
INVESTORS' DILEMMA
Spotlight on Investor Coach
Derick Schuhart
Are your problems someone else's profits?
SAYING "I DO"
To Your Financial Future
3 Simple Strategies for
PURSUING INVESTING SUCCESS
20 MUST-ANSWER QUESTIONS
For Your Journey Toward Investing Peace of Mind
INVESTOR
AWARENESS
GUIDE

the Inside Scoop

do you ever WORRY about...

- Getting high enough returns on investments?
- Maintaining your standard of living at retirement?
- Affording high quality education for children?
- The next market crash?
- The next market boom?
- Missing out on the latest, greatest stock tip?
- Making sense of all the information available?
- Someone else having a better portfolio than you?
- Not having money to care for your loved ones?
- Getting bad advice and, worse yet, paying for it?
- Buying high and selling low?

If you answered "yes" to any of these questions, you could be trapped in the Investors' Dilemma. Each of these questions simply represents a symptom of a much larger problem—the Investors' Dilemma. Once you understand the phases of this cycle and what can happen to your investments as a result, you will gain a whole new perspective on investing.

The Investors' Dilemma

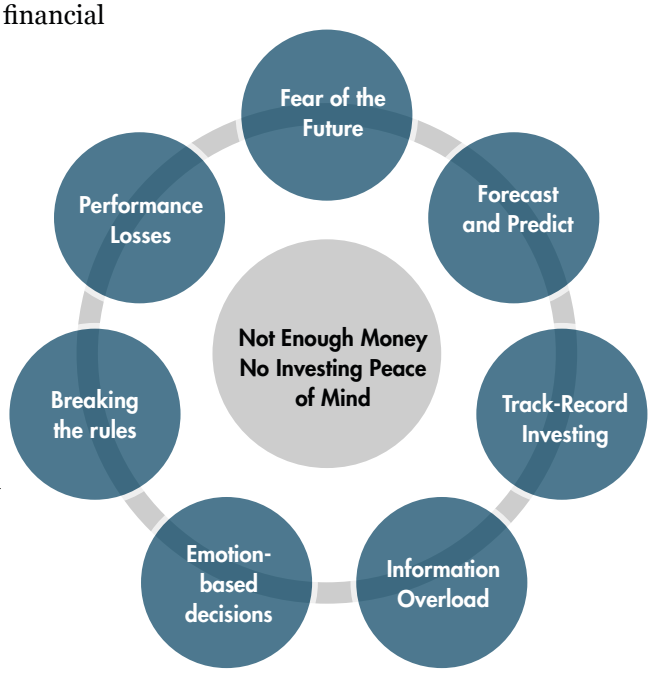
Mark Matson

The cycle begins with a sense of uncertainty about the future.

No matter how well it has been designed and implemented, an investment strategy by itself can never bring you investing peace of mind. Although most of the financial world likes to pretend that investment decisions are based purely on logic and rational thought, the truth is that the vast majority of investment choices are driven by emotional and psychological factors.

The Dilemma outlines the typical process investors go through when facing important financial decisions. Let's look at how each phase of this cycle can work against your ultimate sense of financial well-being:

The Phases of the Investors' Dilemma:



1: Fear of the Future

The cycle begins with a sense of uncertainty about the future. You might have questions about your financial future, such as:

"Will there be enough money to maintain my standard of living?"

"How much should I save?"

"How do I know which investment will get the best returns?"

"How much risk should I take?"

The list goes on and on, but the common quality is that almost all investors are afraid that either they don't know enough or haven't saved enough and, as a result, will find themselves destitute and powerless in the future.

You might not even be fully aware of the impact these fears have on your life, because it lurks under the surface in your subconscious. Fear plays a large role in dictating how investors feel as well as how they behave.

The Good News:
With the proper tools, strategies, and information you can achieve a level of confidence and peace about your financial future that you never knew possible... Just imagine what life would be like if you were able to overcome your fears about your financial future.

2: Forecasting the Future

Based on this inherent fear and uncertainty, many investors feel the need to get some kind of prediction about what's going to happen in the future. After all, if someone could just tell us what is going to happen with inflation, long-term interest rates, share prices, overseas markets, etc., then there would be nothing to fear.

Along these lines, it is easy to be convinced that someone else really does have the information, power, and insight to forecast the future. You could become an innocent victim of wish fulfillment. It would be so much easier if someone really had the answers; it is easy to lose sight of the simple fact that it is just not possible to predict the future.

This explains why people are drawn to investing programs broadcast regularly on CNBC, eagerly subscribing to Money magazine and voraciously perusing the Internet in search of the next hot stock tip.

Why do investors and advisers believe in stock picking, market timing and track-record investing?

Believing that someone out there, whether it's you, or a broker, or some money manager who's on the cover of a magazine, can actually predict and forecast the future and pick all of the best stocks and post massive returns, is not the folly of weak minds. **More likely, it is the folly of the most brilliant minds.**

The Greeks called this phenomenon hubris. This is exaggerated pride or self-confidence. People who have very high intellect often feel they can beat all kinds of games. They feel they can beat Vegas odds. They feel like they can pick the winner of the Super Bowl. They feel like they can consistently pick the best stocks.

Because man has used his intellect to reveal so much of the universe, and science has accomplished so much, it is easy to believe that if intellect can accomplish all of these things, then surely it should be able to be used to do something as simple as picking the best stocks.

This is not the folly of weak minds. It's the folly often of the most brilliant, sophisticated, articulate minds.

For example, Sir Isaac Newton discovered the Universal Law of Gravitation, or gravity. He is the father of modern mathematics. He invented differential calculus and used this new form of math to reveal and explain the movements of the planets. He is on a level with Einstein in intellect and brilliance. He was a true genius, without equal.

*In his master work, the Principia, Newton writes, "Supposing the centripetal force to be proportional to the distance of the body from the center, all bodies revolving in any planes whatsoever, will describe ellipses, and complete their revolutions in equal times, and those which move in right lines running backwards and forwards alternatively, will complete these several periods of going and returning in the same times." * This is the stuff that rocket scientists use to calculate the trajectory of rocket ships, satellites, and the space shuttle. But even Newton fell from stock picking grace as overconfidence and hubris brought him back to earth. Sir Isaac Newton lost 90% of his stake, a huge amount of his wealth, in the South Sea bubble.** You can think of it as very similar to the tech bubble in which many people lost massive amounts of their wealth during the first part of the 2000s.*

So here we have the person that invented modern mathematics, calculus, gravitation equations to calculate the movement of the planets, and he gets duped into speculating with his money.

The greatest fallacy in the investing industry is that superior performance is a factor of skill and not luck.

This is not a trap that only weak minds or people who aren't intelligent fall into. It's easy to be mislead when the concepts are so pervasively put out there by the media and the public at large.

*Sir Isaac Newton, N.W. Chittendon, "Newton's Principia: The Mathematical Principles of Natural Philosophy," Chapter X, p. 183, Proposition XLVII, Theorem XV, available on-line at http://books.google.com.
**Source: http://www.cnn.com/2009/POLITICS/07/29/levenson.finance.regulation.

The Good News:
You don't have to have an accurate prediction about the future to pursue investment success.

3: Track-Record Investing

But, if you wanted a prediction about the future, what would be the most logical place to look for it? History... experience... in other words, the past.

In investing, looking to the past to get an idea of what investments or managers will do well in the future is called Track-Record Investing. For example, looking for managers or funds that have recently outperformed the market in the hope that those same managers will continue to do the same in the future.

A glaring example of the futility of the track-record approach to investing would be the run on Technology and U.S. Large stocks in the late 1990s. Following several years of impressive returns, investors actually felt "safe" stockpiling these types of investments in their portfolios. Using the track-record perspective, it seemed as if there was a possibility that these particular investment vehicles had qualities that would allow them to defy the rules of investing.

The media blitz certainly did nothing to deter the illusion that perhaps finally investors had found the golden "low-risk, high return" investment for which we all yearn.

The Good News:
Track-record investing is not the answer to implementing a successful investment strategy.

4. Information Overload

The pull toward track-record investing is exacerbated by the barrage of information thrown at the average investor today. Most of us were taught to study, research, and gather as much information as possible prior to making financial decisions. In the past, this kind of investigation and analysis was required in order to feel confident about investing choices.

However, information today is so readily accessible that most investors get more information than necessary without even trying. Although the culture in which we live provides an abundance of information, often investors remain stuck in a scarcity mentality, frantically acting on a need to seek more, better, or different information, regardless of its usefulness.

Currently, when you look for the word "mutual fund" on any Internet search engine, you will find more than 12 million pages to peruse. In the quest for investing peace of mind, investors feel compelled to expose themselves to books, newspapers, magazines, financial talk shows, advertisements, friends' experiences, the Internet, and more. Some even worry that if they aren't hooked in 24-hours per day, seven days a week, they will miss out on valuable information that could mean the difference between wealth and poverty.

Instead of reducing fears and doubts about investment decisions, this deluge of information only tends to intensify investors' anxiety. They are on overload.

The Good News:
If you know the RIGHT things, you don't need to know EVERYTHING.

5. Emotion-Based Decisions

You never can overcome your own humanity. As much as we would prefer to think that we make investment decisions based purely upon logic, advertisers and journalists are well aware that emotion ultimately drives most investment decisions.

As a quick demonstration, consider the statements below. See if you can match each statement with the emotion being expressed (answers listed in the key below).

1. *"It doesn't matter how sophisticated his charts are or how much sense he makes, I just don't feel comfortable letting him handle my money."*	**regret**
2. *"I'm not sure if I should have put my money in that fund. It lost 15% already. Maybe I'll sell some of it tomorrow."*	**greed**
3. *"My boss got 25% on his money. I only made 8%! I wish I got 25%."*	**trust**
4. *"I wish I'd known that stock was going up, I would have bought more shares."*	**loyalty**
5. *"My dad worked in that company all of his life and left his money to me in his will. It would be wrong to sell it just to diversify my portfolio."*	**envy**

Answer Key: 1. trust 2. regret 3. envy 4. greed 5. loyalty

We as people are naturally predisposed toward or against specific investing tactics. What is interesting is that no matter what our emotional tendency may be, we can almost always find what looks like purely factual data to support our view. It's easy to overweight information that

validates our perspective while minimizing any information that goes against what we inherently believe.

The Good News:
Simple awareness of your emotions when it comes to financial and investing matters can make the difference between good and bad investment decisions.

6: Investment Principles

As in any endeavor, there are certain accepted principles that can simplify our ability to achieve success. In the area of weight-loss, for example, the rules are straightforward: 1. Eat less 2. Move more.

The fundamental principles of investing are not much more complex. They are:

1. Own equities
2. Diversify
3. Rebalance

and, the "golden rule" of investing is: Buy when prices are low and sell when prices are high.

All of this sounds simple enough. However, it isn't knowing the rules that is hard; it's consistently following them that challenges most people (in weight loss or investing). When people make investing decisions about the future based on track-record or emotions, without realizing it they wind up ignoring the fundamentals, which can sabotage their portfolios.

The Good News:
With the proper investment strategy, your portfolio could be focused on fundamental principles and freed from personal emotions.

7: Performance Losses

Put all the phases of the Investors' Dilemma together and what you usually get are performance losses. Simply stated, investors fail to capture the kind of returns they expect. Typically, they expect to get the returns they see listed in the newspaper, online, or in magazines; however, it is rare that the average investor actually achieves the same returns as published in the newspaper.

Dalbar, Inc., a leading financial-services research firm, has demonstrated that historically an investor's performance does not equal market performance.* In 2015, Dalbar found the following annualized returns for the 30 year period of 1985-2014 investors, whose average holding period for a mutual fund was 3.41 years:

The average equity investor realized an annualized return of 3.79%, compared to 11.06% for the S&P 500.** The average bond investor realized an annualized return of 0.72%, compared to 7.36% for the Barclays Aggregate Bond index. Of course, past performance is no guarantee of future success.

These numbers ruthlessly make their point. As demonstrated by the phases of the Investors' Dilemma, investors are continually getting in and out of the market, each time chipping away at potential returns. This specifically can be seen in the case of those who attempted to ride the wave of Technology stocks. Sadly, some of these investors lost between 20-70% of their wealth practically overnight.

Obviously, when this effect is compounded over a period of years, the potential for reaching financial goals is significantly decreased. These kinds of losses can't help but create additional frustration and fear about the future, thereby initiating the Investors' Dilemma cycle all over again.

The Results: Not Enough Investing Peace of Mind

In the end, the result of The Investors' Dilemma is to limit people's ability to accomplish their most meaningful life goals and dreams. Not only are they not where they want to be financially, but they have also spent a large portion of their lives fraught with stress, anxiety, concern, and fear that initiate and perpetuate the dilemma.

ENDING THE INVESTORS' DILEMMA

Here are some "Do's" and "Don'ts" to help end the Investors' Dilemma:

- **DON'T** focus on returns and track records (e.g. Morningstar five-star funds).
- **DON'T** use actively managed funds.
- **DON'T** rely on a commission-based broker or planner to manage your portfolio.
- **DON'T** rely on the media for advice regarding your investments.
- **DON'T** let your emotions dictate how you manage your investments.

- **DO** focus on maintaining long-term discipline.
- **DO** use structured or index-type funds.
- **DO** find an investor coach who will work with you to find answers to key investing questions.
- **DO** find an investment strategy that fits you and stick with it.
- **DO** let your investment strategy do its job and keep disciplined.

* Dalbar's Quantitative Analysis of Investor Behavior, 2015 uses data from the Investment Company Institute (ICI), Standard & Poor's and Barclays Capital Index Products to compare mutual fund investor returns to an appropriate set of benchmarks. Covering the period from 1985-2014, the study utilizes mutual fund sales, redemptions and exchanges each month as the measure of investor behavior. These behaviors reflect the "average investor." Based on this behavior, the analysis calculates the "average investor return" for the various periods. These results are then compared to returns of respective indices. *Past performance is no guarantee of future result. **Id. Dalbar's QAIB defines "Average Investor" as "The universe of all mutual fund investors whose actions and financial results are restated to represent a single investor. This approach allows the entire universe of mutual fund investors to be used as the statistical sample, ensuring ultimate reliability." p. 29 "Average equity investor" and "average "bond investor", as used in the same study, is that subset investing only in equity mutual funds or investing only in fixed-income funds, respectively. See p.33 at n. 4. Dalbar's average investor equity fund returns are set forth in a table on p.5.

Featured Coach

Derick Schuhart

WealthAbundance Wealth Management

Q&A

What is it that motivated you to choose the financial industry as your profession?

In the mid 90's, I joined the financial service industry in order to change the world. I knew I wanted to be the best investment adviser on planet Earth. I joined a Fortune 500 firm and was ready to begin my quest. As a financial adviser, my one and only mission is to create wealth for my clients, and to show investors that is there can be a better way, an academic, evidence-based way, for investors to be successful in their journey toward accomplishing their dreams.

What was the hardest lesson you had to learn about the investment industry?

Once I joined the "Big Firm", I was quickly indoctrinated into selling their commissionable products! In other words, I was shown how to sell investments and funds that made the "Big Firm" lots of money. Since I really didn't know better, I thought this was how it worked.

As I began to service clients, I turned to the "Big Firm" for help. I was told not to worry, that I would be provided with a list of "recommended" products to sell to clients each month. The "recommended" list seemed the same every month and not surprisingly, my clients weren't always happy with the amount of money they were making...But the big firm was! I was just like every other "financial adviser". Something had to change!

What are the biggest mistakes you see investors make when it comes to their investments?

The biggest mistakes I see investors make are investing in actively-managed retail mutual funds, and generally investing primarily in one asset category. Investors aren't getting the academic, evidence-based information needed to construct a prudent portfolio, and they aren't always being educated on where returns come from. Stock-picking, trying to time the market, and relying on past track-record performance can also be mistakes.

What is the most important thing for investors to know about the investing process?

Investors need an investing process that is grounded in Nobel Prize-winning economics. The process all starts with your True Purpose of Money - this is the first step towards developing true investing peace of mind. The investing process will revolve around the investor's goals.

How do you coach investors to stay disciplined with their investment strategy?

The most important step for an investor is discipline. As an Investor Coach, discipline can be managed through consistent communication. I provide quarterly Investor Coaching Events that provide investors with cutting-edge knowledge, which in turn provides power for the investor.

What is different about the investment industry now from when you started?

The more things change, the more they stay the same. Not much has changed in the industry since I first started. Brokers still don't always follow the academic evidence. There may be a few more tools (shiny objects), but overall, the tactics and products remain. And unfortunately, those tactics can be used to separate an investor from his money.

What kind of people do you work with?

I work with investors who don't want to be bullied by Wall Street. I offer investors a way out of the traditional "big-firm" Wall Street investing style. I work with people who want evidence-based investment strategies, and not some "cookie-cutter" investment plan.

Does your approach to investing work for everyone?

My investing approach works for anyone that desires an academic, evidence-based investment strategy. Investors who want an investing experience that works toward achieving their investing peace of mind and who would rather not be a 'victim' of Wall Street - paying commissions, trading, high fees... yes, my investing approach is ideal for almost all investors.

What is the first step to getting started in this process?

The first step is to schedule a no-obligation, 45-minute strategy session. During that time, we'll determine the process of building a prudent investment portfolio based on academic, evidence-based data to help you get an investment strategy that can help your dreams come true.

Derick Schuhart, LUTCF, Chartered Retirement Planning Counselor (CRPC), Accredited Wealth Management Advisor (AWMA), is the President of WealthAbundance Wealth Management. Derick began his career in the financial services industry with a Fortune 500 company in 1998. In 2005, Derick created WealthAbundance, an independent wealth management firm.

Wealth Abundance specializes in coaching investors by implementing proven, evidence-based investment strategies that create abundance and peace of mind for you and your family. We solve the problems the financial community creates by providing clarity, confidence, and purpose to your investing plan. I coach investors by providing a proven investment process that proactively makes your investing experience more predictable.

Derick frequently conducts investor education classes in the Fox Valley, as well as teaching seminars pertaining to retirement planning, investing, asset allocation, and 401(k) utilization. Derick holds the professional designation of Life-Underwriting Training Council, Fellow Chartered Retirement Planning Counselor, and Accredited Wealth Management Advisor.

3 Simple

Strategies For Pursuing Investing Success

The first power strategy is to stop this self-destructive behavior once and for all.

Strategy One:
Eliminate Speculating in your Portfolio

Anytime you pay a fee or a commission to "active" managers to pick stocks that they believe will beat the market, you are, in effect, speculating that those stocks are the winners and that others are the losers.

The first power strategy is to stop this self-destructive behavior once and for all. In life, it is often just as important to stop doing the wrong things as it is to start doing the right ones.

Again, take dieting as an example. Of course it is important to start eating the "right" kinds of food. But it is equally important to stop eating massive amounts of cake, cookies, and ice cream. To be successful you must simultaneously identify healthy and empowering activities and start consistently implementing them into your life, and also identify destructive

behaviors and work to eliminate those. Both must become a new part of your thinking and behavior if you are going to get long-term health benefits. Investing works the same way.

You must eliminate speculating with your money, stock picking, market timing, and chasing performance.

A Dalbar[1] study found that the S&P 500, over a 30-year period averaged 11.06%. The average investor, investing in equity mutual funds trying to beat the S&P 500, made a meager 3.79% over the same 30-year period from 1985 through 2014. Why? It was because of their behavior.

They bought a fund manager's performance and mutual funds that had gone through a good 5 or 10-year period, thinking that it was the fund manager's superior ability that produced the returns. In reality, it was the underlying asset category that accounted for the results. With the desire to achieve superior returns, average investors then placed their assets with these top managers all in one asset category!

Investors are often unaware of the fact that they could lose 20-50% of their money.

After massive losses, the resulting panic and fear then caused them to sell their funds and invest in other assets that were now up, thereby repeating the destructive cycle.

Of course, every time this cycle happens it makes more profit and commissions for the sellers of commission-based products. Win or lose, the seller takes its cut. Commission-based sellers always take the house cut no matter what the investor makes or loses.

The first step to pursuing a successful investment experience is to eliminate these destructive behaviors. Stop stock picking, market timing, and track-record investing. Stop speculating with your investment capital!

Use market forces. Don't fight them.

In a capitalistic economy, the opportunity for capital market rates of return is always present. The basic underlying theory of capital markets is to provide the opportunity to earn a return on your investment capital. Companies that have a desire to raise capital in order to grow their operations must raise it somewhere. In return, they seek to reward investors willing to provide funds for operations and expansion with a return. It is a beautiful thing.

For companies trying to raise money, this is called the cost of capital. For investors or banks willing to provide this money, it is called the return on capital. In theory, the more risk a company has, the higher the expected return to investors. In essence, the cost of capital is the investors' potential return on capital.

This is the only formula as an investor you will ever need to know:

Cost of Capital = Potential Return on Capital.

	Annualized Capital Return	
US Micro Cap Stocks	**12.52**	**1927-2014**
S&P 500 (Large US)	**10.10**	**1927-2014**
Small Cap Value	**14.93**	**1927-2014**
Large Value	**11.94**	**1927-2014**
International Small Companies	**14.56**	**1970-2014**
International Large Companies	**9.68**	**1970-2014**

Performance figures taken from Dimensional Fund Advisors, Inc. (DFA) Returns software 12/14. Some data provided to DFA by the Center for Research & Security Pricing (CRSP), University of Chicago. Asset Classes defined as: S&P 500 Index for U.S. large stocks, CRSP 9-10 Index for U.S. micro cap stocks, Morgan Stanley Europe, Australia, Far East (EAFE) Index for international large stocks, and the international small stock index created by DFA using CRSP data.

CRSP Large Value Index for Large Value and CRSP Small Value Index for Small Cap Value.

* Index performance returns do not reflect any management fees, transaction costs or expenses. In addition, the indices are unmanaged and not available for direct investment; therefore their performance does not reflect the expenses associated with the management of an actual portfolio.

[1] Dalbar's Quantitative Analysis of Investor Behavior] uses data from the Investment Company Institute (ICI), Standard & Poor's and Barclays Capital Index Products to compare mutual fund investor returns to an appropriate set of benchmarks. Covering the period from 1985-2014, the study utilizes mutual fund sales, redemptions and exchanges each month as the measure of investor behavior. These behaviors reflect the "average investor." Based on this behavior, the analysis calculates the "average investor return" for the various periods. These results are then compared to returns of respective indices. See footnote on p.9 for further Dalbar explanation. *Past performance is no guarantee of future result.

Strategy Three:
Coaching

Just as you would hire a coach to improve your golf swing or your tennis game, an investing coach can help you maximize the potential benefits from your investment strategy.

A coach can help you make the prudent decisions about how much volatility and what types of risk you want to incorporate into your portfolio. He or she helps you to distinguish prudent from imprudent risk. A good coach also aids you to truly understand and measure diversification in your portfolio, and works with you on what you really want your money to do in the future.

Most investors have failed by a long shot to achieve these types of returns. Based on the Dalbar Study, the average investor has failed by over 7% per year!

Accepting this fact, your job of allocating assets is greatly simplified. You only need to allocate your assets into various asset categories to have the opportunity to achieve market returns if you remain disciplined over long periods of time. This is easier said than done, and most often requires the aid of a coach.

By focusing on market returns, there is no stock picking at all. No forecast, no prediction. There's no gambling on beating the market. You just own as many stocks in that asset category as possible. That's what we talk about when we talk about market rates of return.

What does your money really have to do to bring you investing peace of mind?

Coaching helps you focus on your values and creates a powerful vision for the future that can be used to transform your life and expand your experience of money and investing to abundance.

The most common result I see from the traditional commission-driven financial planning process is fear, anxiety, confusion, complexity, and a reduced ability to take action on your own behalf.

A coach helps you wade through all of these very complex issues and maintain long-term discipline around the investing process. Ultimately, investing is a people problem, not necessarily a portfolio problem.

Another thing that a coach will do is make independent recommendations. These are not based on commission, but based on doing what is in your best interest.

The Answers Lie In Asking The Right Questions

What are the right questions that every investor needs to answer to gain true investing peace of mind?

Classic wisdom teaches us that learning and growth come from asking questions. With that in mind, I've created The 20 Must-Answer Questions for Investing Peace of Mind. The bad news is that few investors can successfully answer "yes" to all, or even a majority of them the first time they see or hear them. The good news is that with the support of a coach, you can find the answers to each and every one.

The answers to these questions are critical for pursuing the opportunity for success and they will be unique to you. No two investors will have the exact same answers—they are yours and yours alone.

As you read through these, I encourage you to be rigorously honest. To answer "yes" it must be a 100% "yes"; no fuzziness or doubt. If you have any doubt about the question, it must be answered "no." It will be your coach's job to help you achieve a perfect score.


DERICK SCHUHART

20 Must Answer Questions

1. Have you discovered your True Purpose for Money, that which is more important than money itself?

   ○ Yes ○ No

2. Are you invested in the Market?

   ○ Yes ○ No

3. Do you know how markets work?

   ○ Yes ○ No

4. Have you defined your Investment Philosophy?

   ○ Yes ○ No

5. Have you identified your personal risk tolerance?

   ○ Yes ○ No

6. Do you know how to measure diversification in your portfolio?

   ○ Yes ○ No

7. Do you consistently and predictably achieve market returns?

   ○ Yes ○ No

8. Have you measured the total amount of commissions and costs in your portfolio?

   ○ Yes ○ No

9. Do you know where you fall on the Markowitz Efficient Frontier?

   ○ Yes ○ No

10. When it comes to building your investment portfolio, do you know exactly what you are doing and why?

    ○ Yes ○ No

11. Are you working with a financial coach versus a financial planner?

    ○ Yes ○ No

12. Do you have a customized lifelong game plan to guide all of your investing and spending decisions?

    ○ Yes ○ No

13. Do you have an Investment Policy Statement?

    ○ Yes ○ No

14. Have you devised a clear-cut method for measuring the success or failure of your portfolio?

    ○ Yes ○ No

15. Do you fully understand the implications and applications of diversification in your portfolio?

    ○ Yes ○ No

16. Do you have a system to measure portfolio volatility?

    ○ Yes ○ No

17. Are you aware of the costs associated with purchasing commission-based products?

    ○ Yes ○ No

18. Do you know the three warning signs that you may be speculating with your money versus prudently investing it?

    ○ Yes ○ No

19. Can you identify the cultural messages and personal mind-sets about money that destroy your investing peace of mind?

    ○ Yes ○ No

20. Are you ready to shift your personal experience of money and investing from a scarcity mode to an abundance mode – where you can live your life rather than obsess about your assets?

    ○ Yes ○ No

All investing involves risks and costs. No investment strategy (including asset allocation and diversification strategies) can ensure peace of mind, guarantee profit, or protect against loss.

notes: