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## **Winter 2016** NEWSLETTER

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Kay Lynn Mayhue featured in The Wall Street Journal

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#### "NEXT" Webinars

We hope you will join us for our upcoming "NEXT" webinar, "Estate Planning Basics: Do I Need a Will?" on March 22nd at 11:30 AM (CDT).

Allyson Bohannon, our JD on staff and local estate planning attorney, will walk you through basic estate planning issues to help you identify you and your family's needs.

**CLICK HERE** to register!



### Letter from the Founder

#### Erin Botsford, CFP®, CRPC

Happy New Year! In preparing to write this first message of the New Year, I had to stop myself from falling into the trap of framing 2015 by what the financial markets did....because they did nothing. If you didn't own ten specific stocks in the S&P 500, it is likely your portfolio value did not go up. Having been trained as a stockbroker, for the first seven years in this business I lived and died by the performance of the various financial markets, none of which I had any control over. The interesting part is neither you nor any other individual on the planet have any control over what the financial



markets will do one year or the next. Click here to read more

## Rising Interest Rates: What Does it Mean to You?

By Kay Lynn Mayhue, President of Botsford Financial Group



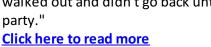
The buzz on "the street" is all about when the Federal Reserve will raise interest rates. The debates are around the timing, how high it will go and how quickly it will happen. In other words, the debate is around the how and when and not the "if." Have you done a quick check to see how rising interest rates could affect you and your financial world?

Click here to read more

# **Success to Significance**

### Golf for Fun Turns into Autism Fund Raiser - The Samuels'

Ron Samuels compares his retirement to a Pony Express rider who might change mounts, but never stops moving. His colleagues predicted when he retired that he couldn't stay away from the company where he had worked most of his life. "He'll be back in a day or two, they said," Samuels remembers. "But when I walked out, I walked out and didn't go back until the Christmas party."







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Botsford Financial Group Founder's Message



View Our Brochure





There is no better way to grow our business than to have great clients, friends and family refer our business to those for whom they care. It is the best compliment we can receive! We would like to recognize the following clients, friends and associates who referred a friend to our firm in 2015:

Mike & Christina Cadem Steve & Lezlee Simpson Kristi Francis Tommy & Renee Parrett Roderick & Teri McClure Carol Nichols Al & Kathy Rapp Jim Mittan Randy and Sandy Stashick Barry Henry & Lennie Sullivan Altan & Kathleen Stalker Jeff & Dana Barber Joseph & Judy Zito Jim & Diane Beckett Manny & Barbara Reyes Paula Mann Trea Yipp Kathryne Pusch Joanne Eaton David & Margaret Altimont Dana Hyatt Anna Miller Alan & LaRee Stein Carol Polasky Steve & Sharon Bohannon Tony & Charlene Palmisano Harold Finkel & Linda Bryant Nick & Beth Garvey Steve Buholz Nina Jones Russ & Kelly Buettner Andrew & Amy Barker Ron & Jo Foster Charles Martin & Whitney Johns Martin

Ron & Jan Samuels Mike & Marilyn Strand Lisa O'Brvant John & Lori McDevitt Fred Fernandez & Irma Rodriguez Jerry & Maribess Miller Vince DiGangi & Christine Owens Chervl Hall Wayne Nelson Dave & Sheila Beuerlein Ron & Judy Skipper John & Terry Quinn Peg Petersen Earl & Carrie Smith Hank & Sandy Moles Chris & Diane Paddison Fred Sumner Al Clegg Alan & Jackie Gershenhorn Verne Ticknor Jim & Mary Conley Troy & Janet Zipperer David & Andrea Chionsini Steve & Tammy Nellis Jennifer Buchanan Gary & Jean Farris Frank & Diana Finn Jim Farrell Bruce & Jeraldine Jones LL & Ka Cotter Monica Davis Tara Winslow Ed & Beth Bull

# **Team Announcements!**



Securities offered through LPL
Financial, member FINRA/SIPC.
Financial Planning offered through
Lifestyle Planning Solutions, LLC, a
registered investment advisor.
Advisory services offered through
Stratos Wealth Partners, a
registered investment advisor. All
companies listed are separate entities
from LPL Financial.

#### **Welcome Our Newest Team Member**

Nate Cavender - Vice President, Client Relations

We are excited to introduce our newest team member, Nate Cavender! Nate's primary role as an advisor at Botsford Financial Group is the development of new client relationships and the constant improvement of existing relationships.



Prior to Botsford Financial Group, Nate earned his bachelor's degree in finance from Texas Tech University. Nate served eight years in the United States Air Force as an officer/pilot. He was an Instructor Pilot in the C-17A and amassed over 650 hours of combat flying time. He was awarded the Meritorious Service Medal, 3 Air Medals, and 2 Air Force Commendation Medals before separating in the rank of Captain. During his service, Nate graduated from American Military University with an MBA in Global Business in 2012.

His passion to serve, along with his love of finance, guided him in pursuing a career in Wealth Management. Just as he never flew any mission without a detailed plan, Nate understands the importance of detailed thorough planning when it comes to achieving your financial goals. When Nate is not working with clients, he dedicates his time to his family, friends, and passions. He lives in Dallas with his wife Crystal. Nate enjoys flying, playing golf, working out, and is an active member of the Dallas Sigma Chi Alumni Chapter. Nate and Crystal attend the Village Church.