

# Sandy Springs Neighbor

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## 'Now what?' 3 financial experts offer advice

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By now, the country's economic crisis has passed the "shocking headline" stage and the reality of the downturn has hit nearly everyone's pocket-book.

The question people keep asking is, "So, what do I do with my money now?" Three local financial analysts offer much-needed advice.

They are David Fosgate, a financial representative with Peachtree Planning Corp. in Sandy Springs and a Buckhead resident; Matthew Eads, a portfolio manager and securities analyst for Eads & Heald Investment Counsel in Sandy Springs and a longtime Sandy Springs resident; and Timothy Sheehan, senior director for BNY Mellon Wealth Management in Buckhead, where he also lives.

**Matthew Eads:** The stock market remains the best way to beat inflation in the long term. Our best advice is not give up on the stock market.

If you're a young investor, it's a buying opportunity. But we are in a volatile environ-



Matthew Eads

ment, so we caution investors to put in a steady amount over the next two years and to evaluate the market at that time. If the market is more stable, then you can invest more.

We live in a country that has the greatest economy in the world and we will recover from this downturn.

**David Fosgate:** "Our advice is the same in all market conditions. We take a big-picture approach to align our clients' entire balance sheet with their goals and objectives. Our attitude is 'protection first, growth second.'"

It's important to maintain 'beachheads of capital' on your balance sheet in your portfolio that can be liquidated if you need it or in tough financial times like these.

**Timothy Sheehan:** There has never been a more critical time for getting professional help in managing your wealth. Three points for your portfolio now:

1. Avoid the temptation to act on fear rather than reason.
2. Ensure you are getting



David Fosgate



Timothy Sheehan

### Advisors warn investors to be cautious in 2009

By Cathy Johnson  
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Economists agree on one point: 2008 has ended solidly in a recession, local financial advisors said. But where are we headed in 2009? While the three don't claim to have a crystal ball, each offers opinions about how long the recession will last and financial indicators to look for.

The advisors are David Fosgate, a financial representative with Peachtree Planning Corp. in Sandy Springs and a Buckhead resident; Matthew Eads, a portfolio manager and securities analyst for Eads & Heald Investment Counsel in Sandy Springs and a longtime Sandy Springs resident; and Timothy Sheehan, senior director for BNY Mellon Wealth Management in Buckhead, where he also lives.

**Matthew Eads:** I think everything the Federal Reserve and the policymakers are doing will stem the tide toward a depression. I think the plans

reliable information and research. Even the most diligent person may find it time consuming to keep abreast of all the latest programs.

3. Make sure you and your advisor are familiar with different investment vehicles and their potential tax implications.

in place now will be successful.

I think it will be a prolonged recession. By 'prolonged' I mean by this time next year we'll probably see a light at the end of the tunnel and can better predict how long the recession will last.

Have faith in the U.S. economy — it will survive. Given that, you ride through this time.

Involvement in the stock market boils down to this; buy good stuff and hold on to it for the long term.

**David Fosgate:** This crisis was not foreseen. We make sure clients have a liquid balance sheet in any and all financial climates.

For this current generation of savers, we're in uncharted waters. Legislatively, we're in uncharted waters.

We didn't have the legislative vehicles in place that help businesses and consumer, such as money insured by the FDIC (Federal Deposit Insurance Corp.) during the Great Depression in 1929.

Given the enormous costs of the federal government's commitment to ease the current crisis, a new Congress and administration in January may consider raising taxes. In addition, changes to regulations governing the financial markets may greatly affect your portfolio.

Make sure you get the very best professional advice about the range of investments avail-

I'm calling this a cathartic moment in the lives of individuals as they plan for the future and for the country as we look at where we go from here. As a society we've been focused on consumption and we've had a pathological focus on chasing after returns of investments, taking risks in the market. There's been an unwillingness to look at assets with lower, steadier rates of return and I think that will change in the future.

**Timothy Sheehan:** Most experts expect this recession to last through the first half of 2009 with a slow recovery for the latter part of 2009.

Stabilization of housing prices will be one early indicator of recovery. The stock market begins to climb when a recession passes the halfway mark.

Currently at BNY Mellon we are identifying ways to help reduce our clients' tax liability.

We are working with clients to see if the current downturn offers any opportunities for passing on their wealth in a tax-efficient way.

able to you and which ones make the most sense for your particular situation.