

LET'S TALK MONEY®

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Let's Talk Money® newsletter is produced bimonthly for your customers or prospects and is available in five versions:

- 1 **Standard Financial Topics**
- 2 **Retirement Planning**
- 3 **Small Business Needs**
- 4 **Legacy/Insurance Planning**
- 5 **High Net Worth**

Article Summaries available at www.letstalkmoney.com/as



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LTM Client Marketing

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Please print all information as you wish it to appear on your newsletter.

LET'S TALK MONEY
March/February 2012

Risk and Volatility: Know the Difference

You may think of volatility and risk as interchangeable terms, but they're not. Picture volatility as a two-way street. Just as a car that goes up can go in either direction, the price of an investment can go up or down over time. That's volatility.

Risk is a one-way street. It's the possibility that an investment will decrease in value and its price will drop. So, while volatility encompasses both the upside and downside of changes in the price of a security, portfolio or market segment, risk refers only to the potential for an investment to lose money.

Another Way to View It
Volatility is an objective measure of an investment's price fluctuations over a specific period of time. Volatility can be positive over the long term but only on the short term.

Risk is subjective and personal. It differs for every investor. Some investors believe they have a high tolerance for risk and they see their portfolio values drop.

Taming Risk and Volatility
Although taking some risk is necessary to earn returns that outpace inflation, there are strategies investors can use to cushion the impact.

Dollar-cost Averaging
Investing a fixed amount of money on a regular basis.

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I am committed to helping my clients achieve their financial goals for themselves, their families and their businesses by providing them with strategies for asset accumulation, preservation and transfer.

Standard Version
LTM Client Marketing

1

2

3

4

2

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I'm committed to helping my clients achieve their financial goals for themselves, their families and their businesses by providing them with strategies for asset accumulation, preservation and transfer.

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- | | |
|--|---|
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- | | |
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