Ellenbecker Investment Group, Inc.

In Touch

Your Guide to Lifetime Planning

3rd Quarter 2005

LEAVING A *Legacy*

Karen J. Ellenbecker, President
ELLENBECKER INVESTMENT GROUP, INC.

If you want to improve your golf swing, go to the driving range. If you want to watch a spectacular sunset, head for the beach. But, if you want to change lives forever, share your life, mentor those around you. When you do this you will change the lives of your children, grandchildren and the lives of future generations. What most of us want for our children is a life of security, choices and freedom. Wealth is a double-edged sword. Its unique challenges can be mastered, but when they are not handled well the damage can be devastating. And no one pays a greater price than our children and grandchildren. You may be in the position to pass wealth on to your children and are concerned what the impact will be or you may be on the sidelines watching your children make poor lifestyle choices. Either way I believe this information will help guide you in understanding some of the challenges our children are facing today.

Consider the significant advantages our children have over their parents and grandparents. Opportunities exist today that would have been difficult to comprehend only a decade earlier. These advantages, however, will not compensate for a lack of planning and knowledge. Although our children seem to spend a lot of money, that doesn't mean they know much about it. What they need is someone who embraces and can articulate the values of hard work, careful planning, living within their means and charitable giving.

"Do not teach your children, for they will not understand. Rather, show them how you live and they will follow you."

Jacqueline Watts

Discussing finances is clearly one of the most difficult challenges facing a relationship. In fact, finance is considered a real "hot potato" to deal with. Statistics tell us one-third of all married couples consider money their number one item of contention. To sit down at the kitchen table and have a frank, non-confrontational conversation about the family finances is not an easy task. The challenge is that we all bring our own financial baggage to the table. I was recently invited to a bridal shower and my friend's daughter was discussing the prenuptial classes she and her fiancé had just finished attending. I asked if financial issues were addressed in any of their sessions. Her answer was no. There are no financial prenuptial classes required or even offered for couples but I wish there were. My friend's daughter received several cookbooks and a treasure chest of items for their new home including my gift of *"Money and Marriage"* by Steven Pybrum. For those that haven't yet decided to get married Sheryl Garrett's book, *"Money Without Matrimony"* is a great resource book.

Once someone learns to handle money competently, they can get on with their lives. By that I mean, when you have learned to spend less than you make, you have learned to live competently with your money. We live in a society that insists on instant gratification. Having the confidence and inner strength to resist the temptation to live beyond one's means is about putting your priorities in the right place. When your priorities are in order you will reap benefits far greater than financial success - you'll achieve **life** success.

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LEAVING A *Legacy*

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What do I see?

First let's go back to what I remember. I grew up in a very traditional family. My mom was a stay-at-home mom and my father worked outside of the house. My mother went grocery shopping once a week. We had home cooked meals at exactly 5:30 each night and in the evening we were all home together. Our neighborhood was a source of friendship and social gatherings. Money was rarely discussed and considered very private. I had very little need for money and very few places to spend it. My parents paid cash for everything they purchased other than their house. Going to the bank was a special occasion. I don't remember pressure from TV advertisements. Looking back, my parents spent a lot of time with us.

Today it is entirely different. Often there are two working parents, neither cooks, sews or stays home much. After-school activities send families in different directions most evenings and weekends, children carry money every day and we all shop. Banking isn't done in a bank anymore. Money comes out of machines; we write checks, pay with plastic and rarely use cash. We are bombarded with advertising-driven consumption everywhere. In the end, we are all required to manage money every day. The one thing that has remained the same...very few families talk about money.

When I think about my parents today, I see them having a very comfortable retirement. They know, down to the penny, how much income they have each month and the associated tax liability. When their costs go up they cut back and re-work their budget and they consider their savings, savings. They pay off their credit card each month and still manage to save money from their Social Security. In retirement their net worth continues to grow, without compromising their lifestyle.

So how will the difference between "then" and "now" affect our children's retirement?

When our parents, the "Greatest Generation," went back to work after World War II, many of them did so with the expectation that they would earn retirement benefits over time. Years of paying into the Social Security Trust Fund would guarantee them retirement benefits from the federal government and years of service to a company would earn them vested rights to their pensions. And that is pretty much what happened. Like my Dad, many of our parents spent their entire career with one company. At the same time, they were raising us, and true to the "American Dream," they raised us to have better lives. We all want to believe in the "American Dream" but we find ourselves trapped in the assumption that more is always better.

Where are we today?

Corporations gradually realized that employee benefits, including pension plans, were not enough to retain employees for their entire careers. Starting in the mid 1980s the responsibility for funding our retirement began shifting from the government and corporate sector to us. Many of our kids will have several jobs during their lifetime and some will experience different careers making it almost impossible to be vested in any one retirement plan long enough to reap the benefits. The Pension Benefit Guaranty Corp. which insures private sector pensions states that the number of covered plans has dropped from a high of 112,000 in 1985 to fewer than 30,000 today. For many, the concept of receiving a meaningful pension stream in retirement will be unrealistic and unattainable. The proposal to privatize Social Security is just the next step in putting more responsibility on the employee to secure their own retirement. Putting more responsibility on inexperienced individuals to save for retirement negates the purpose of these governmental programs.

What will the impact be?

Our parents never saw the money behind their pension cash flow. For example, an annual cash flow of $60,000 a year or $5,000 a month requires principal roughly equivalent to $1,200,000. Because our parents never saw the principal, they never felt rich so they tended to be frugal. This generation, however, feels like they are millionaires, live like millionaires, own big houses, drive fancy cars, vacation and have their kids in every extra curricular activity they can. They tend to spend everything they earn and save exclusively in their tax-deferred retirement accounts without knowing what their tax liability will be when they start taking distributions. They have large mortgages and often substantial credit card debt. If they are in the 28% federal tax bracket and 6% state tax bracket, the same $60,000 a year income or $5,000 a month cash flow taken solely from a tax-deferred retirement account would require an additional withdrawal of $20,400 or a total of $80,400 annually to make up for the federal and state taxes. They will pay more or less tax depending on their individual tax bracket. The cold hard fact is...our kids will have to save enough money so they have adequate principal set aside to generate their annual income stream. With life expectancy reaching into the 90s, "retirement" can be a very long time.

What do I see parents wanting for their kids?

They want them to have a solid sense of self-worth; to feel financially astute and responsible; and to grow up wise in the ways of the world. Yet with all the wealth and privilege, are we really happier, are we comfortable with the effects of our financial success on our kids? Are our children, who seem to have everything, really happy and building positive values and self-esteem? Do they have a healthy appreciation for money and possessions? Are they willing to work hard to earn them? Have they developed a strong work ethic and a sense of personal integrity? Do they handle money responsibly and can they stand on their own two feet economically? Are they passing good fiscal attitudes to their children? These are questions you can explore with your children and grandchildren. It's not about prying into their business, it's about creating a safe space to start up a conversation that could potentially change your life and their life forever. Keep in mind...

"A journey of a thousand steps begins with a single step." (LAO-TZU)

Enjoy your summer! Karen

TIPS FOR PARENTS *of High School Graduates*

Jeffrey S. Syslack
Wealth Management
ELLENBECKER INVESTMENT GROUP, INC.

(Ellenbecker Investment Group, Inc. is pleased to introduce Jeffrey S. Syslack as a member of our investment team. Please check our website at www.ellenbecker.com for more information.)

Anna is 18 and just graduated from high school. She is planning on going to college in the fall. If you have older children, you probably know the ropes, but if this is the first child who is leaving home, take some time to consider the following points.

How will she manage her (your) money and debt, especially when credit card companies will bombard her with offers? First, advise her to stick to a budget and use credit cards wisely. Remember that credit cards have finance charges, annual fees, cash advance fees and late payment fees. Consider using a debit card which is tied to her checking account. Money will be deducted from her checking account balance, so she can't spend more than she actually has. Or, use a prepaid card like a gift card. For example, you can load $500 onto the card which puts a cap on spending and limits her liability. Remember to understand the fees and rules before using credit, debit, ATM and prepaid cards. Talk to your banker to determine if banking services can be established before school starts.

Look at your health insurance coverage, particularly if Anna is going out of state. Will your physician and hospital networks cover her? What does the school offer for medical, dental and other needs? Do student fees cover office visits for routine medical consultation? Will your student have to come home if a primary physician refers her to a specialist? Generally your insurance will cover your college student until a certain age, 24 or 26 for example, provided she is a full-time student. If your child decides to drop out of college after one year, she may have to get her own individual policy. Find out what the age and full-time definitions are under your coverage.

When you think of health, remember that Anna at 18 has privacy rights with respect to her healthcare information. HIPAA has entered our lives. "HIPAA" is shorthand for the Health Insurance Portability and Accountability Act of 1996. While HIPAA covers many subjects, the primary focus here is privacy. It was designed to safeguard against concerns that health information could be improperly disclosed. Have an attorney create a healthcare power of attorney (POA) and a separate document authorizing a designated agent (you) or other trusted personal representative to have access to protected health information. If you do not have a healthcare POA, you should consider obtaining one for each adult in your family. The cost of a POA is minimal—generally $50.00 each.

Two other insurance coverage opportunities should be considered: automobile and homeowners. In the case of auto, determine if a student discount is available for good grades. In many cases, it is available at age 16 if a grade of B or better is attained. Ask your agent if you are getting the "good student discount" and what do you have to do to get it. Both male and female students are eligible for the discount. Don't be surprised if you find that the discount is larger for male students. All of the coverage for auto insurance normally remains the same regardless of college status. Your student child may drive one of your family cars away at college during the school year and remain covered. You may also want to discuss the coverage and the risks you will face if your student driver allows others to drive your car. Whenever Anna allows her boyfriend to drive your car, she is extending your insurance protection to him. You should contact your insurer when Anna establishes a permanent address away from your home because she is no longer eligible to be covered by your policy. Whenever in doubt, call your agent.

Homeowners insurance usually covers personal property for a student without regard to age or part-time/full-time status. Usually the coverage for the student is a percentage of whatever the parent's coverage is on their personal possessions. For example, if the family residence is covered for $200,000 and personal property is insured for $150,000, the student will be covered for 10% of $150,000 or $15,000. The same coverage for Anna's personal property at home will be available for her property taken to college. The full liability coverage provided to you under your homeowner's policy is also extended to your child while she is away at college. Keep in mind that the most frequent items stolen at college are computers, stereos, and bikes. Normally a student living in a dormitory or university owned housing returns home for the summer or may remain at school to work a summer job. Like auto insurance, the determining factor is whether your child maintains your address as a permanent address. If your student lives off campus and rents an apartment, condo or home year-round and lists it as a permanent address, your student will need to purchase a separate renter's policy which will also provide liability protection. The same is true if your child decides to establish residency in another state to enjoy in-state tuition rates at her school.

Always feel free to call us at Ellenbecker Investment Group, Inc. for consultation on these important family issues.

THOUGHTS ON *Kids and Money*

Excerpts from Ellenbecker Investment Group, Inc. employees and their relatives

"The one thing that we try to teach the girls is to save a portion of the money that they make. We suggest they put one third of any money they earn for babysitting, cleaning, etc. into their savings account. I guess that's what Mom and Dad taught us as well, not to spend everything. It's fun to watch the girls when they are shopping with their money. They wait for things to go on sale and also look for coupons."
Barb Berg, mother of two girls

"I have tried to teach my children that just because you have money doesn't mean you have to spend it. You have to work to get money and you can make more money by saving it."
Carol Altschwager, mother of three boys

"Money doesn't grow on trees. There is no such thing as free."
Michael Altschwager, age 13.

"I've learned not to pay with credit cards and not to have too much debt. I am paying off what debt I have and have set a budget for what I can spend. I only pay with cash and if I don't have it, I don't buy it."
Tina de Werff

"As much as I have tried to teach my kids about money, Joe still thinks I can go to the 'money machine' or use the checks in my purse for his toys and games!"
Julie Ellenbecker-Lipsky

"I remember watching my mother balance the checkbook to the penny. I do the same but I do it on the computer with Quicken. It's a great way to keep track of what we spend and save."
Diane Byrne

"As children my sister, brother, and I learned quickly about the value of the dollar. My parents had a "chore chart" which was posted on the refrigerator. Every chore had a different value. Doing the dishes was worth 75 cents, clearing the table after a meal was 10 cents, you get the picture. Every other Saturday my parents would add up the value of our work. They would pay us what we worked for, nothing more, nothing less. Needless to say we worked."
Carolyn Knickerbocker

"After watching my older sister beg for the keys to the car, my parents put the smack down. 'If you want to be able to take the car out whenever you want, you either have to ask and not argue with the answer or buy your own car.' From the day I heard my parents say those words I knew they meant business. So at the age of fourteen and a half I started working at the local Pharmacy. My financial plan was to save half of every paycheck. It was hard and some weeks I spent more than I should have. But when the day came, I got my license and my first car. I had saved about $1,700 and I spent it all on my 1985 Toyota Camry. Paid in cash; even for the tax, title and license."
Carolyn Knickerbocker

"Living by the UW-Milwaukee campus is very expensive. Even though I worked 20-40 hours a week while I was a full-time student, my parents understood that it was difficult to pay rent, utilities, car insurance, buy food and art supplies. Every month my parents paid a portion of my rent. I was responsible to pay for everything else. My parents raised me to work hard, be responsible and not take what I had for granted. They appreciated my dedication and rewarded me for it."
Carolyn Knickerbocker

Quotes from parents that will always be remembered:

- "We just simply can't afford it!"
- "It is easier to save and have money, than to spend and have none."
- "You will either pay now or pay later... but you will definitely pay someday."
- "It's easier to have good credit than it is to get out of bad credit."
- "10% goes to the church and half goes into savings."
- "You must utilize what you have. If you don't like it, be creative with what you've got."
- "Bills cannot pay themselves."
- "Your boss rewards you with money, God rewards you with love."
- "If you really want it you will have to save for it."
- "Credit cards will only get you into trouble."
- "Credit cards are like fake money."
- "You should never spend what you do not have!"
- "The only way to get rich is to spend less than you make; or win the lottery."

KIDDIE
Tax

Janice Dusold CPA, MPA
FREYBERG HINKLE ASHLAND POWERS & STOWELL, s.c.
Certified Public Accountants

I thought it may be a good idea to review some of the benefits of tax-planning for the Kiddie Tax. Tax-planning techniques put aside in the early '90s when the difference between the highest and lowest income tax rates was narrow deserve a fresh look. The current 25 percentage point (or 350 percent) variation in rates means that the benefits in shifting income from someone in the highest bracket (35 percent) to someone in the lowest bracket (10 percent) just cannot be ignored.

To take one example, shifting income to a child even when the so-called kiddie tax applies may now be a more attractive option. The kiddie tax took away a major benefit of shifting large amounts of income to children by taxing the child's unearned income at the parents' higher rate. However, tax-saving opportunities remain primarily because the tax only applies to children under 14 at the close of the tax year and does not reach all income.

The age cap on the kiddie tax allows you to plan in several ways. *First*, provided there is no dramatic reversal to a flat tax, you can expect the income on the property transferred to eventually be taxed at a lower rate than if you kept it. Also, even if the immediate income tax advantage is small you can take full advantage of an annual gift tax-free giving program knowing the income will be taxed at the child's rate once the child is 14. *Second*, you can transfer property that will produce the most income only starting after the year in which the child reaches 13. This may be accomplished, for example, if you follow special rules concerning U.S. Series EE savings bonds, under which interest income can be deferred until redemption or maturity. You can also transfer property that has built-in or expected appreciation. The idea here is that the property would not be sold until the gain would be taxed at the child's rate.

You can also get a modest savings because the first $800 (for 2005, as adjusted for inflation) based on the standard deduction for a dependent is usually tax-free and the next $800 is taxed at the 10 percent rate. This can add to hundreds of dollars of tax savings. Also, the $1,600 (in 2005) tax-advantaged amount means that parents/grandparents can transfer a significant amount of income-producing assets.

Transferring capital assets to children also makes sense as a long-term investment, or even as a relatively short-term holding if a child is nearing age 14. Securities and other capital assets can be transferred annually to a child with no gift tax consequences if fair market value is not greater than $22,000 ($11,000 if a split-gift with a spouse is not made). Appreciation is not taxed until the assets are sold. If they are sold after the year in which the child reaches 13, the capital gain is taxed under the unmarried single tax bracket category. Because recent tax legislation reduced the long-term capital gain rate for assets held for more than 12 months (including the donor's holding period), that long-term capital gain can be taxed as low as 5 percent when total taxable income for any given year does not exceed the 15 percent income tax bracket ($29,700 for Single filers in 2005), and a low 15 percent on the balance.

One more thing: since the kiddie tax applies only to unearned income, parents who run their own business can effect modest savings if their child can legitimately be hired to work in the business, thereby taking advantage of the child's standard deduction, which has been increased by $250 for employed dependents ever since the '97 Act. That law also increased and indexed for inflation the alternative minimum tax exemption amount of children under age 14.

Of course, careful planning and attention to detail are necessary, not only to achieve the intended tax consequences but also to ensure that any action fits in with your overall financial and family goals. Please do not hesitate to call Ellenbecker Investment Group, Inc. if you would like to explore in greater detail any of the tax-saving ideas touched upon here or if you are interested in finding out about using trusts or the Uniform Gifts To Minors Act or Section 529 plans to your advantage.

Note: SII does not provide tax advice. Please consult your tax advisor regarding your own personal situation. Freyberg Hinkle Ashland Powers & Stowell, s.c. and SII Investments, Inc. are separate companies.

CHILDREN
Leaving Home

Nancy M. Bonniwell
Attorney at Law
WEISS BERZOWSKI BRADY LLP

As our children pass to adulthood we are proud to see them gain independence and head off to college, yet we still have strong feelings of protection over them. At this time in their lives it is comforting to know that they still need us and depend on us for protection and guidance.

Health Care:
As our young adult children head out on their own there are several things to keep in mind and steps to take to make sure that the parents or another adult loved one may continue to help them. The biggest area of concern by far is health care. Each adult child who leaves home for college or other endeavor should have a power of attorney for health care. By signing the power of attorney for health care, the child appoints an agent, presumably his or her parents or other responsible adult, to make health care decisions for him if he is unable to make those health care decisions for himself due to illness or accident. By having a power of attorney for health care in place, the appointed agent will also have access to medical information and be able to talk to emergency room physicians and other health care providers in the event of an accident or illness if he is in need of assistance.

When signing the power of attorney for health care, the federal privacy laws ("HIPAA") should be taken into account. The effects of HIPAA and suggestions with respect to navigating the HIPAA requirements and restrictions are discussed in other parts of this newsletter.

Responsibilities as an Adult:
Although our young adult children still depend on us and we continue to support them, the rest of the world may deal with our children as independent persons. As adults, our children have the legal capacity to enter into contracts. Those contracts may include apartment leases, contracts to purchase consumer goods, and credit cards. Our children are responsible for what they sign, and may be responsible for others who co-sign with them.

Particular thought should be given to co-signing apartment leases with fellow students. Normally the leases make each tenant joint and severally liable for the entire rent due. That means that if one student fails to pay rent, the other students are responsible for the entire amount of rent. This could lead to onerous financial consequences that were not contemplated when the lease was signed. That does not mean, however, that a child should never sign a lease with a friend or fellow student. It does mean that the terms of the lease or other contracts should be read carefully and understood before signing. It also means that the child should think carefully about whom he selects to be his roommate.

Young Adults Do Not Have All the Rights:
Even though 18 and 19-year old children are legal adults, they still do not have the right to purchase or consume alcoholic beverages. Young adults must be aware of the consequence of being caught if they violate the law. Such consequences can lead to a misdemeanor citation or more serious charges against them, depending on the infraction. Also keep in mind that any violation of the law, such as arrest for possession or use of illegal drugs, will be a part of their permanent record. Although our children probably already know these things, a final reminder before they leave home may be in order.

MARKET OUTLOOK
3rd Quarter 2005

Terence Pavlic, CFA
President
PAVLIC INVESTMENTS, INC.

Stock prices have rallied nicely in the 2nd quarter, 2005 but remain close to unchanged for the year. The rally was led by a disparate group: health care, technology and utilities. Given the cautious mindset of many at the beginning of the quarter, it was no surprise that health care stocks rallied. This beaten-down group of pharmaceutical, HMO, hospital and medical device companies is less sensitive to the economy than many others and historically has provided a refuge in times of uncertainty. This is also true for utilities. They are slow-growing, usually stable and pay dividends. These two groups often perform well when the stock market is trending sideways or falling.

But it is harder to explain the performance of technology stocks because they are not viewed as safe-havens. On the one hand, technology as a group grows faster than the overall economy because the products they produce tend to enhance productivity, improve efficiency and simply make life better and easier. But, there is also a cyclical component to sales. They grow faster when the economy is expanding and slower when the economy wanes. At the beginning of the quarter, investors feared a slow down and so it is odd that they would then buy technology stocks along with health care and utilities.

There are no major themes or trends driving the entire market. It is rife with cross-currents, so to manage through successfully requires a willingness to be a bit eclectic. The fed has been raising rates, aggressively, for a year. Economic growth is slowing and with a bubble building in real estate, we think they will want to avoid pushing rates much higher at this time. So, within a few months, we expect they will stop raising interest rates and simply observe for a few months, like they did in 1994. Investors may be anticipating this now and, like 1994, stocks are starting to rally before the final bump in interest rates.

Growth stocks, including health care and technology, have lagged value stocks for five years. The performance of these two groups is cyclical and often driven by changes in interest rates. Since growth stocks are considered to be higher quality and less sensitive to the economy and are now comparatively inexpensive, it is reasonable to assume that they may begin to outperform value stocks. The timing and conditions for this transition seem right, so, we have been shifting more money into these areas.

Finally, utilities, for years, had been viewed as a place to invest for income but not growth. They paid high dividends but grew only 2-3% per year. However, a couple of changes have caused investors to re-think their viewpoint on utilities. First, the tax rate on dividends dropped significantly a few years ago. Secondly, with interest rates on bonds so low, the dividend yield on many utility stocks looks quite attractive. Third, as our homes use more and more technology, our demand for electricity also grows. And, finally, since this is a regulated industry, increases in costs for fuel can be passed through to customers. This means that profit margins are less susceptible to changing oil and natural gas prices than in other industries. As a result, utilities have been rallying for several quarters and we expect them to keep pace with the overall market going forward.

For the remainder of the year, we expect the stock market to earn a positive return. Within our sectors, we are cautious toward banks and consumer-related sectors like retail and autos. Because of the current level of interest rates, bank profit margins will be squeezed and high gasoline prices seem to have sapped the consumer. On the other hand, we think it makes sense to emphasize growth stocks and dividend-paying stocks in our portfolios. We expect health-care and consumer staples to perform well along with selected technology and some utilities.

Note: Pavlic Investments, Inc., Ellenbecker Investment Group, Inc. and SII Investments, Inc. are separate companies.

THE U.S. *Fixed Income Market*

Michael J. Steppe, CFA
Partner, Brookfield Investment Partners, LLC

The U.S. economy continues to expand in the 3.0% to 3.25% range[1]. The underlying fundamentals of expansionary fiscal and monetary policy, along with a weak dollar, are boosting the capital spending, government and export sectors of the economy. The U.S. consumer sector, however, is not expanding as fast as these other sectors even though modest pay increases and rising home values are contributing to reasonable consumer fundamentals.

While U.S. economic growth has remained consistent, the swings in fixed income investor sentiment have been wide. At several points during the last six months, investors perceived economic growth as heading towards 5% and at other points, these same investors began to anticipate an on-coming recession. The strong reports on economic activity, combined with weak employment growth in this economic cycle, have created this dual image. These swings between optimism and pessimism on the economic front will likely continue as the Federal Reserve pushes up short-term interest rates. Expect volatility in the fixed income markets to remain high.

Overall, U.S. interest rates are expected to gradually drift slightly higher with a flattening yield curve. Brookfield Investment Partners believes that interest rates will likely rise more than expected. The current momentum in the economy and the new incentives in the auto industry have the potential to surprise market participants with better than expected growth. This will translate into pressure for higher intermediate and long-term interest rates.

Inflation expectations remain modest. Despite oil prices exceeding $60 a barrel, the consumer price index (CPI) is anticipated to come in around 3.0% for the year 2005[2]. If the U.S. economy remains strong, inflationary pressures will probably more realistically be in the 3.3% to 3.6% range for the year[3]. It is, however, unlikely that, with the strong global competition, inflation could experience a strong upward spiral and eventually jump out of control. The Federal Reserve is guarding against a buildup in these inflation expectations by pushing up short-term interest rates. Overnight interest rates have increased from 1% last June to 3.0% this month[4]. At year end, overnight rates may be tracking in the 4.0% range[5].

[1] GDP – Bureau of Economic Analysis [2] Brookfield Investment Partners forecast based on historical CPI information and the Bureau of labor statistics. [3] Brookfield Investment Partners forecast based on historical CPI information and the Bureau of labor statistics. [4] US Treasury [5] Brookfield Investment Partners forecast based on Federal Reserve H-15 statement data

Note: Brookfield Investment Partners, LLC, Ellenbecker Investment Group, Inc. and SII Investments, Inc. are separate companies. This information is provided strictly as a courtesy and does not constitute an endorsement by SII Investments, Inc. The opinions being expressed are solely of the author and may or may not be representative of our opinion.

IT'S NOT JUST *a fashion statement!*

Carolyn Knickerbocker

Julie Ellenbecker-Lipsky

This spring Julie Ellenbecker-Lipsky and Carolyn Knickerbocker donated eleven-inch ponytails, which will be used to make a hairpiece for one of the thousands of children suffering from hair loss. Loving their long hair but dreading hot summer days, Julie and Carolyn decided that if they were going to cut their hair it would have to be for a good cause. Their influence came from Carolyn's mother who generously donated fourteen inches to the *Locks of Love* organization a few years ago.

The *Locks of Love* organization provides hairpieces to children who suffer from long and short-term hair loss. Children are provided a hairpiece based on the financial need of those responsible for the children. *Locks of Love* provides hairpieces to children 18 years and younger in the US and Canada regardless of race, creed, or religion. If you are interested in finding out more about the *Locks of Love* organization you can visit their website at www.locksoflove.org.