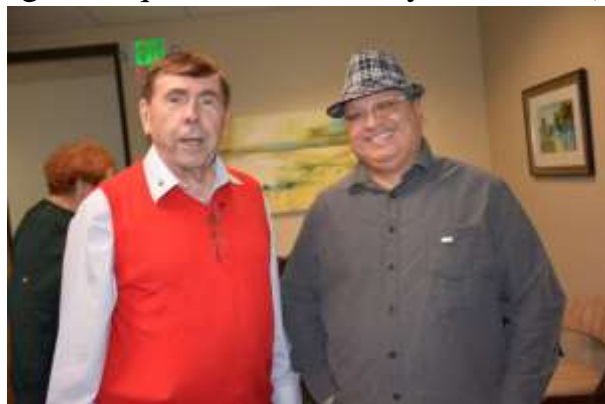




December 6, 2019

Last Friday was a very different meeting for Oceanside Rotary. This was obvious from the get-go, as PRES. TERRI HALL welcomed our club precisely at 12:27PM with a few “clinks” of a pen bouncing off an Edward Jones mug instead of the gavel striking our Rotary bell. PRES TERRI HALL noted this special gathering today at DALE MAAS office instead of the regular country club location. She recalled that in the past our club would occasionally hold “away meetings” at various club members’ places of business. That’s a great opportunity to talk about what your organization does and how Rotary has influenced how you conduct business. We are happy that DALE MAAS was kind enough to host. (Although he sort of apologized that his office space wasn’t built to handle 30 or 40 people at a time, everyone found a place and everything went quite well! Thank you, DALE!)





To kick us off, NANCY RUSSIAN had written a song to get us in the holiday spirit, set to the melody of Jingle Bells. DAVE HALL (designated song leader) was asked to lead us as we warbled:

Oceanside Ro-ta-ry
Meets on Friday noon
The four-way test we will confess
Paul Harris fills this room

OH, Oceanside Ro-ta-ry
Meets on Friday noon
Come and see what fun it is
We meet July through June

Dashing to the podium
Our president sublime,
The pledge, a song, We greet our guests
And try to start on time!

You'll love the food we eat
Each member that you meet,
Goodwill to all, we have a ball
Our programs are quite sleek

Oceanside Ro-ta-ry
Meets Friday noon
The four-way test we will confess
Paul Harris fills this room

Oh Oceanside Ro-ta-ry
Meets for lunch each week
Oh what fun it is to be
With the group that can't be beat

At the end of the song, there was a huge round of applause. Great job NANCY! VICKIE PROSSER noted that this will be the perfect song to sing again at the Rotary Christmas party which DAVE and TERRI HALL will be hosting at their house on Thursday night, December 19th starting at 5:30 pm.



TERRI then passed it off to DALE MAAS for introductions. DALE starting off by thanking everyone for coming. He noted that he has been busy as of late and it's nice to see everyone before the holidays. DALE thanked JULIE CAPPS who is "the glue that keeps everything together at the office". She was also a big help in pulling everything together for our meeting and meal, especially making sure there were vegan options. DALE also wanted to introduce all his Edward Jones branch team members, which included his new team member, NIKKI, aka. MRS. MAAS. NIKKI is their Efficiency and Special Projects Expert. DALE then pointed out that BLAKE, their 3-year-old son, is his marketing plan. He also introduced JOHN WADSWORTH. One of the great benefits with working for the Edward Jones organization, DALE told us, is that he has access to a lot of great professionals in the industry. JOHN works for one of the top asset management firms in the country and will be our guest speaker for the presentation today.

TERRI took a minute and wanted to update members about our meeting next Friday, December 13th at the country club. Gin N'Tonix (Musical Quartet) will be performing a set of Christmas songs for us. This will be great entertainment and is also a great opportunity to bring a guest. Please let BILL DERN know by the close of business Tuesday if you will be bringing a guest, especially if there are special food requirements.

Also, don't forget that MIKE WESELOH is once again coordinating a Toys for Tots collection drive at Weseloh Chevrolet. Please bring your new and unwrapped gifts to our next meeting.



Don't forget, our Rotary Christmas Party starts at 5:30pm on **Thursday**, December 19th. This is a potluck, so please bring whatever you would like to share with the group. There are always a lot of good options and the evening should be a lot of fun!

OUR ANNUAL ELECTION

PAST PRES / SECRETARY RENEE RICHARDSON WENDEE announced that in December we have to handle our Slate of Officers and Board of Directors elections. The board of directors has approved this slate and now it's up to the members for final approval. This slate will take effect July 1st, 2020.

On that date, we will install our first time ever Co-Presidents, MELISSA RODRIGUEZ and DALE MAAS along with Co-Presidents Elect (in line to ascend to the throne in July of 2021) A.J. MAZZARELLA and L.J. FIMBRES. Our everlasting Secretary will be RENEE RICHARDSON WENDEE, Treasurer LES NEWQUIST and SGT. At Arms ANCHISA FARRANT.

<u>BOARD OF DIRECTORS</u>	<u>TERM EXPIRES</u>
DAVID HALL	7/1/2023
ROGER VANDERWERKEN	7/1/2023
PAM MYERS	7/1/2024
MIKE CURTIN	7/1/2022
BILL DERN	7/1/2024
LOLA SHERMAN	7/1/2021
JANET BLEDSOE	7/1/2021
LACY	7/1/2021
LYN CORDER	7/1/2023
ERNIE MASCITTI	7/1/2021
JAY CRAWFORD	7/1/2022
DAVE NYDEGGER	7/1/2024

PAST PRES RENEE asked if there were any nominations from the floor or if anyone was missed. PRES TERRI noted (hopefully) that there were a few other members who had seemed interested. RENEE then made it all official by commanding, "All those in favor of approving the Slate of Officers for July 1, 2020 please say Aye." An uproar of members cheered "AYE!!!" Then, "All

opposed?" (... *Insert cricket noises here.*) At that point, we had completely approved the Slate of Officers.

OUR PROGRAM



DALE opened by asking the crowd if anyone knows what a financial advisor does? The most common answer that people voiced is that a financial advisor's purpose is to pick your investments. In reality, we were informed, financial advisors do much more than just that. In fact, that's only about 10-15% of what they do. Being a financial advisor means getting to

know your client at a more intimate level to find out what's most important to them and then coming up with a comprehensive plan which is easily understood from both the clients' and financial advisor's side of the table - to give you a road map to where you want to go. A good financial planner will guide you through the ups and downs of the market and craziness you hear on the news, helping you to map out your personal investment strategies and then executing that plan.

The average investor gets about a 2.3% return on investments. Compare that to the S&P500 average long-term annual return of 10-14%. Why are these returns so different? It's because people think emotionally about their money and investments and tend to jump in and pull out of the market at less than ideal (and sometimes, the worst possible) times. If you have a comprehensive plan that is structured for long term success, then it doesn't really matter what happens in any given month, day or year. The idea of having a financial planner is to be able to guide you through both the good and bad times in the market.

There is always the discussion as to what types of investments you should be in. Should you be paying fees to have a professional work with you versus doing it yourself? If you're really smart and you have the time, it is possible to build your portfolio and manage your own investments. However, most people don't give it enough attention. If you don't currently work with a financial advisor and you feel like you need help in this area, DALE strongly advises you to go out and find someone to partner with because it can make all the difference in the world to your bottom line. If a good advisor saves you from making one big mistake, the cost of that big mistake that you avoided could cover their fees for the rest of the time you work together.

Additionally, DALE told us some of his background and about his motivation on why he became a financial advisor. As some of us know, DALE is a part-time caregiver for his mother who has a lot of health issues. When DALE was 3 years old his mother got into a serious car accident and received a settlement which was supposed to make her financially secure for the rest of her life. She was raising two children on her own and was doing the best that she could. Unfortunately, she had some missteps along the way and received poor financial advice and lost a lot of the nest egg she had left. Around 2012, she sold her house in Northern California and moved closer to DALE and his sister. She took the money from the sale of the house and placed it into a saving account. Every single month she had to dip into that saving account to cover her monthly expenses. DALE wasn't a financial advisor at the time, but he realized that this wasn't a sound financial plan and that at some point she would go through all her savings.

A few years prior to this whole experience, DALE had met his mentor BRAD PETERSON who has been a financial advisor for about 24 years with the Edward Jones office in Vista. BRAD had been trying for 5 years to encourage DALE to become a financial advisor. Brad had noticed his work ethic and how he cares about helping people and felt that DALE could really make a difference in peoples' lives.

DALE opened a Roth account with BRAD and saw the value that brought into his life. They then worked together and developed a strategy for his mother and were able to close her income / expense gap. DALE then understood the importance of solid financial guidance and he decided to become a financial advisor.

He then reintroduced JOHN WADSWORTH, who is a Director of MFS (Massachusetts Financial Service). MFS' claim to fame is that they invented the first mutual fund back in 1924. If \$10k had been invested with them in 1924, it is estimated that it would now be worth around \$36 million today. JOHN previewed that, in his talk, he would explain the financial vision and outlook for 2020 and would also touch on international and U.S equities.



JOHN candidly asked if anyone had paid more for their most recent vehicle purchase than for their first home? A few hands went up. This was a convincing demonstration of the effects of inflation and value over time. For that reason, he told us, it is important to have long term time in the market, instead of trying to time the market.

That brought up the topic of fixed income. The number one expense in retirement is taxes. The best vehicles for tax-free income are a Roth IRA, a 401K, municipal bonds, and life insurance. There are only a finite amount of high quality municipal bonds available. This means that they can be a huge opportunity for an individual investor, providing both tax-free income and the opportunity for appreciation in value as other investors bid up the prices of these bonds to try to attain these benefits for themselves.

JOHN spoke briefly about International investments, and believes that with Brexit and trade wars, there are opportunities for investors. Due to all the volatility and uncertainty, there are some high-quality international companies which are being abandoned by investors and can be bought up at bargain prices after having been unfairly discounted because of the emotional response and overreaction to the news.

Then he took a look at U.S Equities, noting that March 9th, 2009, when the recovery started, was the lowest point in the equity market since the depression. From that low to today's record market highs, we are up 350%. In this current landscape, the opportunities that JOHN sees as the best investments today are high quality, large cap, dividend paying stocks. (And a good financial advisor can find those opportunities for you!)



OPPORTUNITY DRAWING



Lucky JIM SCHRODER's number was picked for the chance at our jackpot. However, he pulled the not-so-lucky 10 of clubs and was given the \$10 consolation prize, which he tried to hand straight over into JOHN's hand to invest for him. This earned a few chuckles from the crowd.



With another tinkle of the pen on a mug, we were adjourned, and DALE invited us all to take one of the Edward Jones mugs from the tree-shaped stack on the side table as a parting gift.

SEE YOUR ROTARY FRIENDS PERFORMING FOR THE HOLIDAYS

If holiday music is your thing, then catch a sleigh ride over to the Carlsbad Senior Center (799 Pine Ave, Carlsbad) at 1:30 pm on either Wednesday December 18 or Thursday December 19 to catch the Seaside Singers Christmas 2019 concert. Featured amongst the fine vocalists are our very own TERRI and DAVE HALL, BILL DERN, and GORDY WITZ. What better way to get into the Christmas spirit than to immerse yourself in a bunch of classic carols?

CARLSBAD SENIOR CENTER
Holiday Concert

6th Annual
**Seaside Singers
Holiday Concert**

Sounds of the Season

**Wednesday, Dec. 18
& Thursday, Dec. 19**

1:30 - 2:30 p.m.

Senior Center
Auditorium
FREE

799 Pine Avenue
www.carlsbadca.gov/ehlers

City of
Carlsbad

Or perhaps you would prefer your “Carol” in the form of the Dickens classic *A Christmas Carol*. A reading of this timeless tale can be seen at Oceanside Theatre Company in Downtown Oceanside at the Sunshine Brooks Theatre (217 N. Coast Highway) with our own TOM BRAULT as the Narrator, weaving the tale for you. Performances will be on the weekends of December 13-15 and December 20-22. For more info and/or to buy tickets, visit: <http://oceansidetheatre.org/shows-events/currentproduction/>



A NOTE OF THANKS FROM PAM MYERS

“I would like to put in a thank you to everyone who sent good wishes and prayers. I certainly needed them. Most people would not survive coding three times, so I am not finished yet. Several Rotarians (friends) came to visit me while I was recovering, and it meant so much. Lola, Melissa, Renee, Bill, Roger, and Ernie--Thank you.”

PHOTOS FROM THE “THIRD THURSDAY” GATHERING ON NOVEMBER 21 AT THE BLADE 1936







ROTARIANS OUT AND ABOUT

We all know that ANCHISA FARRANT has a knack for growing succulents in her incredible home garden. Well, did you know that she also knows her way around succulent fruits, too? Check out this bountiful harvest, which she so generously shared!

“I picked 700 Persimmons! I shared to my girlfriend 300 which left 400 for me, which I shared to neighbors, Rancho Carlsbad security, Jim, Renee, Vickie, Lola and Tom!!!! (Do you see the little monkey on the top of the tree?!?!?)”



COMING SOON TO OCEANSIDE ROTARY

December 13: Regular Meeting (*in the Garden Room*) GIN N'TONIX (musical quartet) for our listening pleasure

BRING A TOY FOR THE TOYS FOR TOTS DRIVE

Reporter: Dave Hall

THURSDAY December 19: **Christmas Social at the Hall's House, 5:30 pm**
4285 Sunnyhill Drive, Carlsbad.

Potluck - Bring your favorite dish to share and your adult beverages.

December 20: **Regular Meeting DARK**

December 27: **Meeting DARK for Christmas**

January 3: **Meeting DARK for New Year's**

January 10: Board Meeting at 11:00 / Regular Meeting at Noon

Thursday January 16: Third Thursday Social –TBD

January 17: **Regular Meeting DARK**