving in Step With the Economy

It is natural for the economy to flow in and out of different cycles, from heating up to slowing down and even bottoming out. Certain companies tend to follow those natural cycles closely, rising as the economy grows and declining when it falters. Equity investments in these companies are known as cyclical stocks.

These companies sell products and services that consumers and businesses buy more of when they have greater discretionary income. For example, when the economy is running hot, people are more likely to purchase a new car or luxury goods. When the economy grows tighter due to rising inflation or higher unemployment, people cut back on discretionary spending.

Cyclical stocks cover a wide range of industries, such as:

- Banks
- Airlines
- Auto manufacturers
- Clothing stores
- Energy companies
- Furniture retailers
- Hotel and travel
- Luxury goods manufacturers

The COVID-19 pandemic has had a detrimental effect on cyclical stocks as we witnessed the economy shutting down and people stopped buying things, traveling — even commuting. Now that most economies are back open and thriving, cyclical stocks are experiencing more growth.

However, investors should be aware of the risks associated with cyclical stocks. For instance, their prices move up and down quickly based on the pace of changing business cycles. Furthermore, the market tends to overvalue them when the economy is expanding and then undervalue them when it contracts. As we have seen during the pandemic years, the economy moved quickly in and out of phases, and that's the pace that generally characterizes cyclical stocks.

That's why investing in cyclical stocks requires patience, a high tolerance for volatility, a long-term outlook and a diversified portfolio. For example, investors of cyclical stocks should consider including a global footprint, since economies move at different paces. This enables an investor to benefit from higher growth in some areas of the world even as others struggle. Throughout the worldwide pandemic, the U.S. has led in recovery — meaning other countries in Europe, Asia and Southeast Asia still have room for growth.¹

Although cyclical stocks tend to be volatile and unpredictable, they offer the potential for a substantial upside. In the 10-year period ending Jan. 31, 2022, the MSCI USA Cyclical Sectors Index posted an annualized net return of 16.87%.² As you can see, the key to cyclical investing isn't based on jumping in and out of the sector during each market cycle, but rather holding through the long-term and letting the natural cycles of the economy do the work for you.

¹ TD Ameritrade. Oct. 5, 2021. "Investing in Cyclical Stocks: Has the Pandemic Changed the Outlook?" <https://tickertape.tdameritrade.com/investing/investing-cyclical-stocks-pandemic-14928>. Accessed Feb. 7, 2022.

² MSCI. 2022. "MSCI USA Cyclical Sectors Index (USD)." <https://www.msci.com/documents/10199/9ab5bf9d-55e5-4a6b-ae35-d66c3ced7708>. Accessed Feb. 7, 2022.

The key to cyclical investing isn't based on jumping in and out of the sector during each market cycle, but rather holding through the long-term and letting the natural cycles of the economy do the work for you.

Digital Disruption: Where Americans Get Their News

Fifty-one percent of U.S. adults receive their news predominantly from digital devices, such as their cellphones, tablets or computers. This is a larger number than those who get their news from television, and significantly higher than those who rely on radio and/or print publications.

Among those who rely on digital devices for news, 24% go directly to news websites, 10% use social media and 4% prefer podcasts. Audiences under age 50 prefer digital mediums while those over 50 prefer television. Comparatively few prefer print mediums; the biggest fans are 65 and older (and only 12% of them prefer print).¹

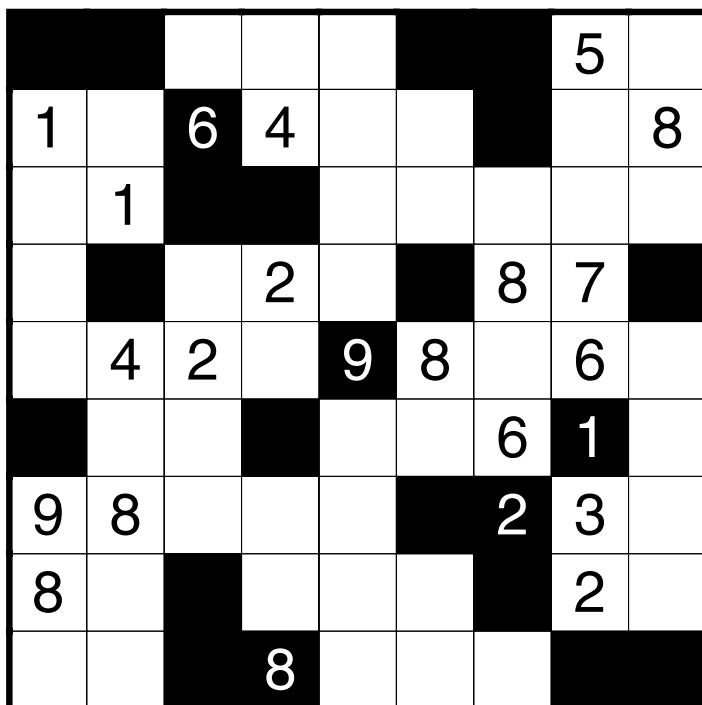
Among people who largely get their news from digital sources, 31% rely on Facebook, 22% on YouTube, 13% on Twitter and 11% on Instagram.² Interestingly, regardless of how people access their news, there is the matter of credibility. A May 2021 survey revealed that the most credible news sources in the U.S. were ABC, CBS and NBC News,

followed by The Wall Street Journal, a two-way tie between The New York Times and CNN, then Fox News, MSNBC, National Public Radio and Huffington Post.³

¹ Katerina Eva Matsa and Sarah Naseer. *Pew Research Center*. Nov. 8, 2021. "News Platform Fact Sheet." <https://www.pewresearch.org/journalism/fact-sheet/news-platform-fact-sheet/?menutem=dfd83259-75f8-4912-af06-16e1a5d1b1a3>. Accessed Feb. 3, 2022.

² Mason Walker and Katerina Eva Matsa. *Pew Research Center*. Sept. 20, 2021. "News Consumption Across Social Media in 2021." <https://www.pewresearch.org/journalism/2021/09/20/news-consumption-across-social-media-in-2021/>. Accessed Feb. 3, 2022.

³ Statista. 2022. "Credibility of major news organizations in the United States from 2017 to 2021." <https://www.statista.com/statistics/239784/credibility-of-major-news-organizations-in-the-us/>. Accessed Feb. 3, 2022.



© 0 Syndicated Puzzles

BRAIN GAMES

St8ts

Game Rules

Rows and columns are divided into compartments of white squares. Use single numbers to complete a straight for each compartment. A straight is a set of numbers with no gaps and in any order. No single number can repeat in any row or column. Clues in black cells remove that number as an option in that row and column, and are not part of any straight

TWIST OF LEMON, HINT OF LIME,
Summertime!
LET'S GET READY FOR

Summer is just around the corner, and what better way to beat the heat than with a cool drink? To help you get in the swing of the season, here are two fruity, refreshing and fun beverages you (and the grandkids as they're all non-alcoholic) can enjoy all summer long. Or get creative and come up with your own customized concoctions! It's summer; there are no rules.

Roasted Peach and Strawberry Fizz



Ingredients:

- 3 peaches
- 4 cups strawberries
- 1 ½ cups apple juice
- 1 ½ cups sparkling water
- Crushed ice

1. Preheat oven to 350 F.
2. Cut peaches in half and remove the pit. Cut strawberries in half. Place fruit on a baking tray lined with baking paper and roast for 25 minutes. Remove from the oven and cool for 10 minutes.
3. Remove peach skins. In a blender, combine peeled peaches and apple juice until smooth.
4. Blend strawberries separately.
5. Divide the strawberry puree into six glasses and add ice. Top with peach/apple juice mixture and add sparkling water.
6. Serve immediately.

(Recipe from useyournoodles.eu)

Mason Jar Citrus Coolers



Ingredients:

- 1 ½ cups fresh orange juice
- ½ cup lime juice
- ½ cup lemon juice
- 6 cups club soda
- 1 ½ teaspoons sugar
- Lemon slices, for serving
- Lime slices, for serving

1. Stir together fresh orange juice, lime juice, and lemon juice in a measuring cup or pitcher.
2. Spoon sugar into each of eight mason jars and top with juice mixture. If desired, add lemon and lime slices.
3. When ready to serve, fill each mason jar with ice, cover, and shake to dissolve the sugar. Then top with club soda.

(Recipe from womansday.com)

CENTER STAGE

BELOW:

Paul with his grandchildren, Sahara Jo & Gideon



ABOVE: Staff L to R: Jeanne Love, Paul, Carissa Elrick, Eve Boggs

RIGHT:

The Best Dads Get Promoted to Grandpa! "Papa" Paul with Sahara Jo



BRAIN GAMES

ANSWER KEY:

		1	3	2		5	6
1	2	6	4	3	5		9
2	1			4	6	5	8
4		3	2	1		8	7
3	4	2	1	9	8	7	6
	5	4		8	7	6	1
9	8	5	6	7		2	3
8	7		5	6	4		2
7	6		8	5	3	4	

cut here ✂



RECIPE

BRAISED RED CABBAGE WITH APPLES AND BACON

INGREDIENTS

- 2 Tbsp. olive oil
- 1 medium-size red onion, finely chopped (1 cup)
- 4 oz. speck or bacon, finely chopped
- 2 garlic cloves, finely chopped
- 1 small head red cabbage, quartered, cored, thick white ribs removed and finely shredded (6 cups)
- 2 Tbsp. light brown sugar
- 2 small Granny Smith apples, peeled, cored and grated on large holes of a box grater (1½ cups)
- ¼ cup (2 oz.) water
- ¼ cup red wine vinegar

INSTRUCTIONS

1. Heat oil in a large saucepan over medium-high.
2. Add onion and speck or bacon. Stir occasionally until onion is softened and speck or bacon starts to become crisp (6-8 min.).
3. Add garlic and stir constantly until fragrant (1 min.).
4. Add cabbage to onion mixture and stir occasionally until slightly softened and wilted (3 min.).
5. Add brown sugar and stir often until mixture starts to caramelize (2 min.).
6. Stir in apples, water, vinegar, orange zest, caraway seeds, cinnamon stick and juniper berries.
7. Reduce heat, cover and simmer. Stir occasionally until cabbage is softened (20-25 min.).
8. Salt and pepper to taste.

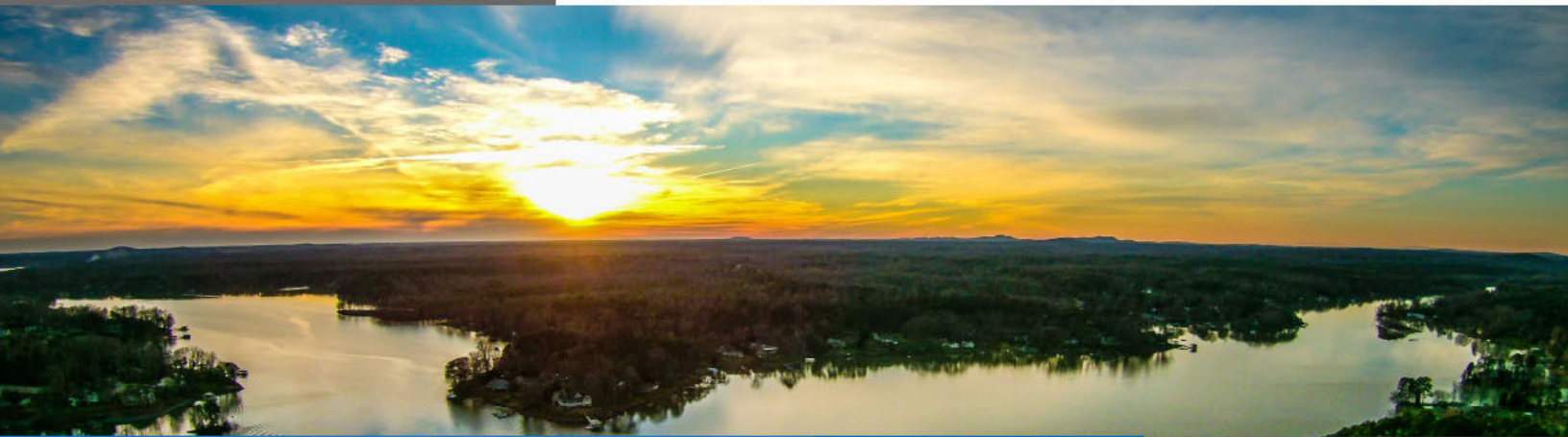
2467 Savannah Hwy.
Ste. 520
Charleston, SC 29414



PGI FINANCIAL
SERVICES

A MONEY CONCEPTS FINANCIAL PLANNING CENTER

All securities through Money Concepts Capital Corp. Member FINRA/SIPC. Advisory services through Money Concepts Advisory Service. PGI Financial Services, Inc. is an independent firm not affiliated with Money Concepts Capital Corp or Advisory Service.



PGI FINANCIAL
SERVICES

CALL US TODAY
843-284-0370
OR VISIT

WWW.PGIFINANCIAL.NET



UPCOMING DATES

MAY

23 Hall's Chophouse, Nexton, 6 PM
24 Hall's Chophouse, Nexton, 6 PM

JUNE

20 Hall's Chophouse, Signature
Charleston, 6 PM
27 Hall's Chophouse, Signature
Charleston, 6 PM

JULY

25 Hall's Chophouse, Nexton, 6 PM
26 Hall's Chophouse, Nexton, 6 PM

Call the office at 284-0370 to make a reservation for any of our workshops. We will also have an Inspiring Women workshop sometime in June, date and times to be determined.