

# My Atlantic Wealth

*The Atlantic Wealth Management Semi-Annual Client Newsletter*





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Semi-Annual Client Newsletter*



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## Welcome

Welcome to the first edition of the My Atlantic Wealth magazine!

As our staff grows and business develops, our semi-annual client newsletter has also begun to take new form. We are excited to introduce you to the first edition of the Atlantic Wealth Management client magazine! This new format provides more opportunity to share with our valued clients a more comprehensive update and reflection on our recent months.

Inside you will find advisor reflections and market commentary along with staff updates and information regarding recent and upcoming firm events. We are honored to be your trusted advisor and look forward to seeing you for your next review!

Thank you to Carolyn Temple, owner and operator of Coastal Image Photography, for providing the beautiful photographs of Eastern North Carolina displayed throughout the magazine. We are honored to exhibit her photography and appreciate the opportunity to share her work with our valued clients.

Carolyn Temple  
Coastal Image Photography  
(252) 726-7488

## a note *from* Greg Patterson

In the first chapter of Ecclesiastes verse 9, King Solomon, the wisest man ever, makes the observation that what has been will be again and that there is nothing new under the sun. I was reminded of that shortly after Putin's troops invaded Ukraine. You see, it was around that time that my wife, Melissa, brought home a couple of large blue totes of her late mother's heirlooms and what we would call family keepsakes. My father-in-law wanted us to go through these items and determine what to keep and what to give away – a challenging task no less. In the course of looking through old photo albums, silver and China, and an assortment of jewelry, we came across a journal from Melissa's late grandmother, Cecil. Of course, we opened the large journal and began to read the pages of beautiful script. Cecil had written in this journal from the 1960's through the mid 1990's and chronicled her joys and sorrows, happy times and times of uncertainty and accounts of general family events.

As I read, I was stopped in my tracks on a January 1980 entry in which Cecil expressed her anguish about Russia invading Afghanistan with 100,000 troops and the 50 U.S. hostages still imprisoned in the Iranian embassy. She wondered if the cold war was over and this was the beginning of World War III. She also shared her deep concerns over the elected officials in Washington, D.C. and the current state of economic affairs with 13 percent inflation and rising gas prices. Her journal reflects a continued worry if she would have enough income to last, and she even wrote about the rising price of upcoming medical procedures. If I could have covered up the date on the journal entry, I would have guessed I was having current conversations with clients. It was again a reminder that nothing is new under the sun and that, as Will Rogers shared, "history repeats itself and sometimes it even rhymes."



Sure, there may be enough reasons on the current headlines that scare us into putting our money under the proverbial mattress. Unfortunately, with persistent inflation that is likely to stay, your purchasing power on those dollar bills under the mattress will decline with each passing day. Perhaps a better approach would be to refer back to your financial planning that we have done and realize that the consumer tends to drive the economy. Currently, the consumer is strong and weathering the storm. As Bank of America reported in their April 6, 2022, consumer checkpoint, March debit and credit card spending was up 11 percent and year-over-year spending up 6.6 percent, suggesting that consumers are providing solid momentum to the economy. While rising energy costs remain a concern, we still believe that the consumer will continue to spend. These times do, however, provide a good opportunity to revisit your short and long-term goals and ensure your plans are still in line with your outlook.

We remain honored to serve as your trusted advisor and are grateful that you provide us the opportunity to help you. We remain careful and patient in these uncertain times and continue to steward your assets with your most important goals as our primary focus. As always, we are here daily and on standby to help you or anyone you know with financial issues. We are thankful for the continued trust and confidence you place in us and look forward to seeing you at our next meeting.

Sincerely,

A handwritten signature in black ink, appearing to read "Greg".



## Important Dates & Deadlines



Photo by Carolyn Temple, Coastal Image Photography

## MAY

*Military Appreciation Month*

May 2-8 Teacher Appreciation Week

May 7 Kentucky Derby

May 8 Mother's Day

May 17 2021 non-profit returns due

May 20 - 21 32nd Annual Beaufort Music Festival

May 21 Atlantic Beach Music Festival

May 30 Memorial Day (markets closed)

## JUNE

June 4 Kayak for the Warriors Kayak and SUP Event

June 10 - 19 Big Rock Blue Marlin Tournament

June 15 2Q 2022 estimated taxes due

June 15 Last day for U.S. citizens living abroad to file returns

June 18 15th Annual CCCF Spanish Mackerel & Dolphin Fishing Tournament

June 19 Father's Day

June 19 Juneteenth (markets closed)

June 28 National Insurance Awareness Day

June 21 Summer Solstice

June 24 - 26 61st Annual Beaufort Old Homes Tour

June 30 FAFSA 2022-2023 closes

## JULY

July 4 Independence Day (markets closed)

July 30 World Friendship Day

July 30 Medicare's Birthday

July 31 Form 5500 due

## AUGUST

*Back to School Month*

August 14 National Financial Awareness Day

August 17 National Nonprofit Day

August 19 World Humanitarian Day

August 29 U.S. Open Tennis begins

## SEPTEMBER

*Healthy Aging Month*

September 5 Labor Day (markets closed)

September 5 International Day of Charity

September 9 National 401(k) Day

September 11 Patriot Day

September 15 3Q 2022 estimated taxes due

September 15 2021 extended partnership, S-Corp returns due

September 17 Constitution/Citizenship Day

Sept. 23 - 25 Beaufort Pirate Invasion

Sept. 30 - Oct. 2 NC Seafood Festival



Photo by Carolyn Temple, Coastal Image Photography



# About Our Firm

## *Our Mission*

Our advice and counsel is built on a foundation of faith, shared values, open communication, and the highest integrity. With world-class service, we grow and protect our clients' hard-earned wealth so they are free to live inspired.

## *Our Purpose*

We inspire our clients to live more fulfilling lives. Our value is built on our experience and knowledge of financial and estate planning, investments, and financial markets. We work with our clients to understand what is most important to them, create a comprehensive plan, implement that plan, and provide ongoing advice and counsel. As we work to help our clients accomplish their ultimate individual and family goals, our focus never wavers from what is most important to you.

It is our belief that we are called to be the light in our community by loving and caring for others. Our faith in God forms the cornerstone of everything we do — personally and professionally.

## *Our Values*

### **Integrity**

We honor our commitments and always do what is right.

### **Excellence**

We do our very best and work at it with all our heart.

### **Consistency**

We follow an established process free from variation or contradiction.

### **Humility**

We value others' interests above our own.

### **Generosity**

We believe there is joy in giving.

### **Progress**

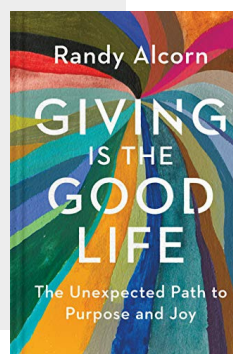
We move others to action.



Photo by Carolyn Temple, Coastal Image Photography

"Remember this: Whoever sows sparingly will also reap sparingly, and whoever sows generously will also reap generously. Each of you should give what you have decided in your heart to give, not reluctantly or under compulsion, for God loves a cheerful giver. And God is able to bless you abundantly, so that in all things at all times, having all that you need, you will abound in every good work."

2 Corinthians 9:6-8



Randy Alcorn's *Giving is the Good Life* teaches life-changing biblical principles of generosity and tells stories of people who have put those radical principles into practice. Ask us if you would like a copy!



# Teaching Your Children and Grandchildren About Money

*Presented by Greg Patterson and JA Canady*

Do your children or grandchildren act like money grows on trees? If they observe you effortlessly pulling out the credit card for every purchase or they play video games where they can buy accessories for avatars, it's understandable why they hold onto that cliché. This can lead them to believe they can buy whatever they want without ever paying for it—just a wave of a plastic card and it's theirs. So, when the time comes to teach your kids how to handle their own money, you'll want to lean on some best practices.

## **Meet Them at Their Level**

There really is no right or wrong age to teach your children or grandchildren about financial matters. Like most aspects of parenting, it may be based simply on a feeling about their actual readiness for something. One of the most important parts of teaching kids about money is to keep it simple but also to realize that, like investing, it is a long-term process. Keeping it simple means no big terms or concepts for them to comprehend. You don't want to do a deep dive on option strategies for making money on the volatility of the Hang Seng stock market!

## **Aid Learning with Visual Examples**

Everyone can envision a bucket—that's why this strategy can be an easy one for your kids and grandkids to grasp. Explain that they should divide their money into four distinct buckets: one for spending, one for saving, one for investing, and one for charity. After they bucketed their monies, you could explain the concept of opportunity cost. In other words, if they choose to spend all their money, they would have none left for the other three buckets. Some kids won't care about that fact at all; however, that could change once they understand the power of compounding.



*Photo by Carolyn Temple, Coastal Image Photography*

One of the best ways to illustrate the concept of compounding comes from how Kevin O'Leary (aka Mr. Wonderful from the TV show Shark Tank) taught his kids about its power. He gave each of his kids a glass piggy bank to store their money. Each night while they slept, he would slip a few extra pennies into each one. When they woke up, they could see that they were making extra money while they slept. Warren Buffett explained the power of compounding as "being at the top of a very large hill with wet snow and starting with a snowball and getting it rolling downhill."

## **Give a Vocab Lesson**

A few terms can help kids' understanding of money. For example, you could say "buying a stock" means that they owned a piece of that company. If that company did well, then generally that stock would do well and make money for them. You could further explain that "investing" some of their monies would be a means of using their money to make more money. Finally, you could touch upon "risk" and "reward," including how they are related. That is, if they invest their money, there is a risk that they may lose money, but taking on that risk is necessary to reap a possible reward of making more money on their stock picks.



## Use Real-Life Stories

Many kids learn best when the concepts are applied in real life, as well as when the learning experience is fun and interesting. Games are a valuable resource for this effort. Virtual stock market games can aid the lesson where each child can choose a company to invest in (without using real money). Help your children make a choice based on their favorite hobbies or interests; it's important to choose companies that they can relate to so that they will be more interested in the results of the game. Also, individual stocks are probably easier for them to get excited about, understand, and track than mutual funds or exchange-traded funds. Throw in the natural sibling rivalry and it becomes game on! Consider using a spreadsheet to track each stock pick's performance. There are apps out there that can do the same (e.g., InvestingNote and Stocks Live).

In addition to this game, occasionally slip in a bit of TV news on the markets with your children or bring them into discussions about specific stocks or companies, as well as reasons why the markets were up or down on a given day. Other teachable moments involve discussing investments in your 401(k) plans and sharing stories about stocks that you bought in years past and how those investments turned out. No, we're not suggesting putting them to bed by regaling them with investing lessons from Warren Buffett!

Once you feel comfortable with your children or grandchildren's level of investing knowledge, it is time for them to invest for real. There are a few ways for kids to do so. One way is to gift them shares of stock. There are companies that will help with this and even send a framed stock certificate to the recipient. Another option is through an app called BusyKid, which allows kids to use their allowance money to purchase shares of stock. An app called Stockpile allows users to purchase fractional shares of stock, which makes it much more feasible to buy some ownership in well-known companies.

## Prepare Your Kids and Grandkids for the Future

Learning usually requires some sort of grade, but this is the kind of learning that is ongoing. It will be a work in progress as you look for opportunities to educate your children and loop them in about market changes and perhaps your own decisions about money. Look at it as a subject that will require many more years of teaching and learning. Ideally, by learning about investing now, your children will be prepared to make better money decisions in the future. Remember that it is never too late, even with adult children or your own personal finances. Sometimes the best decision that can be made is to seek advice and assistance from a financial advisor professional.



Photo by Carolyn Temple, Coastal Image Photography

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**"Ideally, by learning about investing now, your children will be prepared to make better money decisions in the future. Remember that it is never too late, even with adult children or your own personal finances."**

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# Greg Patterson

*Managing Partner*

*Financial Advisor*

Hey everybody! I hope you and your families are healthy and enjoying these warmer spring days. I always look forward to April because it is a time of new beginnings where trees turn green again and the grass gets tall enough to have to mow. Speaking of mowing, I will be doing a lot of that in the coming days and will also be spring cleaning the barn at home. Let me know if you are interested in helping me!

As you may remember from my last update, both of our oldest daughters are now moms, and Melissa and I are proud grandparents. Evan, our oldest grandson, is beginning to crawl and has two small bottom teeth. He is such a happy boy and is growing so big. His cousin Parker is right on his heels and loves to kick his feet when he is on his back. Both boys are smart, good looking, and ready to take on the world (one day), and we are blessed to be a part of their lives.

Another excitement is that both of our sons, Tyler and Austin, have become engaged with weddings on the horizon for next spring. We couldn't be happier for them and this next step in their relationships and think the girls they are marrying will fit just great with our growing family.

It seems like yesterday we were sending them off to college, and now we are turning the page as they begin their own families. So much to celebrate, and we are excited to see what God has planned for their futures!

I recently turned 50 (I know, I only look 30 you tell me), and Melissa surprised me with a trip to Charleston, SC and arranged for all the kids to converge on the party. We had a great time being tourists, eating out, and walking the historic district. It has been many years since we last visited, and it was interesting to see how much renovation has gone on downtown. The market was still the same, and many of our favorite restaurants were just as good as we remembered them. We stayed with our youngest son who purchased his first home there about a year ago. It turned out to be a nice weekend and a great get-together.

**"Whatever you do, work heartily, as for the Lord and not for men, knowing that from the Lord you will receive the inheritance as your reward. You are serving the Lord Christ."**

**Colossians 3:23-24**

*Valle Crucis, NC*



*Asheville, NC*



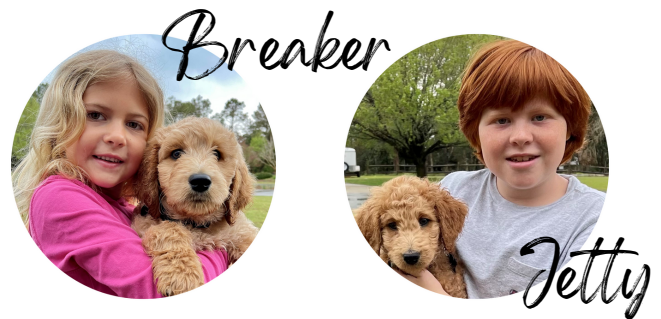
# JA Canady

Partner, CFO  
Financial Advisor

As always, this year has been busy in Canadyland so far! We've had our first experience with gymnastics competitions as Sadie, 8, has had a full season of competing. She's made us proud with her poise and confidence, and in addition to having fun, she has improved her scores each time and brought home a lot of medals. At the last competition of the season in Myrtle Beach, her team finished in first place. Eliza, 5, is following in her big sister's footsteps with gymnastics. She has great work ethic and grit, and she is determined to do everything Sadie can do. Nellie, 5, and Rosa, 5, are enjoying nature school two mornings each week at Camp Albemarle. They've also made friends at their after-school class they attend a couple afternoons per week at the gym. Reese, 9, has been staying busy with school and lacrosse and being a big brother, and he still regularly plays drums at church on Saturday nights and Sunday mornings for worship.

Speaking of church, a highlight for me recently was being ordained as an elder of Life Church. This is an honor but more importantly a calling and responsibility in which I am desiring to honor God. Elizabeth is a great support for me in all that is going on with work, church, and our family; she deserves dual awards as Super-Wife and Super-Mom! And back on the kids, the last two are Jac, 3, and B, 2. Jac has the ability to make anyone smile. As momma's "baby," I just have to be sure he doesn't get spoiled too much. And B is most happy when he's walking around the house half-naked singing a song with a lacrosse stick in his hands. We are still fostering him currently and waiting for next steps in his case.

Finally, this update would not be complete without a Canadyland pet update. For two years, the kids – and Elizabeth – have been begging me for a puppy. Nonstop! I must not have realized how much they had broken me down because over the last few weeks, we have added not one but two Goldendoodle puppies named Jetty and Breaker, a hamster named Lily, a snake named Jared, and a snail named Gary. Why not? What's five more living things to take care of? Go big or go home! So far so good with the puppies. They are extremely cute, and the kids are helping take care of them. Each day is an adventure!



A scripture verse that has stuck with me lately and provided encouragement in the midst of what is sometimes chaos is Psalm 57:2 –

**“I cry out to God Most High, to God who fulfills his purpose for me.”**



Left to right - Nellie (5), Jac (3), Reese (9), Rosa (5), Eliza (5), Sadie (8), B (2)



## Jacksonville, NC



## Tara Gould

*Senior Paraplanner  
Relationship Manager*

This past fall and winter have been a time of adventure and celebration for my family. We have been so blessed to have the time and ability to travel and explore, which is our favorite thing to do. We have eaten Japanese food in beautiful downtown Wilmington, celebrated birthdays in Myrtle Beach, hiked to Grotto Falls in the Great Smoky mountains, and enjoyed great coffee in Gatlinburg.

Our daughter Avrie received her learner's driving permit, and my husband's hair immediately became more gray. She is also enjoying the preparation of her drama class's production that will happen in May. We have loved spending all of the holidays with our family in the Jacksonville area and look forward to the upcoming summer adventures with our three nieces.

At the beginning of the year, I received a promotion to Senior Paraplanner - Relationship Manager and have begun to settle into my new duties. This progress is exactly what I was seeking when joining the team here at Atlantic Wealth, and I am so thankful for the opportunities and trust from colleagues and clients. It is an honor to serve you, and I am excited about our upcoming events and look forward to seeing you there!

# Mackenzie Sherrard

Senior Client Service Associate  
Direct of First Impressions

Hello, everyone! I hope you had a wonderful fall and winter and are enjoying the first few weeks of spring! I continue to be amazed at how fast time flies by. We are quickly approaching two years living here in Morehead City and love it more each day. This was the first true offseason that we've experienced here, and we loved being able to see the Crystal Coast from a local perspective.

We were able to visit family in northern Michigan over Thanksgiving and Kentucky over Christmas. Michael has been traveling for work over the past few months, from Yuma to El Centro to Norway recently, which has allowed me to take a few weekend trips to visit friends and family. It will be nice to have him home for a little while!

I recently completed all of my securities and insurance exams and don't know what to do with this free time now! I've been enjoying CrossFit and learning new movements like rope climbs, double unders, and toes to bar. The workouts have been a great balance between strength training and aerobic conditioning that I have missed from my old soccer days.

We are looking forward to spending time on the boat this summer - hanging out with friends and trying not to get too sunburnt. Michael still has his sights set on being an expert fisherman, so if you have any tips or tricks for a novice, he would be eternally grateful.

It has been such an honor to get to know you all and help you with your account service and questions. I hope you enjoy your summer, and I look forward to seeing you again soon!



*Louisville, KY*





# Kingdom Advisors Conference

February 23 - 25, 2022

Greg and JA attended the annual Kingdom Advisors conference in Orlando, Florida, back in February. They met other advisors across the country who are Christ followers and were able to worship together, share best practices, and be encouraged and taught through speakers and breakout sessions.



They received current economic and market update forecasts from Bob Doll, a leading economist and chief investment officer of Crossmark Global investments, as well as Finny Kuruvilla, M.D., PH.D., and Chief Investment Officer of Eventide Funds. They also had the opportunity to hear from industry thought leader Michael Kitces, leadership guru John Maxwell, and countless others. They are grateful to Ron Blue for co-founding the CKA® organization and helping grow it to what it is today and for Rob West, the current president of Kingdom Advisors.



*Orlando, FL*





### Commonwealth Receives J.D. Power Award

Commonwealth Financial Network® was ranked "#1 in Independent Advisor Satisfaction Among Financial Investment Firms, Eight Times in a Row" in the J.D. Power 2021 Financial Advisor Satisfaction Study. We're honored to partner with a firm that continues to receive such well-deserved recognition year after year! Commonwealth Financial Network® received the highest score in the independent advisor segment of the J.D. Power 2010, 2012, 2013, 2014, 2018, 2019, 2020, and 2021 Financial Advisor Satisfaction Studies of customers' satisfaction among financial advisors.

#### Together, We're Making a Difference

J.D. Power ranks Commonwealth Financial Network® "#1 in Independent Advisor Satisfaction Among Financial Investment Firms, Eight Times in a Row."

Congratulations to our firm partner, Commonwealth, on being recognized for the eighth straight time. This prestigious award is a testament to Commonwealth's commitment to the highest standards of integrity and service. The unwavering support it delivers us ensures that we can continue to make a difference in the lives of our clients, every single day.

Commonwealth received the highest score in the independent advisor segment of the J.D. Power 2010, 2012, 2013, 2014, 2018, 2019, 2020, and 2021 Financial Advisor Satisfaction Studies of customers' satisfaction among financial advisors. Not shown: Commonwealth.



### New Front Steps!

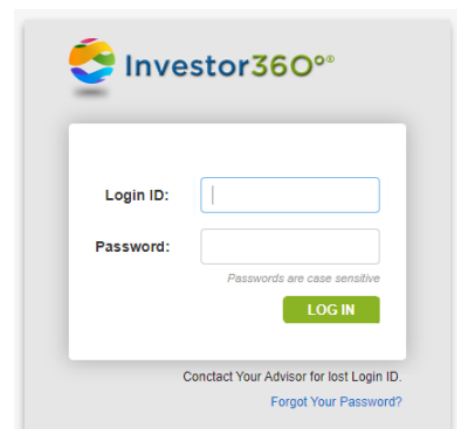
Thank you to Collins Masonry for helping with our front steps project! We look forward to welcoming both existing and future clients up our new steps in 2022!

### Investor360° Multi-Factor Authentication

To create a more secure login process in Investor360°®, multifactor authentication (MFA) is now required for all users (mobile and desktop platforms).

When you log into your account, you will be asked to set up MFA in Investor360° on either a desktop browser or mobile app. A set of instructions will appear on your desktop or mobile device screen to assist you with the setup process.

If you have questions or run into issues, please feel free to call Mackenzie at (252) 515-7800 to walk you through the set up process.





# RECENT EVENTS

## Valentine's Day Ladies Luncheon

February 11, 2022

We were grateful to enjoy a delicious lunch and warm fellowship at Circa 81 in Morehead City honoring our widowed clients and wishing them a Happy Valentine's Day!



## Market Update Webinar

March 28, 2022

Greg, JA, and Tara hosted our 2022 Market Update Webinar to discuss current market volatility and share their forward thoughts and guidance.

If you were unable to attend the live webinar, would like to revisit the presentation, or want to share the video with friends or family, you can view the recorded webinar video on our website under *Events > Webinars*.

## Spring Shred-A-Thon

April 29, 2022

Our annual spring Shred-A-Thon is one of our favorite events of the year! We are glad to serve our clients and local community by providing a secure, on-site resource for depositing of old bills, tax returns, statements, and reports.

Mark your calendars for the end of next April to clean out your old filing cabinet and shred your documents with us!





# UPCOMING EVENTS



## Identity Theft Workshop

Monday, May 16

Join us on Monday, May 16, at 4:00 p.m. for our Identity Theft Workshop held via Zoom. With identity theft on the rise, it is important to learn the methods used by hackers while also learning the best ways to protect yourself. This informative seminar will feature a guest speaker from the NC Attorney General's office and will cover what you need to know about growing scams, cyber-threats, and fraud.

## CPA Workshop

June 29, 2022

We truly value our relationships and partnerships with CPAs in the local area and are excited to host this workshop to provide additional information on Social Security benefits and withdrawal strategies.

We value these professional workshops as they help build connections within the community and help us to communicate how our services can support other firms and assist with questions regarding financial planning and investment management.



## Client Appreciation Event

August 25, 2022

We are excited to be hosting our annual Client Appreciation Event this year! Join us on Thursday, August 25 from 5:00 to 8:00 p.m. at the Crystal Coast Civic Center for an evening of delicious food, music, fellowship, and celebration.

We look forward to seeing you and showing our great appreciation for our valued clients!





## Upcoming Office Closures

Our office will be closed for the following federal holidays:

Monday, May 30 for Memorial Day  
Monday, June 20 for Juneteenth  
Monday, July 4 for Independence Day  
Monday, September 5 for Labor Day  
Thursday, November 24 and  
Friday, November 25 for Thanksgiving  
Friday, December 23, Monday, December 26,  
and Tuesday, December 27 for Christmas

Aside from these hours, Atlantic Wealth Management is open during normal business hours 8:30 a.m. to 5:00 p.m. on Mondays through Fridays except from Memorial Day to Labor Day when we close at 4:00 p.m. on Fridays. We encourage you to contact us any time you need assistance. As always, our team strives to provide the highest level of personal service as quickly as possible.

We are honored to be the advisors you've chosen to help manage your financial life. In our experience, our clients who value the comprehensive services we offer often have a family members or friend who shares those values.

If someone you know could benefit from financial guidance, or a fresh perspective on their retirement, we would be honored to help. We are pleased to offer anyone you refer a no-obligation, complimentary financial review. Your continued trust in us is worth more than we can say. To refer someone, just call our office at (252) 515-7800.



**THE FREEDOM TO LIVE INSPIRED**

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