



The Award Winning
Malibu Rotary Club Surfwriter

February 19, 2014

Official Newsletter of the Rotary Club of Malibu
Malibu Rotary Club President William Wishard

Edited by Dr. John W. Elman
Pictures by Dr. John W. Elman

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- **Steven Glasberg of Crowell Weeden and AJ York of Jackson National Life Suggest How to Invest in Uncertain Times With Diversification and Variable Annuities**
- **Next Malibu Rotary Club Meeting, Speaker will be Tom Bos, a Past District Governor from the Holland Michigan Rotary Club who will share his experiences as Team Leader of Group Study Exchange, a group of business people from his Rotary District in Michigan, to the land of his ancestors in The Netherlands, Meeting at noon (with Fellowship starting at 11:30 a.m.) in LC152 at Pepperdine Drescher Campus.**
- Check [Calendar](http://MalibuRotary.org) on Malibu Rotary website MalibuRotary.org

- Malibu Rotary Club Website: www.MalibuRotary.org
- Rotary International Website: www.Rotary.org
- Rotary District 5280 Website: www.rotary5280.org/
- RI President (2013-2014) Ron D Burton
- Rotary District 5280 Governor (2013-2014): Doug Baker
- Assistant Governor for Malibu Rotary Club: Alice Muntean (2013-14)

**Steven Glasberg of Crowell Weeden and AJ York of
Jackson National Life Suggest How to Invest in Uncertain
Times With Diversification and Variable Annuities**



Steven L. Glasberg is Senior Vice President with Crowell Weeden & Co. (www.crowellweeden.com), in Westlake Village, California. He specializes in comprehensive wealth management, retirement income planning and investment planning. He has worked exclusively with the affluent community for 25 years and frequently hosts educational investment seminars for individual investors and professional groups throughout the greater Los Angeles and Ventura County areas.

Malibu Rotary Club established a special account at Crowell Weeden & Co. several years ago, to grow its charity account. The account has about \$49,000 in it, and of course, it is important that the money that has been donated for charities, goes as far as it can, to continue to provide the services the Malibu Rotary Club hopes to provide. When combined with grants from the Rotary Foundation, the dollars from the Malibu Rotary Club, we all know the good the Malibu Rotary Club does in the community and the world.

So how safe is the money we have invested with Crowell Weeden? Can we continue to grow our account when the market is down?

Steven began his presentation by showing a video author, actor and economist actor and economist Ben Stein did for Jackson National Life Elite Access[®] and is similar to the one that can be seen on the internet at:

<https://www.myliteaccess.com/eliteaccess/BenSteinPresents.jsp?framework-guid=7000686004b263554493011f00900027>

He helps present information about important concepts, like asset correlation, market volatility, and the lack of portfolio diversification, which are among the investing issues that Elite Access[®] has been specifically designed to address.

Today's economic landscape is forcing us to reconsider what we thought we knew about diversification. We've discovered that traditional asset classes can behave similarly in periods of

economic volatility, which historically has been bad when they're trending downward. But alternative asset classes and strategies frequently behave differently from traditional assets under the same market conditions. That means adding alternatives could help you diversify to manage portfolio risk.

Steven turned the floor over to AJ York, who works for Jackson National Life, and whose company has put together the Elite Access[®] program to minimize volatility and risk to its longterm investors. He mostly talked about variable annuities, which might or might not have a life insurance component. He talked about Qualified and Non-Qualified taxable investments. Qualified investments are IRA, 401k, and others, that are not taxed until you take the money out, and non-qualified investments, that are taxed when gains or income is made. Annuity vehicles can have stocks and other investments within in them that are increasing in value by buying and selling stocks, dividends, and other means of increasing value, but are not taxed until the money is taken out by the investor.

AJ presented some interesting statistics. He said that 50 years ago individual stocks were held an average of 8 years. In 2013 individual stocks were held an average of 5 days! The quick trading creates more capital gains and the resulting annual tax to be reported on the gains. If these weekly trades were done within an annuity then the gains wouldn't create income tax the year they were done.

If a Death Benefit is added to an annuity then the investor pays a premium up front that would guarantee that the annuity would never pay less than the original amount invested.

Products like Elite Access[®] were only previously available to institutional investors, but now are available to individual investors.

Steven Glasberg can be reached at (818)338-8160 or (805)719-4600 or sglasberg@crowellweeden.com. His office is at Crowell, Weeden & Co.

Other News and Guests at the last Malibu Rotary Club meeting

Happy Dollars: Those contributing Happy Dollars included **Maggie Luckerath**, for selection of Michael and Kim Bonewitz Dolphin Awards, **Kelly Sagona** for the selection of son David for the role of Mr Bank at the OLM stage production of Mary Poppins and Malibu Rotary Club President **Bill Wishard** made “Happy Dollars” contributions for several reasons which included getting a hand written note from Rotary District Governor Doug Baker for the new energy shown in the Malibu Rotary Club.

Except for the speakers **Steven Glasberg** and **AJ York** there were no guests at the Malibu Rotary Club meeting February 19.

Malibu City Council Candidates Forum Set for March 5

David Zielski and Griselda Espinosa agreed at this to contact the 5 candidates running for the Malibu City Council to take part in a candidates Forum to be held by and hosted by the Malibu Rotary Club March 5 at the noon Malibu Rotary Club meeting. (election in April).

Malibu Rotary Club Fundraiser at Chipotle Restaurant Friday, March 28



Maggie Luckerath has arranged to have a Malibu Rotary Club fund raiser at the Chipotle Restaurant at the Malibu Center on Cross Creek Road. Those presenting special paper at restaurant that day will have 50% of their bill donated by restaurant to Malibu Rotary Club charity. There will be no meeting at Pepperdine University March 26. There will be an attempt to have a meeting at the restaurant at 11:30 a.m. on March 28th, although it has only 12 immovable bar stools inside. Or the meeting could be outside where there are 3 tiny tables and a

total of 10 chairs.



Upcoming Speakers (yet to be confirmed)

- Randy Klingensberg, Performing Arts Studio West (who trains disabled artists to perform--school attended by blind autistic musical savant Rex Lewis)
- Malibu High School Principal Jerry Block
- Founder of the National Veterans Foundation, Floyd 'Shad' Meshad
- Dana Sherman of the Fleet Street Bike Project
- Dan Wise on history of the 25,000 acres from Marina del Rey to PV Peninsula to Western Ave

Please see Malibu Rotary Club Website www.maliburotary.org for latest Calendar and future speakers and facebook pages for other news.

Like Rotary Club of Malibu on



Calendar

Feb 26, 2014

[Tom Bos](#)

"My Experience with Rotary Group Study Exchange from Holland, MI to The Netherlands"

Tom Bos, a Past District Governor from the Holland Michigan Rotary Club will share his experiences as Team Leader of group of business people from his Rotary District in Michigan to the land of his ancestors in The Netherlands.

Mar 05, 2014

[Malibu City Council Candidates](#)

"Malibu City Council Candidates Forum"

Mar 12, 2014

[Pat Healy](#)

"Monarch Butterflies and Milk Weed (tentative)"

Mar 26, 2014

[No meeting](#)

"No meeting--Go to Chipotle Restaurant on March 28"