



## The Reopening

I have come to understand the term Grand Reopening to mean so many things. Remodeling, new ownership, new concept. What we have not previously associated with the term reopening is someone hitting the play button after 10 weeks on pause. As I have said, we at Lantz Financial have continued to work from home, and it has been business as usual (whatever that means) albeit not in ideal conditions. As of June 1<sup>st</sup> we will be returning to the office and some semblance of normal. We will be incorporating the CDC guidelines, as well as following the state of Illinois Restore Illinois Plan Phase 3 Office Guidelines. To start we may stagger our hours and days as well as maintain social distancing to protect our clients and our employees. As things are constantly changing, we have yet to determine the specifics, but we will continue to follow guidance from state and local governments. We ask that any in person office visits be scheduled ahead of time, and, for those that prefer, we will continue to use video conference platforms to meet with you and do our educational events.

As the market has recovered and the world has taken a collective timeout and stabilized a bit, we did spend some time reviewing any opportunities for tax planning and taking advantage of any tax losses that can be used against gains. We are starting to conduct meetings and reviews via the web to go over projections and spending rates for clients. This is something that should be reviewed, especially at a time like this, and it is something we can all control. When we run projections, we test for market events like we have just witnessed. Admittedly we do not always test for them happening in a matter of weeks, but I have been discussing how corrections of around 5%, 10%, or 15% are not out of the ordinary. That is why we spend time on what we can control, which is focusing on your income plans.

I run across many publications and research that I think is worth reviewing. I am attaching a link to something on market recoveries that I think you will find useful.

<https://www.capitalgroup.com/advisor/insights/articles/guide-market-recoveries.html>

We greatly appreciate your trust. These types of market events are never fun but as I previously stated we are here for you. We will do our best to take care of your needs and those of your family. As I continue to say and believe, this too shall pass.

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