Dear Clients, Family and Friends:

We hope all of you have enjoyed your summer thus far. At Costanzo Financial Group (CFG), we continue to press on with our 2019 strategic initiatives. We are looking forward to incorporating new communication and education tools for our clients as we approach 2020. Stay tuned for updates to the MyCFG Classroom, new team member announcements, new retirement planning tools and the rollout schedule for our client e-locker solution, AdviceWorks.

In our last personal note and podcast, we discussed managing risk and the importance of understanding the tools available to you as you look for ways to protect your investment strategy.

The next topic in our education series is legacy and estate planning. In the below note and corresponding podcast, we expand on its importance as it relates to your Investment and Retirement Planning efforts.

**Legacy and Estate Planning:**

At its core, estate planning will ensure your assets pass to your beneficiary(s) of choice and help reduce taxes and expenses at the loss of cognitive ability or death. If not addressed, the alternative will result in your estate passing through probate. This is often an arduous, expensive and time-consuming process. Too many families leave their loved ones with this burden and it often has a devastating impact on one's legacy.

Our team places great emphasis on the importance of understanding your options to help ensure your legacy and estate plans are implemented as intended. The steps necessary to execute this are of great importance in the investment design process. Ultimately, estate planning is about empowering you to build your legacy.

**To reinforce these estate planning concepts and their relevance to the Investment and Retirement Planning process, Andrew J. Costanzo, Jr. joined The CFG Podcast Series to further discuss this important topic. This episode also includes a market update from Matthew A. Costanzo.**

**Click on the following link to listen. We hope you enjoy the show:**

- The CFG Podcast Series, Show #4: Legacy and Estate Planning

**Please note that this podcast is audio only. Thus, no video players or additional software are needed to enjoy our podcast series. Just click the link above, turn up the volume on your device and enjoy.**

Additionally, we have enclosed the following whitepapers to expand upon these estate planning concepts. These tools will help prepare you for updating important designations:

- Understanding the Basics of Estate Planning

- Your Will and Estate Planning Guide

**Market Update:**

As we closed out the second quarter of 2019, we saw the markets continue their positive trend in light of a strong jobs report, a rebound in healthcare stocks and steady mergers and acquisitions activity. Moving forward, out firm will be monitoring manufacturing numbers, infrastructure and whether congress will ratify the new trade deal with Canada and Mexico.

In addition to our market update in the podcast, our research partner at Cetera recently produced the following materials to help you better understand the market drivers:

- Weekly Vantage Point
- Third Quarter 2019 Outlook

As part of our ongoing efforts to expand your access to Investment and Retirement Planning education, we are very excited to announce a new partnership with Blackrock to provide us with regular market updates in our podcast series. Blackrock is the leading investment management firm in the world and will be able to bring a diverse perspective to what is driving the global economy. Our team has been working on developing this relationship for over two years. We are also embarking on similar efforts with other institutions.

In conjunction with Cetera Investment Management research, we will continue to look for opportunities and partnerships such as these to build out our robust client education platform.

**Closing:**

Our next podcast will feature two of our advisors, Brian D. Dick and Matthew A. Costanzo, discussing how and why to talk to your children about money. Additionally, we will cover some basic topics regarding education planning and a few key takeaways that families should be focused on.

If you have any questions regarding your Investment and Retirement Planning efforts, please contact us or click on the following link to schedule a review using our new online booking system: Schedule Review Today.

It has been, and continues to be, an absolute honor and privilege to serve as your Investment and Retirement Planning advisors.

Our team looks forward to the next opportunity to assist you in financially preparing for your future.

Thank you,

The CFG Team