

SIMPLICITY

Setting Goals - Why It's Important. See Page 5



Simplicity...we all need more of it in our lives



This quarter, we at Omega are devoting our newsletter to the theme of "simplicity". It seems fair to say that for most of us, life continues to become more complicated. Nonstop emails, increasing demands at work, complicated family relationships and needs all add to the complexity. And yet, we can make another choice. **We can take**

the time to slow down, get some clarity and intentionally focus our efforts on what is truly most important to us. This time of year we are asking all of our clients what their personal & financial goals are for the year. Do you have any or are you just being pulled along by the demands of life? If so, that often can lead to a year that pulls you many directions and ends up leaving you feeling like you didn't make any true "progress". **Leading an intentional and focused life clears space. Leading an intentional and focused life lends itself to greater and deeper satisfaction.** Relationships that matter are tended to. Health & well-being are support-

ed. An organized home leads to "space of mind" which then frees you for what really inspires your attention. And a deep sense of peace sets in. Thinks it's impossible? **We at Omega believe it's available to everyone who is willing to make a commitment to slow down and intentionally set goals and stay focused on them. You don't need to go it alone- we can be, and are, "thinking partners" and "accountability partners" to our clients. We have the tools, process and skills to help you get where you want to go on many levels.** Please read on to hear from the rest of the Omega team on how to bring simplicity into your life- no matter what is going on around you.

Have a good Spring!

Warmly,

Lisa A. K. Kirchenbauer, CFP®, RLP®, CeFT™
President



Planning Updates



by Kathy Frakes



Financial planning can seem very complex because of all the laws and regulations around taxes, insurance, retirement plans and investments. Even so, there are **some steps you can take to simplify your financial life.**

(1) Streamline your accounts:

- If you have checking and savings accounts at multiple institutions, **consider consolidating them into one checking and one savings account at one bank.** Be sure to **keep in mind FDIC's deposit insurance limits.** Remember that you can have more than \$250,000 in one bank and still be fully insured provided that the money is in different ownership categories – single accounts, joint accounts, retirement accounts and so on. Consolidating accounts **may allow you to reduce paperwork and the emails you receive, avoid certain fees, and may even get you better interest rates.**
- You may also want to **consolidate debts.** This will create as few payments as possible for each month. If you use a Home Equity Line of Credit, you may be able to get a tax deduction for the interest you pay.
- With the constant offers of bonus miles, zero interest rate promotions, and other rewards, **you might have multiple credit cards. It could be wise to only use only one or two.** You will want to keep the others open because of the way credit scores are calculated. Some people have one credit card that they use only for online purchases and one that they use for everything else. **Select the two that offer the benefits you use the most and lock the others away or even shred them!**

(2) Automate recurring bills:

- **Consider setting up automatic bill pay with your bank.** Most checking accounts allow you to set up payments to vendors (e.g., your mortgage company). You set the date you want the payment to arrive at the vendor each month and the amount you want to send. The bank automatically sends it for you! **Be sure to record these transactions each month to avoid overdrawing your account.**
- **For those who aren't as comfortable using online banking, set up a reminder on your calendar to pay your bills. You can set a recurring alert to send you a message each month a week before each bill's due date.**

(3) Review your subscription services:

- Do you read all the **magazines or newspapers** to which you subscribe? If not, consider cancelling.
- What about **gym or country club memberships?** Again, if you don't use them, either start using them or cancel.
- **Check your credit card statement for any "automatic" subscriptions.** One of my older relatives was paying \$49.95/month for a service she never used. **Thankfully the rules have changed so that credit card companies can't automatically sign you up unless you opt out—now you have to opt in if you want a service.** However there may be a legacy subscription you never noticed before.

(4) Buy a shredder and get rid of old paperwork:

- You don't need to keep statements, confirmations and tax returns forever! Once a transaction appears on your monthly statement, shred the confirmation. If you get a comprehensive quarterly or annual statement you can shred the monthly ones. **For most people who don't depreciate property, you only need to keep your tax returns for three (3) years. Check out this link for the IRS guidelines with regard to how long they say to keep certain records: <https://www.irs.gov/businesses/small-businesses-self-employed/how-long-should-i-keep-records>.**
- **Consider signing up for online statements and notifications.** Written copies of some documents are legally required to be sent to you but most paperwork can be eliminated. *See the Operations Corner for another way to reduce paper clutter!*

(5) Keep important documents safe but accessible:

As a military family who moved around a fair amount, we found it very useful to have a fire safe for the original copies of our important documents. Now that we are more geographically stable, we find a safe deposit box to be useful. **Christine Benz at Morningstar recommends a three-tier filing system: "...a safe deposit box at the bank, a home safe or fireproof box, and a file cabinet or electronic file cabinet on your computer."** She points out the disadvantages of a safe deposit box as being the cost and the issue of accessibility but it can be useful for "very valuable, hard-to-replace items" you don't need to access regularly. We want to remind you that **as an Omega client, you have access to your e-Money vault as an electronic file cabinet. Let us know if you need help accessing it or uploading your documents.**

(6) Hire a professional!

It's our job to keep up with the complex issues of financial planning and help inform and guide you through them. Most of you receiving this newsletter have already done that by partnering with Omega. **We are grateful for the opportunity to be in service to you!**

Investment Outlook

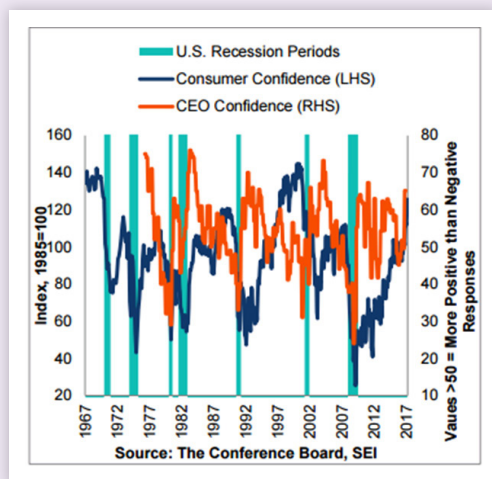


by Jared Jones

Q1 Market Commentary

Following our “simplicity” theme for this quarter, here are the simple headlines from last quarter & looking ahead, as well as some investment strategy thoughts from Omega & SEI...

- Regardless of political affiliation, there’s no way to address the current state of the economy and market without acknowledging the Trump administration and its impact.
- The optimism and enthusiasm of a pro-business environment that have led the market on an extraordinary rally since November’s election have turned to slight skepticism as the country and markets await tax reform and deregulation promised in the campaign.
- The U.S. has fairly lagged the rest of the world, but the returns have still been impressive year to date. **The broader U.S. market has advanced 6% since the beginning of the year and 10% since November 10th.**
- The S&P 500 has already reached or exceeded end of year 2017 expectations of many on Wall Street.
- **The popular opinion is to downplay the potential for further stock-price ascension.**
- Some analysts have adjusted estimates for the S&P 500 Index to reach the 10% range in 2017 and 12% in 2018.
- **There’s not much sign of significant growth, but there is certainly no sign of the economy declining.**
- Take a look at the rise in business and consumer confidence. While consumer confidence has tended to be high right before the onset of a downturn, CEOs have done a better job at anticipating economic contraction. The sort of caution CEOs exhibit before a recession is not evident at this time.



- Keeping on pace with expectations, we saw the Fed raise interest rates in March.
- **In SEI’s opinion, interest rates are still low enough to allow the positive impact of economic growth and corporate profit ability to lead to higher stock prices.** However, there will be cause for concern if we see the Fed begin to pick up the tightening pace or if the federal funds rate passes the inflation rate. Projections over the next three years suggest that won’t happen anytime soon.
- **We are now witnessing the strongest synchronized move higher across developed and emerging markets since 2009-2010.** Many feared Trump would spell sluggish returns for emerging markets. **Investors seem to be taking a more relaxed stance, assuming the Trump administration’s bark is worse than its bite.**

Portfolio Performance:

- **U.S. large-cap stocks put together another great quarter while small-cap stocks advanced considerably less.**
- We also saw growth stocks lead value stocks across the board.
- **SEI’s emerging market equities fund had a particularly strong quarter due in part to their underweighting position to Asia.**
- Fixed-income strategies also performed well this quarter on the strength of non-government exposure.
- **High-yield and emerging markets saw the highest returns within the fixed-income portfolio this quarter.**

SEI believes U.S. stock valuations are becoming stretched by optimism for the Trump administration’s pro-growth policies. Due to this belief, large-cap and small-cap positioning was defensive, with an emphasis on stability and sustainable-growth strategies at the expense of value and momentum. **On the fixed-income side, SEI reduced exposure to bonds that exceeded valuation targets and believes a heavy new-bond-issuance calendar will provide opportunities to add risk at more favorable levels.**

SEI’s Outlook:

- In SEI’s opinion, the valuation of U.S. equities is a moderate concern at this point. **Nonetheless, until interest rates start to rise at a faster than anticipated pace, or the U.S. economy starts to show early signs of entering a recession, SEI will continue to view price corrections as buying opportunities.**
- With the current synchronized global expansion, **diversified equity portfolios may begin to outperform the S&P 500 index, as they have struggled to do so in the past.**
- **SEI believes the normalization of interest rates to higher levels will happen slowly.** The Fed is likely to tread carefully until inflation becomes a problem. This should limit the danger of a debacle in the bond market and provide for an equity market that continues to defy naysayers.

2017 1st Quarter performance by Index:

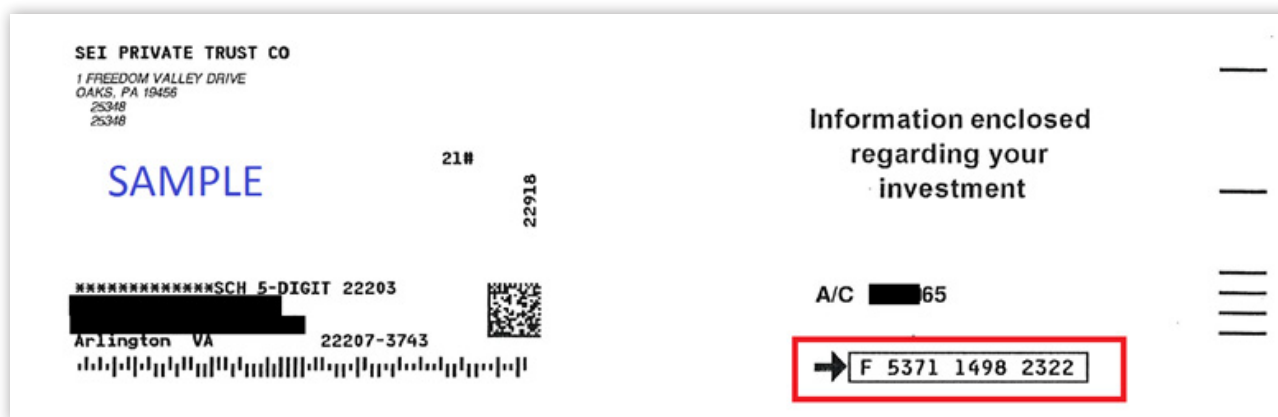
Benchmark	Q4	Category
S&P 500 TR USD	+6.07%	U.S. Large Cap Stocks
Russell 2000 TR USD	+2.47%	U.S. Small Cap Stocks
MSCI EAFE NR USD	+7.25%	International Stocks
Barclay’s US Agg Bond TR USD	+.082%	Intermediate Term Bonds



Opting Out of Physical Mail Prospectuses

Are periodic investment prospectuses clogging up your mailbox? There is a way to opt out of physical delivery of these mailings from SEI, and opt in for electronic mail delivery. However, the method isn't as simple as converting to SEI's e-statement delivery process (a separate mailing service from general investment prospectuses). In order to enroll in electronic mail delivery for these types of mailings, you will have to do the following:

- 1 Make sure you have a copy of a recent prospectus letter (sample letter pictured below) on hand, and note the code within the box to the right of the arrow in the bottom right area of the letter:



- 2 Go to www.investordelivery.com and enter the code from YOUR letter in the 1st step box (**DO NOT** enter the code shown in the letter above – it is a sample code and will not work). Make sure you enter in your code with no spaces:

Complete these two simple steps:

1. Enter your **ENROLLMENT NUMBER**: (Please skip any spaces)

* For **Postal Mailing** recipients: Your Enrollment Number can be found next to the label **Enrollment Number** or → .

* For **E-Mail** recipients: Your Enrollment Number can be found next to the label **Enrollment Number** .

3. Click on **SUBMIT** in the 2nd step box titled "Enrollment or Reactivation". A pin will be provided and you will be enrolled in e-delivery for all future prospectus mailings after providing your e-mail address:

2. Select one of the following options and click on **SUBMIT**:

Enrollment or Reactivation

If you are enrolling for the first time or reactivating your enrollment, click on **SUBMIT**:

Remember, you will have to keep a copy of prospectus mail somewhere on file to enroll in this method since you will need the code. **Don't recycle all of your prospectus mail until you sign up for e-delivery!**

Continued on page 5.

FinTech You Should Check Out

There are some great finance-related apps and resources to utilize that are beneficial to consumers looking to simplify their financial lives. Included below are a few that you might find useful:



Mint has been the gold standard for budgeting apps for some time, and the company takes the top spot for a few reasons: **The app automatically updates and categorizes transactions, creating a picture of spending in real time.** Users can add their own categories, split ATM transactions into the purchases made with cash, and set budgets that issue alerts when they start to top out. The service also comes with a **free credit score** and the ability to **link the various bills you pay** on one platform. You can also **create savings and cashflow goals and track them** in relation to your spending activity.



Digit is a brand new **micro-savings account designed to help you save small bits of money over time.** Once linked to your checking account, Digit tracks how much and when you spend your money, and creates a savings strategy in the background. The app will periodically save amounts from your checking account and pull them into a separate Digit "savings" account where the money is "kept away" from your checking account. This out-of-sight, out-of-mind approach to saving helps the user **refrain from spending "extra" money** they should really be saving by keeping it in the separate account. **You can withdraw your Digit funds at any time,** which will deposit directly to your linked checking account.



Nerdwallet is a great website that not only has additional resources regarding these apps and others, but is used to help make readers' financial lives less complicated. Should you buy your Internet modem or lease it? What credit card is best for people who love cash back earnings? How long will it take me to pay off my car loan? Nerdwallet answers those questions and more with their **various articles, financial calculators,** and other **readily available financial content.**

2017 GOALS

Setting Goals - Why It's Important

Each year about this time, we ask our clients about the **personal and financial goals for the year.** Some of our clients seem surprised, and some don't seem to have any goals they would like to achieve for the year. Maybe it's because we utilize the Entrepreneurial Operating System (EOS) or because each quarter I go to Strategic Coach and set new goals, **I am a big believer in the power of setting & communicating goals. Having INTENTION around where you go is much more fulfilling than being dragged around by current circumstances** or worse, other people's goals. So what's stopping you? **Maybe you're worried you won't achieve them** (I'm just too busy or I can't make that happen)? Well, **then start small** and build up your goal setting & achieving muscle. Maybe you don't know the "how" to get there. Call us! Or find a partner who is better at the how. **No matter how young or old you are or whether you are rich or poor, goals help give us focus and purpose. Goals help us grow and move forward. Goals can even help make the "unattainable" possible over time. We look forward to hearing what you have in mind for 2017...and how we can help you get there!**

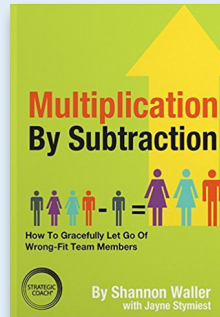


Business Owners' Corner

Simplification in a business setting often seems impossible for most business owners. Keeping with our theme for this quarter, I offer these resources & tips (some as a reminder) to help make it easier to run and move your business forward.



"Get a Grip" (companion book to "Traction")
by Gino Wickman



"Multiplication by Subtraction"
by Shannon Waller

because sometimes, in order to grow you need to make a team member change.

OWM FAMILY



Many of you may remember Debra Hanley, a long-time Omega team member. She and her husband, John, have been travelling the US in their mobile home for a couple of years while they waited for their new retirement home in Rhode Island to be built. Well, it looks like they are finally moving in soon! We just thought you would like to know where she is...

BOOKS & RESOURCES

"Ready for Anything" by David Allen. I am bringing this back because this is a great book on being more focused and organized.

"The One Thing: The Simple Truth Behind Extraordinary Results" by Gary Keller. A "Wall Street Journal" best seller that says "You want less, and you want more...now you can have both-less and more."

"The Life-Changing Magic of Tidying Up" by Marie Kondo. So, this book isn't for everyone but if you make the commitment to follow the process and are willing to talk to your stuff, this could be a real freedom opener!

And if you REALLY want to get organized but need some professional help:

Holly Tunstall at Cannon Clutter Control has been a great resource to some Omega clients.

TEAM UPDATES

Well this update will sound familiar. The Omega Team has settled into our usual beginning of the year rhythm. As you have probably noticed, we have split our client support between Kathy and Jared. They help me prepare for the meetings with you, they do research behind the scenes and generally help us stay on top of our work for you. CANT FIGURE OUT WHO TO CALL/EMAIL? Just check out the last page of the newsletter for contact information and a basic sense of who to contact for what. Not sure whether you are working with Jared or Kathy? Take a guess or send an email to Andrew and he'll sort it out. When I am out on vacation or on client meeting travel, feel free to reach out to Jared or Kathy to see if they can assist you.

Spring also brings our new crop of summer associates. Once again, we have drawn two great candidates from the VA Tech financial planning program. Mariame Pierce and Trevor Luong are sharp, passionate financial planning students who are eager to get a real sense of what a career in our profession will look like. We hope to bring them into some meetings but mostly have them help us SIMPLIFY things at Omega this summer. Below is a little more information on them and if you attend the Omega picnic, you'll have a chance to meet them firsthand. **Welcome Mariame and Trevor!!**

Summer Interns



Mariame Pierce is a junior studying Financial Planning at Virginia Tech. She is looking forward to interning with Omega Wealth Management this summer and applying what she has learned in school to her internship position. Her decision to enter the Financial Planning profession was solidified by her internship experience last summer, and since then she has been excited to enter the workforce and start practicing Financial Planning. In her free time, she enjoys reading, playing with her four cats, and exercising daily.



My name is **Trevor Luong** and I am currently a junior attending Virginia Tech as a finance major (CFP track). I was previously at Virginia Commonwealth University in Richmond for 2 years but I decided to transfer because I've always wanted to go to Tech! I am originally from Herndon, VA. I decided to choose the CFP track because I enjoy interacting with people and helping others reach their goals.

Fun Fact: I am half Vietnamese and half Korean

DON'T FORGET

Important Dates and Reminders

April 18th 2016 Federal Tax Returns Due

May 29th Memorial Day - OWM and Markets Closed

June 10th Annual OWM Client Picnic at Lisa's house

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