

## 7 Strategies to

# PROTECT AND GROW YOUR MONEY

Strategies from our *Annual Wealth Management Conference* in May 2010, presented by Marvin Barron, Managing Director and Jim Hemphill, Chief Investment Strategist.

- 1. Sell anything that's stupidly priced.**
- 2. Reduce portfolio risk.** In a low-return environment, a total loss in one part of the portfolio can't be recovered with high returns elsewhere.
- 3. Manage tax liability across time.**  
Taxes on earned income, capital gains, dividends and estates are all scheduled to increase after 2012.
- 4. Turn off CNBC, Fox Business News and other sensationalized short-term market commentary.**  
To stay informed, we recommend more measured sources such as *The Economist* magazine.
- 5. Keep political opinions and investment decisions separate.**  
Don't take investment advice from Glenn Beck. Ditto Paul Krugman.
- 6. Own real things.**  
We believe there are only four "real" things in which you should invest serious money: stocks, bonds, real estate and cash.
- 7. Know what you have.**  
We are often surprised by the number of successful people who don't know their net worth plus or minus \$1 million.

For more from Jim and Marvin's discussion about the market, view the presentation, *Dark Clouds and Silver Linings: Protecting Wealth in Uncertain Times* on the TGS website at: [tgsfinancial.com/webinars/Appleford2010/index.htm](http://tgsfinancial.com/webinars/Appleford2010/index.htm)