

## Keep an eye to the horizon

Reacting to market downturns by abandoning your long term strategy can have a significant impact. As the following chart illustrates, had you invested \$10,000 in the securities included in the S&P 500 Index on Jun 01, 2007, your investment would have grown to \$15,817 by Jun 01, 2017 - an average annual total return of 4.69%. In contrast, had you pulled your money out of the market during one of the low points of that 10 year period, you could have missed out on most (or even all) of the investment gains in the S&P during the period. If you missed the market's 10 best days of that period, your 4.69% average annual total return would have decreased to -2.22%. What's more, had you missed the market's 20 best days, your average total return would have decreased to -6.28%.

## Missing the market's best days can be a costly mistake

06/01/2007 - 06/01/2017

Investment Period	Average Annual Total Return	Growth of \$10,000
Fully invested	4.69%	\$15,817
Missing the 5 best days	0.49%	\$10,497
Missing the 10 best days	-2.22%	\$7,993
Missing the 15 best days	-4.34%	\$6,417
Missing the 20 best days	-6.28%	\$5,225

**Past performance is no guarantee of future results.** Performance shown is historical index performance and not illustrative of any specific funds Performance. This is a hypothetical example used for illustrative purposes only. The return figures are based on a hypothetical \$10,000 investment in the S&P 500 Index from Jun 01, 2007 through Jun 01, 2017. The lump sum investment in common stocks would have reflected the same stocks/weightings as represented in the S&P 500 Index. The example does not represent or project the actual performance of any security, or other investment product. The hypothetical figures do not reflect the impact of any commissions, fees or taxes applicable to an actual investment. The S&P 500® Index is an unmanaged, market capitalization-weighted index of 500 widely held U.S. stocks recognized by investors to be representative of the stock market in general. It is provided to represent the investment environment existing for the time period shown. The returns shown do not reflect the actual cost of investing in the instruments that comprise it. You cannot invest in an index. Source: Commodity Systems, Inc. (CSI) via Yahoo Finance.

## Stay the course

When it comes to investing keep in mind risk is part of the equation. You should consider reducing that risk by ensuring your portfolio is diversified at two levels: between and within asset categories. Additionally, a disciplined asset allocation strategy, focused on long-term risk and return tradeoffs that are appropriate based on an investor's investment time horizon and risk tolerance, can help enhance an investor's likelihood of meeting his or her investment goals. However, using diversification/asset allocation as part of your investment strategy neither assures nor guarantees better performance and cannot protect against loss in declining markets. For those with a sufficiently long investment horizon, and a tolerance for market risk, riding out the storm may pay off. The chart on the next page shows how one dollar invested in the S&P 500 Index in June of 1976 and left alone until June of 2016 (an expanse of time that witnessed the financial panic of 1987, the September 11 terrorist attack in 2001, and the financial crisis of 2008) would have grown to \$21.28\* during those years. This illustrates historically the potential of remaining in the market for the long term.

\* Only includes market growth; does not take inflation into account.



**Stay calm in the face of an emergency. That is the rule of thumb in pretty much every situation in life, and it applies just as well to retirement planning in a stormy economy. The first reaction of many in these circumstances may be to jump ship. In response to the turbulent waters of today's financial markets, many investors consider or take the path of selling their assets that have experienced losses and taking refuge in safer assets such as government bonds or other investments with strong guarantees.**



## Don't go overboard

As tempting as it might seem to reach into your retirement savings to get through these challenging times, the drawbacks outweigh the benefits. Hardship withdrawals and loans against your retirement savings account are some of the choices you may have, but you should understand the long term effects of these short term solutions. Hardship withdrawals can only be taken under certain circumstances, incur tax liability and often require fees. With a loan, you take a portion of your retirement money out of your account for some period of time, and thus miss out on the potential return on the amount borrowed. Loans also may impact your withdrawal value and limit participation in future growth potential. Plus, if you default on repayment, the money will be treated as a distribution, subject to income tax and possibly an IRS 10% premature distribution penalty tax.

S&P 500 Index Growth of \$1 Including Reinvestment of Dividends

(6/1/1977 - 6/1/2017)



This chart is for illustration purposes only and represents a hypothetical investment in the S&P 500® Index. Such a performance does not represent the performance of any particular fund. Index performance assumes reinvestment of all income. The S&P 500 is an unmanaged capitalization weighted index of 500 stocks designed to measure performance on the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries. An investor cannot directly invest in an index. However, this index accurately reflects the historical performance of the represented assets. Investing involves risks of fluctuating prices and the uncertainties of rates of return and yield inherent in investment. Source: Commodity Systems, Inc. (CSI) via Yahoo Finance. \*Only includes market growth.

## Stay in Touch

Our newsletter, entitled Market Insights, provides relevant information regarding current economic conditions, how they immediately impact markets, and general information on our firm's investment strategies. If you would like to receive Market Insights, please let us know at: [clientservices@acumenwealth.com](mailto:clientservices@acumenwealth.com).

For the latest news, commentary, and analysis of the financial world, we encourage you to visit our website at [www.acumenwealth.com](http://www.acumenwealth.com) and find us at:

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