

VISTA ROYALE COMPUTER CLUB

March 12, 2020

President Mike Johnson opened the meeting to a really small group of 12 members. He did want all members to know that AT&T is having free HBO, etc. this weekend on channels 1832 to 1846.

Our guests from Well Fargo advisors on Ocean Drive brought pastries and bagels for us, very unexpected.

Perry P Learned, Financial Advisor, who has been in Vero Beach since 1996 and is in charge of a 5-member financial advisor team with the banking system. He pointed out that the three goals of his clients are:

- 1 they do not want to be a financial burden to their children
- 2 they want to live a comfortable life
- 3 they want to be a blessing & asset to their family and friends

He walked us through a sample plan that they typically prepare for a prospective client as he understands that sometimes one needs to have a sounding board whether they become a client or not. He generously answered all the questions from our members regarding investing now and in the future. They mentioned that this day was not a good day to be discussing the stock market with us due to the escalating problems with the coronavirus and unsteady market reports.

Ken Raieri, CFA, is the Branch Manager and imparted some sound advice for the current market slip due to the covid 19 virus: "it is best to stay informed as the worst thing you can do is over react." He showed the stock market trends for the last decade or more which was quite informative. One of his favorite Yogi Berra quotes is: "Predictions are difficult especially those about the future". He mentioned that we have been experienced the lowest unemployment since 1969 and consumers are the driver of the market. Additionally, the market goes down an average of 35 times a year. All things to remember.

His advice for your financial future is:

- 1 have a plan
- 2 write it down
- 3 have an accountability partner or financial advisor who is candid & honest
- 4 have patience in investing

5 use discipline

He also pointed out that the sample plan that Perry showed and explained is called an Envision Plan and one of their team would be happy to talk to anyone and prepare their individual plan at no cost.

You can reach them by calling 772-231-8358 for an appointment or emailing to:

Perry P Learned: perry.learned@wfidvisor.com

Kenneth Ranieri: ken.ranieri@wellsfargoadvisors.com

Next week is Potpourri with Mike Johnson, Sandy McKenny & Ned Lynch; see you all next week.

Sandy McKenny, sec

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