

MARKET MOVER

A Bumpy Road to Recovery

A lot of clients, colleagues, and industry professionals are all questioning the current economic recovery. The most knowledgeable experts appear to be dumbfounded by the recent conflicting economic data. I have often been asked, “Is this what a recovery feels like?”

In my 28 years of investment experience, I have learned that the only certainty is uncertainty. No two days in the stock market are ever the same, no two years are ever exactly alike, and of course, no recession or recovery is ever the same as the previous one. Fortunately, we can learn a lot from each day, adapt to the changing global economy, and embrace the uncertainty.

Recently, Federal Reserve Chairman Ben Bernanke was quoted saying that we were in an “unusually uncertain” time period. Highlighting this uncertainty, we have often seen sluggish macro-economic data while also witnessing some exceptional corporate profits. This contradiction in facts does not bother me for a few important reasons:

1. Generating cash flow from dividends and interest payments remains my key strategy!

Even if the market takes time to sort itself out and we are in a phase of a slow upward grind in the market, I believe that a total return strategy will reward investors with income from their investments.

2. It has been my experience that, in the long term, earnings are what drive the market.

In the history of the stock market there have been ups and downs, depressions and recessions, followed by recoveries and expansion. Throughout this long history, the stock market has trended higher along with growing earnings for companies. Even with the intermittent fluctuations and expected cycles, I still see fundamental value in investing for the long run.

3. We have a game plan!

Similar to cash flow from your investments, you have heard me preach about the importance of having an up-to-date EnvisionSM plan. I want you to utilize this tool and please reach out to me or my team if you have any questions. Your Envision plan analyzes countless scenarios to see if you are on track to meet your goals - I want this to be your financial road map and game plan.

As I mentioned at the beginning, the current economy has caused a lot of investors, even some experts, to feel dumbfounded and confused; so it is natural to have questions. Please do not feel embarrassed to ask any questions – Collins Investment Group is here for you. If you are nervous, I want to hear from you. I want to know what you are thinking. Call me and call my team so that we can have a conversation and make sure you are not only on the right track, but also feeling comfortable.

**Dividends are not guaranteed and are subject to change or elimination*

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For my clients' investments, I have been stressing that a percentage of your investment assets need to generate cash flow (interest/dividends) in order to provide a solid return. Many money market funds and certificates of deposits are yielding .01% - 2% depending on maturity. In this economic environment, stay focused on cash flow.

Listed below are some investment ideas that you may want to consider:

	Current Yield	Current Price (9/21/10)	52-week hi	52-week lo
Exxon Mobil (XOM)	2.90%	\$ 61.54	\$ 76.54	\$ 55.94
Vodafone (VOD)	6.61%	\$ 25.70	\$ 25.80	\$ 18.21
Entergy Corp (ETR)	4.30%	\$ 76.38	\$ 84.44	\$ 70.35
Johnson & Johnson (JNJ)	3.50%	\$ 61.94	\$ 66.20	\$ 56.86
Procter & Gamble (PG)	3.20%	\$ 61.52	\$ 64.58	\$ 39.37
NuStar Energy LP (NS)	7.10%	\$ 59.89	\$ 64.50	\$ 50.51
FirstEnergy Corp. (FE)	6.10%	\$ 36.42	\$ 47.82	\$ 33.57
Energy Transfer Partners (ETP)	7.40%	\$ 48.27	\$ 51.95	\$ 40.06
Royal Dutch Shell (RDS'A)	5.80%	\$ 59.51	\$ 63.75	\$ 49.16
ConocoPhillips (COP)	3.90%	\$ 56.52	\$ 44.53	\$ 60.53
Boeing Company (BA)	2.70%	\$ 64.23	\$ 76.00	\$ 47.18
Enerplus Resources Fund (ERF)	8.70%	\$ 23.74	\$ 24.84	\$ 13.76
Spectra Energy Corp (SE)	4.60%	\$ 22.05	\$ 23.85	\$ 18.26

Other Equities:

Bank of America (BAC)	.30%	\$ 13.65	\$ 19.86	\$ 12.18
Citigroup (C)	N/A	\$ 3.94	\$ 5.07	\$ 3.11

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Advisor Profiles

The Collins Investment Group brings a long-term outlook and service-oriented approach to our financial practice. We believe superior service and financial solutions can only be achieved by a team that truly understands its clients.

Both David Clark and Jordan VanOort work with clients offering appropriate investments, municipal bond portfolios and professional money-management services. By combining access to world-class resources with their own unbiased, independent guidance, they help you: Identify your investment objectives and develop a plan designed to achieve your long-term needs; make portfolio adjustments based on life changes; and seek the best available investment return consistent with an acceptable level of risk.

David and Jordan offer 20 years of combined experience in the industry and 10 years combined tenure with the Collins Investment Group. We are extremely fortunate to have these investment professionals help our clients achieve and maintain financial success.



David Clark
Financial Advisor

Prior to joining the Collins Investment Group in 2004, David Clark was the Operations and Compliance Manager in the Wells Fargo Advisors' Bethesda office for three years. He began his career as a Financial Advisor with Raymond James in Ellicott City. Along with his advisory background, Dave has experience in small business retirement plans. He holds Series 7, 9, 10, 63 and 65 securities registrations, as well as applicable insurance licenses. Dave compiles available industry investment research and performance information, works with Wells Fargo Advisors' lending services experts, provides investment-planning presentations and oversees the group's compliance requirements.

A life-long resident of Maryland, Dave lives in Gaithersburg, with his wife, Jackie and their two children. Away from the office, he enjoys spending time with his family.

Focus Areas:

- Coordinating investment-planning presentations
- Compiling investment performance and research
- Working with lending services experts
- Communicating investment recommendations

**Lending services offered through affiliates*

Jordan VanOort
Financial Advisor

Jordan earned a bachelor's degree in economics from Yale University in 2006. Since graduating and receiving his Series 7 and Series 66 securities registration, he has enhanced his knowledge of the economy and financial markets as a Financial Advisor with Wells Fargo Advisors Financial Network. Jordan joined the Collins Investment Group in January 2008 where he identifies and screens equity investments and follows characteristics of financial markets. Jordan is actively pursuing the CFA designation as a candidate in the Chartered Financial Analyst Program.



A native of Corning, New York, Jordan is a contributing member of the Washington, DC Yale Alumni Association.

Focus Areas:

- Implementing investment plans
- Investment transactions and compiling available security research
- Characteristics of financial markets
- Fundamentals of equity investments

Changes to 529 Plans and ESAs coming in 2011

Education Savings Plans:

- This is the last year for ESA contribution of \$2,000. In 2011 the amount will return to \$500 per beneficiary per year.
- Deadline for contributions will return to December 31 (vs. April 15).
- Qualified expenses will revert to those used for higher education (no longer able to take federally tax-free withdrawals for grades K-12 expenses).
- Donors should not contribute to both an ESA and a 529 plan in the same year for the same beneficiary in 2011 and thereafter because a penalty will apply to the ESA contribution.



529 Plan:

- The definition of “qualified expense” will narrow and no longer includes computers, related equipment and Internet access expenses.

RMD's are Back

If you've been wondering whether Congress might again waive the requirement for 70 ½ and older to take required minimum distributions from IRAs and 401(k) plans, wonder no more: The 2009 break won't apply this year. Your 2010 RMD will be based on the balance in your account at the end of 2009. Those who turned 70 ½ in 2009 did not have to take a 2009 distribution that would otherwise be required by April 1, 2010 but they will have to take their 2010 payout by the end of this year.

Tax Lot Relief Method on a Transactional Basis

Clients may use a different tax lot relief method on a transactional basis to affect a “versus purchase” trade on specific transactions, if desired. These instructions would be provided by the client at the time of order acceptance. Post Execution Tax Lot Relief Method Changes IRS regulations will permit a client to correct and change the tax lot relief selection up to but no later than settlement date of the trade. Given this restriction, regulations will not permit clients to change their allocation method later, such as up through the time of tax return filing.

Gifting Securities Tax Lot Methods

Because a transfer does not generate a gain or loss, the default relief method selected for sales isn't used. For gifting of securities, clients will have the choice of: transferring securities to another taxable account using the FIFO method electing a specific tax lot when gifting securities to another person.

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