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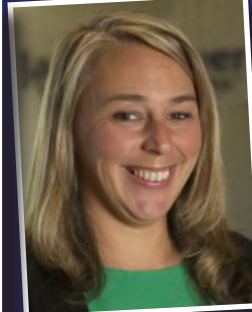
Charles Clement, CLU®, CPCU®
President / Business Advisor



Sally Orr, MBA
Director of Operations



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401(k) Coordinator /
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Office Manager /
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Al Miller
Chief Investment Officer

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Our Values.

- To treat each client as they want to be treated.
- To give back to our community.
- To live by the principles of our faith.

Our Actions.

- Every client now receives a complimentary financial plan.
- We act on a model of service: to our clients, to our community, and to each other.

JRWA Cares

Food for the body, or food for the soul We see our stewardship at JRWA as two-fold: serving our clients by helping them reach their financial goals, and giving back to the community we live in. Our recent collection of surveys allowed us to do both. Each survey filled out, clients were asked to choose between donating meals to those in need, or donating a bible. We called it food for the body, or food for the soul. So when schools closed and we thought about the kids who are dependent on schools for food, we added to the donations promised through survey completion to give an additional \$500 to FeedMore.

Coronavirus Aid, Relief, and Economic Security (CARES) Act

- Required Minimum Distributions are not required to be taken in 2020
- Federal tax return filing date extended to July 15th (Virginia is still May 1st)
- \$1,200 stimulus to each individual making less than \$75,000 (\$2,400 for married couples making less than \$150,000) and \$500/child
- 401k: can take a loan up to \$100,000 if plan allows, or take a distribution with no penalty and pay back within 3 years.
- Student loans: Federally backed loans have no payments owed until September, no interest will accrue and time will count towards total payback window.
- Employers can pay employees student loans with pre-tax money.
- Mortgage loans: federally backed mortgage loan borrowers can request a forbearance of up to 90 days at a time for up to a year by calling their servicer.
- Federal government adds \$600/week to state unemployment benefits and adds 13 weeks of eligibility.



Exceptional Needs Financial Planning – A Family Office Approach

I recently joined James River as the Vice President of Financial Planning and Investments. I have 19 years of experience in financial services and a passion for helping clients bridge the gap between where they are today and where they want to be in the future.

I also have a son, Eli, who was born last August with a congenital condition called agenesis of the corpus callosum. Before quarantine hit and I started working from home, Eli came with me into the office every day. His occupational therapist and physical therapist came to the office for his therapies, and him and his nanny Heather had a nursery set-up in the office. He had a high chair in our kitchen and everything! James River Wealth Advisors has welcomed Eli and I into the practice, and together we have realized the new direction of the company.

When I was 19 weeks pregnant with Eli, I learned of his diagnosis and was sent into a tailspin. I had no idea what to expect – and was told he could be anywhere from barely functioning, to a mostly normally developing kid who might appear autistic or have other developmental disorders. The doctors didn't know where he would fall. I am a planner, and a preparer, and I immediately started doing research. I was completely overwhelmed.

From Achieving a Better Life Experience (ABLE) accounts to cutting edge research, the amount of information was endless, and the responsibility – enormous. I had more questions than answers. I quickly realized that I had discovered my calling. I would focus on exceptional needs financial planning, and help other families navigate the difficult system. I would make sure they could take care of their child financially, while still taking care of their own and their other children's needs.

Eli's Village is designed to build a community dedicated to help everyone with exceptional family members make sure they have access to financial planning resources and services so that everyone in the family can live happy, productive, and (financially) independent lives. We want these families to spend less time worrying about money, longevity, and what-ifs so they can spend more time doing the things they enjoy.



The exceptional needs planning division of James River Wealth Advisors (in other words, Eli's Village) will take a family office approach to financial planning. Designed to help families from the moment they receive a diagnosis (which is often prior to birth), through early intervention, transition to guardianship, and care through adulthood. We aim to help with all aspects – from the traditional role of a financial advisor in helping with investments and retirement planning, to putting together and maintaining a microboard, a special needs trust and trustee, funding an ABLE account, running payroll for caregivers and household help, maintaining relationships with all necessary specialists, and navigating a confusing government system.

Our goal is to assemble all necessary relationships under one roof – legal, tax, payroll, child advocate/ social services, trustees, microboard members, and specialists, and for Eli's Village to oversee all of these services and weave them together into one plan that will help the families achieve their goals. It truly takes a village to take care of an exceptional needs family member, and we want to help you grow, maintain, and nurture that village.

We also plan to grow a network of businesses owned or operated by exceptional needs families so that we can support each other as we grow.

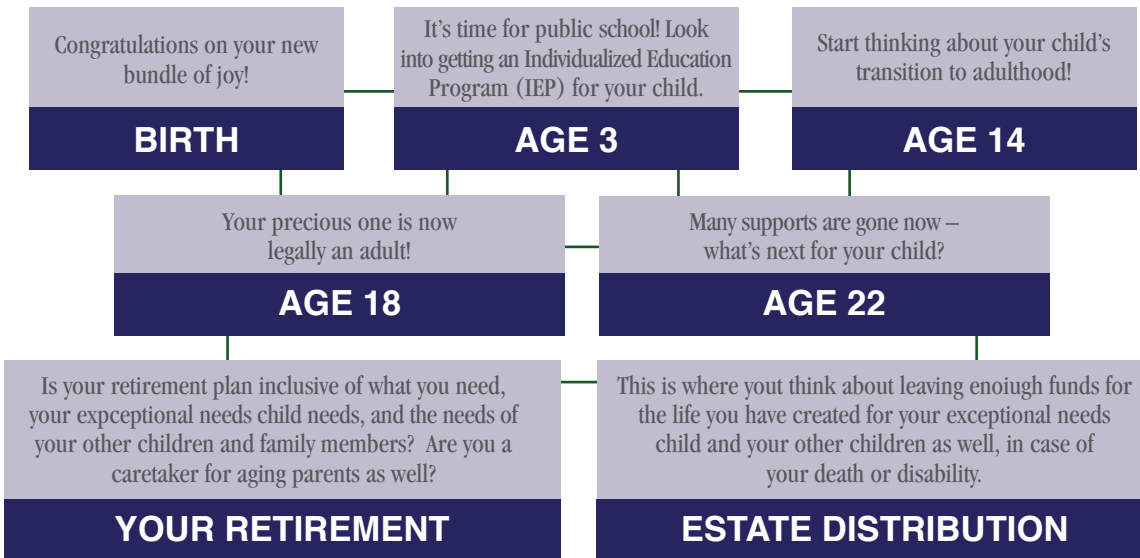
Interested in learning more or helping grow Eli's Village? Give Kristin a call, send her an email at kcarleton@jrwealth.com, or check out the website at www.jamesriverwealth.com. And be sure to spread the word to other families who would benefit from this community.





First *Eli's Village* Focus Group a Success!

Eli's Village is off to a great start with the first meeting of the Eli's Village Focus Group! Eight people who also have exceptional needs family members joined us for an evening of discussion and fun. We explored the financial planning needs of the exceptional needs community and began to flesh out a timeline of what a family needs at each stage of an exceptional needs child's life – from birth into adulthood – and how to make sure the rest of the family's needs are met as well. Eli's Village will offer a family office model that will help families through every stage of life. From birth and getting set-up with early intervention and applying for waivers, to deciding whether guardianship is needed and when to start that process, we will be there with you. When a family decides to work with Eli's Village, they will have access to an advocate who will help them navigate the government system, a CPA and attorney who specialize in working with exceptional needs families, and the James River Wealth Advisors team – and we will all sit down at one table to function as a team for the family.



Upcoming Events

Cyber Security Webinar – Wednesday, May 6th at 3 pm. Special presenter Detective Mike Rogers, Economic Crime Unit, Criminal Investigations Division Chesterfield County Police Department. Topics Covered are How to Prevent Identity Theft in an Online World. Followed by a brief period for Q&A.

Market Updates – Fridays at 2 pm led by Al Miller, Chief Investment Officer, and Kristin Carleton, Vice President of Financial Planning and Investments. Al and Kristin will provide you with updates on the fast-changing marketplace, investment ideas for capitalizing on these markets, and solutions that James River Wealth Advisors is providing.

JRWA Update

We have welcomed two new employees! Fletcher Allen has joined us as a paraplanner, and Julia D'agostino has joined us as an administrative assistant. We are so excited to welcome Fletcher and Julia to the team!



Fletcher Allen, *Financial Coach & Para-Planner*

Fletcher owned and operated a financial coaching practice prior to joining JRWA. He is investing that experience in leading our MONEY MATTERS division and engaging clients as a financial planner. "My greatest satisfaction is working with clients to achieve their financial goals. I enjoy listening about all the unique dreams that people have and working hard for our clients to fulfill them."

Julia D'Agostino, *Administrative & Creative Services Coordinator*

Julia brings diverse business development and operations experience to JRWA deploying marketing programs, bookkeeping, coaching and office manager leadership. Julia will be responsible for client communications, creative marketing strategies, the client on-boarding

WOW initiative and our human resources support. "Julia's focus is fostering holistic relationships with current and future JRWA clients to fulfill the individual goals and objectives."



7 Financial Steps You May Want To Take During A Bear Market

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- 1 Replenish or increase your cash reserves.** In market downturns and prolonged recessions, cash is king. Make sure you have enough cash on hand to cover unexpected expenses or disruptions to income.
- 2 Review your asset allocation.** As a client of James River Wealth Advisors, you have filled out a risk tolerance questionnaire and invested appropriate to your risk tolerance. But if you are unable to sleep at night, chances are that you were invested too aggressively and will need to dial things back going forward. It's completely normal to feel nervous and jittery when financial markets head down, but if this is going beyond jitters to feeling like it's all-consuming, it's time to take action. Call us and we will develop an investment plan to help reduce your risk or find a hedged option.
- 3 Review your debt.** Interest rates are at historic lows which makes the cost of borrowing very low. Take a look at your mortgage, credit card debt, business and consumer debt. This could be a great time to consolidate. Talk to your kids and grandchildren about their borrowing rates as well.
- 4 Consider converting to a Roth IRA/401k** – take advantage of lower market levels by converting your Roth IRA or 401k to a traditional IRA or 401k. This can sometimes be a complicated decision, and you will want guidance from your financial advisor, but it can pay off in the long run.
- 5 Engage in tax-selling.** This may be a great time to take losses on positions with large embedded gains to avoid capital gains taxes.
- 6 Look for opportunities.** Look to see if the market is providing opportunities to buy high quality stocks and bonds at lower prices. This could be a great time to invest new money.
- 7 Stop watching the markets** – now you've gone through the above steps, you know that you're set-up for long-term success. Now turn off the television, disconnect from your computer, and take some deep breaths, walk around the block, read a book, or anything else that helps you relax.