

Winter 2023

FAMILYMATTERS



**Family
Investors
Company**

THE LIGHTER SIDE

Library patron: Do you sell any books on paranoia?

Librarian: They're right behind you!

I'm an anesthesiologist. I get to pass gas for a living.

You know you're getting old when your wife says, "Honey, lets run upstairs and make love," and you answer, "I can't do both."

Did you hear about the butcher who backed up into the meat grinder? He got a little behind in his work.

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MESSAGE FROM THE PRESIDENT 2023



Each January, we resolve to make positive change and do away with old habits. Along with health and fitness, financial resolutions are usually at the top of the list of improvements most people want to see happen in their lives. Revisiting your financial plans on a regular basis and taking full advantage of

all the resources and expertise the Family Investors team has to offer can help keep you in optimal financial shape. It is of particular importance at this point in time due to the changing financial market conditions.

Success in long-term investing is about thinking ahead and not being caught off guard by the inevitable market corrections when they come. At Family Investors we spend a lot of time providing perspective to our clients and talking about the expected volatility of various asset classes. While you should avoid panicking over short-term movements in the value of your long-term investments, this is a good wake-up call to re-examine your tolerance for risk and review your goals with your financial professional.

We would also like to reinforce the importance of not only executing all necessary legal documents, but also have them updated regularly. An out-of-date estate plan, especially beneficiary designations that have not been updated, is one of the most common mistakes seen when creating a comprehensive financial plan.

Our ability to maintain an unwavering focus on the needs of our clients is the core of Family Investors consistent success. We understand that our client relationships are built on a foundation of trust and integrity, and we work diligently to ensure those interests remain at the forefront as we navigate the industry changes together.

Enjoy the start of a New Year, make the most of it. What happened last year cannot be changed. Let the beauty of time and the wonder of compounded rates of return work for you.

**BEST WISHES FOR A HEALTHY, HAPPY
AND PROSPEROUS NEW YEAR.**

What's happening?

The potential need for **Long Term Care** is an important consideration when putting together a sound plan to reach your financial goals in the future. How much does it cost? How will I pay for it? What resources are available to me to help with the process? What insurance products provide coverage for Long Term Care? These are some of the questions which will be answered on **Wednesday, March 15 at 7 PM**, by Family Investors' Steve Goldberg. Steve will give an informative virtual presentation via Zoom. **Registration is free** and **there is no obligation**. Please call the office to reserve your spot: **908.322.1800** or email: **stevegoldberg@familyinvestors.com**. Bring a friend or someone who might benefit from this presentation!

RETIREMENT PLAN CHANGES FOR 2023

The contribution limit for employees who participate in 401(k), 403(b), most 457 plans, and the federal government's Thrift Savings Plan is increased from \$20,500 to \$22,500. The catch-up contribution for employees over the age of 50 increases from \$6,500 to \$7,500. Limits on contributions to traditional and Roth IRAs increases to \$6,500 from \$6,000. The catch-up for those over 50 remains at \$1,000. The following are the new income ranges for phaseout of deductibility of IRA contributions for taxpayers covered by a workplace retirement plan:

- \$73,000 to \$83,000 - Single taxpayers covered by a workplace retirement plan
- \$116,000 to \$136,000 - Married couples filing jointly. This applies when the spouse making the IRA contribution is covered by a workplace retirement plan.
- \$218,000 to \$228,000 - A taxpayer not covered by a workplace retirement plan married to someone who's covered.

The following are changes to income limitations for Roth IRA contributions:

- \$138,000 to \$153,000 - Single taxpayers and heads of household
- \$218,000 to \$228,000- Married, filing jointly

The contribution limit for contributions to SEP IRAs is increasing from \$61,000 to \$66,000 while employee contributions to SIMPLE Plans are increasing from \$14,000 to \$15,500 with the catch-up contribution increasing to \$3,500.

In addition, with the recent passage of SECURE Act 2.0, the age where Required Minimum Distributions have to be begun is raised from 72 to 73 beginning in 2023.

Please call your representative with any questions on these changes and to modify your monthly IRA contributions to reflect the increased contribution limits.

INSURANCE MATTERS

by Steve Goldberg

Happy 2023! I hope you and your family had a good 2022 and a happy and healthy holiday season.

Recently, I have spent a substantial amount of time with clients whose level term life insurance policies have neared or reached the end of their level term periods. These situations presented opportunities to evaluate their current need for life insurance. Financial situations change and it is unlikely that there is the same need for life insurance now as there may have been 20 or 30 years ago. As with any other financial product, there is no single answer that suits everyone.

In addition, I have met with many of our clients to discuss their plans in the event they will need long term care in the future. We have discussed the costs of long term care, the different options of where to receive long term care, and the several options available to pay for it without depleting life savings.

If you have similar concerns, or would just like to have a review of your current life insurance or long term care insurance program, and hear a bit about some new innovations in the insurance industry, please feel free to give me a call at the office. I am always happy to help. Once again, please accept my **best wishes for a happy, healthy, and prosperous 2023.**

The following information pertains to clients with National Financial Accounts

Family Investors has entered into an agreement with National Financial Systems to satisfy FINRA Rule 613, CAT Reporting Technical Specifications. National Financial will report specified data and information about Reportable Events and record this data and information to the hour, minute and millisecond via synchronized clocks, and electronically transmit this data and information to CAT (Consolidated Audit Trail).

Thank You

Thank you to all our clients and friends for your kindness and all the delicious treats brought and sent to our office during the holidays. We truly appreciate you taking time out of your busy schedules to remember us.

Holiday Hours

The Family Investors Company office follows the schedule of the New York Stock Exchange. Our office will be closed on **Monday, January 16** for Martin Luther King, Jr. Day. The office will be closed on **Monday, February 20** in observance of Presidents' Day. It will also be closed on **Friday, April 7** in observance of Good Friday. A sign will always be posted on the office door as a reminder.

In cases of severe weather, the physical location of Family Investors Company may be closed, but you can always call the office and your call will be forwarded to a licensed principal representative.

Year-End Statements

Year-end mutual fund statements have been sent to each mutual fund family shareholder. We ask each client to make sure they save the year-end statements. Most statements are easy to understand with asset allocations shown in charts or graphs.

Office Reminders

Our office is open on Saturdays, by appointment only, for the convenience of our clients. You can receive "Family Matters" via email or online at our website.

We would be happy to send it to you quarterly as soon as it becomes available. Please email us at: info@familyinvestors.com to request this service.

INVESTMENT TERMS

You hear investment terms on television and read them in print media and on the internet. But what do they mean? Here is a primer of some common investment terms:

Active Management: a form of investment management that involves buying and selling financial assets with the objective of earning returns greater than a specified benchmark.

Benchmark: a portfolio with which the investment performance of an investor can be compared for the purpose of determining investment skill. A benchmark portfolio represents a relevant and investable alternative to the investor's actual portfolio and, in particular, is similar in terms of risk exposure.

Fiduciary: a person or entity that assumes responsibility to manage or oversee a pool of assets on behalf of some other person or entity, such as a pension fund or endowment. The fiduciary has a duty to act solely for the benefit of that entity (not himself/herself or some other entity).

Passive Management (also Indexing): the process of buying and holding a well-diversified portfolio designed to produce substantially the same returns as a specified market index.

Rebalancing: the process of buying and selling assets to restore a fund to its policy asset mix after market movements or net cash flows have changed the actual market weights of the various asset classes.

Volatility: the characteristic that financial asset returns vary over time in unpredictable ways or amounts. This term is often used interchangeably with the standard deviation of the asset's returns.

FAMILY INVESTORS SERVES!!



Family Investors Company has a long history of serving our country and our community. As a longtime Rotarian, our founder Fred Chemidlin instilled a “service above self” attitude in everyone at our company. Fred served our country during the Korean War.

During this holiday season, Peter Chemidlin and Darraugh Valli had the opportunity to bring joy and checks to several local food banks as a way of Family Investors giving back to our community.

In addition, “Santa” Steve Goldberg brought joy to a local senior group and the FSP Rotary Club.

