

#### TRADING THE TALENTS

2. Evaluating Investment Options

1

#### INVESTMENT SCORECARD

- **☑** Easy to Understand?
- **M** Can It Beat Inflation?
- ☐ Is It Low Cost?
- ☐ Is It Diversified?
- ☐ Is It Non-Speculative?

- □ How Much Time to Manage?
- Acceptable Risk?
- ☐ Liquidity?
- ☐ Complete Moral Clarity?

9 POINTS TOTAL

#### USING THE SCORECARD

- The scorecard is a guideline to help evaluate investment types. Some ratings may be subjective.
- Higher scoring investments should be given priority in our portfolios.
- However, lower scoring investments can still be valuable for diversification purposes.

3

## TYPES OF SHORT-TERM SAVINGS

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- Savings Accounts/Money Market
- Certificate of Deposit
- Bonds/TIPS/Bond Funds
- SDA Union Revolving Funds

5

#### SAVINGS SCORECARD

- Easy to Understand?
- Can It Beat Inflation?
- ✓ Is It Low Cost?
  - ✓ Is It Diversified?
  - ☑ Is It Non-Speculative?

- How Much Time to Manage?
- **X** ✓ Liquidity?
- X ☑ Complete Moral Clarity?

5-8 POINTS

#### LONG-TERM INVESTMENTS

7

FINANCIAL ADVISORS

#### FINANCIAL ADVISORS

- Salesmen vs. Fiduciaries
- CFP: Certified Financial Planner
- Follow the money! (Flat fee, percent of assets, commissions, etc?)
- Doctors are prime targets
- No one will ever care as much about your money than you (unless they want part of it for themselves).

9

#### FINANCIAL ADVISOR SPECTRUM

#### FINANCIAL PLANNER

interests first. Provides you with comprehensive planning, whether it be retirement, insurance, cosh flow management, education, estate or tax Generally works for a flat fee, percentage of assets managed, or insurance commissions Refers you to professionals with more knowledge in financial areas, in which he does not specialize. Does not pick stocks, actively trade, push you into high fee funds, or sell you unnecessary life insurance products for high commissions.

#### FEE-ONLY PASSIVE MANAGEMENT

Acts as a fiduciary, always putting your interests first. Provides you with investment advice for a flat fee or percentage of assets managed. Sticks to the strategic asset allocation that best suits your needs and risk tolerance until something in your life changes, not the markets. Uses low cost funds as investments. Provides limited or no planning.

#### FEE-ONLY ACTIVE MANAGEMENT THROUGH FUNDS

May or may not be a fiduciary. Provides you with investment advice for a flat fee or percentage of assets managed. Sticks to the strategic asset allocation that best suits your needs and risk tolerance until something in your life changes, not the markets. Uses higher cost mutual fund managers as investments. Provides limited or no planning

#### FEE-ONLY WANNABE HEDGE FUND MANAGER

May or may not be a fiductory.

Claims to be able to time markets or pick great stocks. May beat the market some years and lag others.

Should probably call himself an investment manager rather than an adviser, because this person provides no financial advice.

#### COMMISSION BASED MUTUAL FUND SALESMAN

Is not a fiduciary and works only on commission or mutual fund transaction fees and trails. May also sell life insurance or annuities. Inherently has conflicts of interest because more transactions or higher fee products equals higher any. Provides limited or no planning.

#### COMMISSION BASED WANNABE HEDGE FUND MANAGER

Is not a fiduciary and works only on commission. Has an extremely high incentive to trade your account excessively, since that is the only way this adviser makes money. Does not provide any planning or financial

#### COMMISSION BASED WHOLE LIFE INSURANCE AND ANNUITIES

Is not a flauciary and works only on commissions. Generally sells high fee products that you don't need, since you can get a similar return elsewhere in the market. Does not provide any planning or financial advice.

#### PONZI SCHEMES, CHARITY SCAMS, INVESTMENT FRAUD

If it sounds too good to be true, it's likely one of these

http://www.mymoneyblog.com/full-spectrum-of-financial-advisors.html

#### BUSINESS / PRACTICE

11

#### BUSINESS/PRACTICE SCORECARD

- ☐ Easy to Understand?
- ☐ Can It Beat Inflation?
- ☐ Is It Low Cost?
- 💢 Is It Diversified?
- ☐ Is It Non-Speculative?

- ☐ How Much Time to Manage?
- □ Acceptable Risk?
- ☐ Liquidity?
- □ Complete Moral Clarity?

#### INDIVIDUAL STOCKS

13

#### STOCKS SCORECARD

- **Easy to Understand?**
- ☑ Can It Beat Inflation?
- ✓M Is It Low Cost?
  - ★ Is It Diversified?
  - Is It Non-Speculative?

- Manage?
- Acceptable Risk?
- ☑ Liquidity?

**3-4 POINTS** 

#### ACTIVE MUTUAL FUNDS

15

#### MUTUAL FUNDS SCORECARD

- ☑ Easy to Understand?
- ☑ Can It Beat Inflation?
- Is It Low Cost?
- ✓ Is It Diversified?
- ☑ Is It Non-Speculative?

- ✓ How Much Time to Manage?
- ☑ Liquidity?
- Complete Moral Clarity?

## SOCIALLY RESPONSIBLE INVESTING (SRI) FUNDS

17

#### SRI SCORECARD

- **☑** Easy to Understand?
- ☑ Can It Beat Inflation?
- Is It Low Cost?
- ☑ Is It Diversified?
- ☑ Is It Non-Speculative?

- ✓ How Much Time to Manage?
- ☑ Liquidity?
- Complete Moral Clarity?

#### SRI FUND EXAMPLES

WealthSimple

- Ave Maria Funds (Catholic)
- Halal Funds (Muslim)
- Biblically Responsible vs.
   Socially Responsible

#### **CRBN**

iShares MSCI ACWI Low Carbon Target ETF

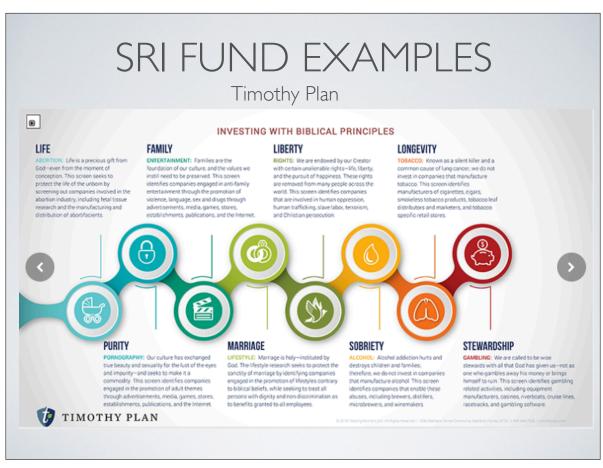
Global stocks with a lower carbon exposure than the broader market

#### SHE

SPDR®\*\* \*\*SSGA Gender Diversity
Index ETF

Companies that achieve greater levels of senior leadership gender diversity

19



#### INDEX (PASSIVE) FUNDS

21

#### INDEX FUNDS SCORECARD

- **☑** Easy to Understand?
- Can It Beat Inflation?
- ☑ Is It Low Cost?
- ✓ Is It Diversified?
- ✓ Is It Non-Speculative?

- ✓ How Much Time to Manage?
- ✓ Acceptable Risk?
- ☑ Liquidity? (ETFs)
- Complete Moral Clarity?

# Vanguard Vanguard Charles SCHWAB Betterment wealthfront

23

## REAL ESTATE

#### REAL ESTATE SCORECARD

- ☑ Easy to Understand?
- Manage?
- Can It Beat Inflation?
- **X** ☑ Acceptable Risk?
- Is It Low Cost?
- ★ Liquidity?
- Is It Diversified?
- ✓ Is It Non-Speculative?
- 4-5 POINTS

25

#### HOMES IN THE COUNTRY

- Fathers and mothers who possess a piece of land and a comfortable home are kings and queens. [AH 141.2]
- Educate our people to get out of the cities into the country, where they can obtain a small piece of land and make a home for themselves and their children. [AH 373.2]

#### HOMES IN THE COUNTRY

• Parents can **secure small homes in the country**, with land for cultivation, where they
can have orchards and where they can raise
vegetables and small fruits to take the place of
flesh meat... **God will help His people to find such homes outside the cities**. [CL
24.3]

27

## REAL ESTATE INVESTMENT TRUST (REIT)

#### REIT SCORECARD

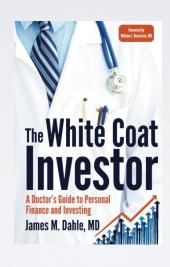
- ☑ Easy to Understand?
- Manage?
- ☑ Can It Beat Inflation?
- **✓** Is It Low Cost?
- ☑ Liquidity?
- ✓ Is It Diversified?
- ✓ば Complete Moral Clarity?
- ✓★ Is It Non-Speculative?

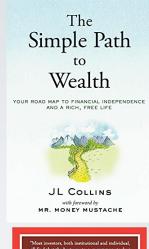
4-8 POINTS

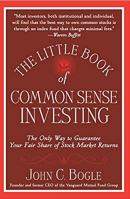
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#### WEBSITES

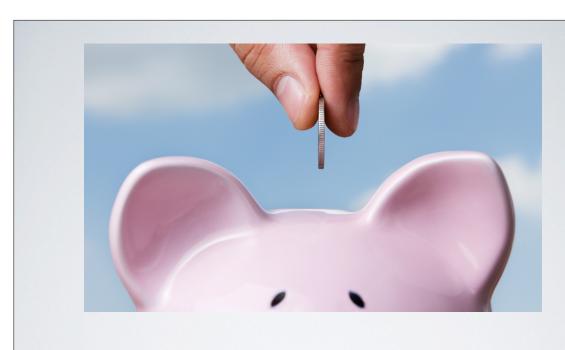
- SavingTheCrumbs.com
- WhiteCoatInvestor.com
- MrMoneyMustache.com
- JLCollinsNH.com



THE WHITE COAT INVESTOR



31



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