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RE: **Newsletter! April 2019**

The worst December since...., the best quarter since..... More inside.....

Here are the stats so far:

Major Stock Indexes

Dow Jones Industrial Average	+11.80%
S&P 500 Index	+13.60%
NASDAQ Composite Index	+16.80%
Dow Jones Global Index	+11.50%
Russell 1000® Growth Index	+16.10%
Russell 1000® Value Index	+11.93%

**(As of
03/29/2019)**

Major Bond Indexes

Barclays Capital Aggregate Bond	+2.94%
Barclays Capital U.S. Government/Credit	+3.26%
Barclays Capital U.S. Corp Bond	+5.14%
Barclays Capital U.S. Corp Bond Intermediate	+3.82%

**(As of
03/29/2019)**

Lipper Fund Indexes

Large-Cap Growth	+16.27%
Large-Cap Value	+11.52%
Small-Cap Growth	+18.36%
Small-Cap Value	+12.42%
International	+10.91%

**(As of
03/29/2019)**

Source: The Wall Street Journal, Franklin Templeton and Barron's

*Inclusion of these indexes is for illustrative purposes only. Keep in mind that individuals cannot invest directly in any index, and index performance does not include transaction costs or other fees, which will affect actual investment performance. Individual investor's results will vary. Past performance does not guarantee future results.

Investments:

Wow, what a roller coaster in 2018! We were up in January, and then down in February. Then we crawled up through the end of September, only to get knocked down again in October. In November, the market started up and then hopes for a positive year disappeared in December as “The Grinch” showed up and took our gains! We had the highest one-day point drop ever and the highest one-day point increase in the same year!

Now, in the first quarter of 2019, we had the best quarter since 2009. What a difference a few months makes!

So, what do we think of it? It’s normal. Yes, normal. Ten years into a bull market you have to expect a correction or two.... We just don’t know in advance when it will start or how long it will last. But it usually ends, and the market goes on.

I spent the last few weeks of December trying to make tax-loss trades before the end of the year. Throw in the Holidays, market turmoil, and lots of headlines, it was a real busy December!

Even with the nice gains of this year, doom and gloom is all over the news. “Inversion,” “China”, “Mexico”, “Earnings”, “Collusion!”

The reality, no collusion, the “inversion” was only in shorter term bonds, so not really a recession leading inversion. China slowed but it is starting to pick up again. We are left with Mexico and Earnings. Earnings are still good, just not great. Good earnings can still propel businesses forward. Mexico is probably the only wild card right now.

We could have some more volatility, due to some surges in the markets, but overall the last few years have not been unreasonable. We could have more time for this bull market to continue.

I don’t know if anyone noticed, but Bitcoin was down about 74% last year. Of course, we still think it is worth zero, “0.” So we would not recommend it.

Investing involves risk and you may incur a profit or loss regardless of strategy selected.

Financial Planning:

The new tax plan was designed to help as many people as possible, but it also caught a few with surprises in withholding. The rates were lowered, but many of us earn interest, dividends, and many of you get social security. For those of you receiving a paycheck or getting a pension check, most likely not enough taxes were withheld after the new tax law was implemented. Talk to your tax advisor about increasing your withholding so you don’t get surprised next year!

Also, you might consider selling old life insurance policies if you no longer need them. There are a few companies that purchase old policies and we may be able

to help you in the search. **We are not licensed to sell or buy insurance policies and do not receive any form of payment from insurance companies or from any vendors. We're just here to help.

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Personal:

Judy and I went to the east coast for a wedding in October. It was a very nice beach venue and we had lots of fun visiting with friends. We had to traverse two hurricanes during our trip, so we were a little on edge, but managed to miss both.

In December, we traveled to Lake Tahoe for another wedding. We haven't been up there in a long time, so it was nice to get some mountain air. Again, we enjoyed seeing some friends and had a wonderful time.

Tori was promoted to "Sous Chef" last summer. We were happy to see her move up. She also had an opportunity to work for Bon Appetit' at Google headquarters. She was very excited, but after the terms, she declined.

Update on our puppy; Fangio is still a little wild. Her new nickname is "Pom-Dingo." Half Pomeranian and half Argentinian Dingo (If there is such a thing.)

To those of you who have referred your family, friends and business associates to our services, we personally and professionally thank you, for your referrals are the best way for our business to grow.

My family and I thank you for your confidence in us. Please call me if you have any questions or concerns.

Warmest regards,



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**Please note that all indices are unmanaged and are not available for direct investment. An investor who purchases an investment product which attempts to mimic the performance of an index will incur expenses that would reduce returns.*

Dow Jones Industrial Average - Often referred to as the Dow, it is the best known and most widely reported indicator of the stock market's performance. The Dow tracks the price changes of 30 significant industrial stocks traded on the New York Stock Exchange.

The **S&P 500** - is an unmanaged index of 500 widely held stocks that's generally considered representative of the U.S. stock market.

The **NASDAQ** - composite is an unmanaged index of securities traded on the NASDAQ system.

The **Dow Jones Global IndexSM** - is a broad yet investable measure of the global stock market. It targets 95% coverage of markets open to foreign investment. The index currently tracks 51 countries, including 25 developed markets and 26 emerging markets.

Russell 1000® Growth Index - The Russell 1000 Growth Index measures the performance of the large-cap growth segment of the U.S. equity universe. It includes those Russell 1000 companies with higher price-to-book ratios and higher forecasted growth values. The Russell 1000 Growth Index is constructed to provide a comprehensive and unbiased barometer for the large-cap growth segment. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect growth characteristics.

Russell 1000® Value Index - The Russell 1000 Value Index measures the performance of the large-cap value segment of the U.S. equity universe. It includes those Russell 1000 companies with lower price-to-book ratios and lower expected growth values. The Russell 1000 Value Index is constructed to provide a comprehensive and unbiased barometer for the large-cap value segment. The Index is completely reconstituted annually to ensure new and growing equities are included and that the represented companies continue to reflect value characteristics.

Barclays Capital US Aggregate - Covers the US investment grade fixed rate bond market and consists of components for government and corporate, mortgage pass through, and asset-backed securities. Must be rated investment grade or higher by at least two of the following: Moody's, S&P, or Fitch, have at least 1 year left to maturity and an outstanding par value of at least \$250 million. Security representation would be those that are SEC-registered, taxable, dollar denominated, non-convertible, and fixed rate.

Barclays Capital US Treasury – Intermediate (Total Return) - The index is market value weighted and measures the performance of public obligations of the U.S. Treasury that have a remaining maturity of greater than or equal to 1 year and less than 10 years and \$250 million or more of outstanding face value. The index has an average maturity of approximately 4 years and is reconstructed monthly. This index reinvests dividends into the index value.

Barclays Capital US Corp Bond – The index covers all publicly issued, fixed rate, nonconvertible, investment grade corporate debt. Issues are rated at least Baa by Moody's Investor Service or BBB by Standard & Poor's.

Barclays Capital US Corp Bond Intermediate – The index covers all publicly issued, fixed rate, nonconvertible, investment grade corporate debt. Issues are rated at least Baa by Moody's Investor Service or BBB by Standard & Poor's with securities in the maturity range (from 1 up to (but not including) 10 years).

Large-Cap Growth Funds – Funds that, by portfolio practice, invest at least 75% of their equity assets in companies with market capitalizations (on a three-year weighted basis) above Lipper's UDSE large-cap floor. Large-cap growth funds typically have an above-average price-to-earnings ratio, price-to-book ratio, and three-year sales-per-share growth value, compared to the S&P 500 Index.

Large-Cap Value Funds – Funds that, by portfolio practice, invest at least 75% of their equity assets in companies with market capitalizations (on a three-year weighted basis) above Lipper's UDSE large-cap floor. Large-cap value funds typically have a below-average price-to-earnings ratio, price-to-book ratio, and three-year sales-per-share growth value, compared to the S&P 500 Index.

Small-Cap Growth Funds – Funds that, by portfolio practice, invest at least 75% of their equity assets in companies with market capitalizations (on a three-year weighted basis) below Lipper's UDSE small-cap ceiling. Small-cap growth funds typically have an above-average price-to-earnings ratio, price-to-book ratio, and three-year sales-per-share growth value, compared to the S&P SmallCap 600 Index.

Small-Cap Value Funds – Funds that, by portfolio practice, invest at least 75% of their equity assets in companies with market capitalizations (on a three-year weighted basis) below Lipper's UDSE small-cap ceiling. Small-cap value funds typically have a below-average price-to-earnings ratio, price-to-book ratio, and three-year sales-per-share growth value, compared to the S&P SmallCap 600 Index.

International Funds – Funds that invest their assets in securities with primary trading markets outside of the United States.