

# PROFESSIONAL FINANCIAL SERVICES, INC.

*"DESIGNING AND PROTECTING WEALTH"*

*ONE PLAN AT A TIME*

ROBERT E. TUCKER  
PRESIDENT  
Tel (703) 391-0299  
Fax (703) 391-0277

10913 LAWYERS ROAD  
RESTON, VIRGINIA 20191  
e-mail: [bobtucker@pfsinc.info](mailto:bobtucker@pfsinc.info)  
website: [www.pfsinc1.com](http://www.pfsinc1.com)

March 9, 2012

Mr. Robert E. Tucker  
10913 Lawyers Road  
Reston, VA 20191

Dear Bob:

Greetings! We are over 2 months into 2012 and there is much to report.

## Markets

The good news (so far) is that as of March 8, 2012, the DOW is up 5.65%, the S&P 500 Index is up 8.61%, and the NASDAQ is up 14.02% since January 1, 2012. The economy continues to move forward, but many feel growth will continue to be bumpy, and of course, oil prices and the debt situation in Greece and Europe will undoubtedly continue to impact U.S. Markets.

The not so great news is that interest rates remain in the cellar as evidenced by a 90 day T-Bill rate of .06% (that's 6/100ths of 1%) and minimal money market and CD rates.

Overall, however, we seem to be heading in the right direction and you should be noticing significant improvement in the values of your investment accounts. Let's hope it continues.

## Estate Taxes

We have less than 10 months left of the current estate tax law. Absent Congressional action on January 1, 2013, the exemption amount will go from its current level of \$5,000,000 per person back down to \$1,000,000 for assets conveyed to a non-spouse.

So, what does that mean to you? In short, the amount you can convey estate tax free to your children or others, may be drastically different as of 2013. Is there something to address now? No, I don't think so.

A wide variety of Congressional actions are possible, if not probable. Frankly, I don't believe Congress will address this issue until the last quarter of 2012 (or later), and it is impossible to predict the outcome. So, please put it on your calendar to check with me from October 1<sup>st</sup> – December 1<sup>st</sup>. We can discuss whether or not any different planning strategies are appropriate for you at that time.

A REGISTERED INVESTMENT ADVISOR

*Securities Transactions Offered Through*

H. Beck, Inc., Member FINRA/SIPC, 11140 Rockville Pike, 4<sup>th</sup> Floor, Rockville, Maryland 20852, (301) 468-0100  
Robert E. Tucker is a registered representative of H. Beck, Inc., which is unaffiliated with Professional Financial Services, Inc.

March 9, 2012

Page Two

### Dayna and Faye

By the time you read this letter, my assistant, Dayna Mabry, may well have given birth to her second child. Jude Mabry is expected momentarily, and once he arrives, Dayna will be on maternity leave for 6 weeks. Accordingly, we will be temporarily understaffed.

Faye's wedding on April 14<sup>th</sup> is fast approaching, and she and new husband, will enjoy a cruise on their honeymoon. So, please be patient with me for the period of April 13<sup>th</sup> – 23<sup>rd</sup>. There's every possibility both of my employees will be in absentia – for the best possible reasons!!!

### New Developments

I have created an educational, PowerPoint seminar on (1) explaining Social Security Benefits and how they work and (2) their relationship to Comprehensive Financial Planning. It is specifically designed to allow for audience interaction. It does not focus on any type of product, as it is designed to explain clearly two complex subjects that most people don't understand.

Thus far, I've presented it four times, and the response and feedback have been phenomenal. Two more have been scheduled for April and May, and four more are in the works to be conducted by June 30<sup>th</sup>.

If you have an interest in finding out more about the seminar, and if you would like to discuss hosting one for your friends and/or colleagues, please give me a call. I will continue to make them available at no cost or obligation to anyone.

### Questions I Sometimes Receive

Every so often I'm asked either one (or both) of two questions. "Bob, are you going to retire?" "What happens to me and my accounts, Bob, if you die?"

Allow me to say categorically and unequivocally, I have absolutely no intention of retiring. The facts are:

1. My clients are my extended family – as are Faye and Dayna.
2. I love what I do and cannot imagine leaving it.
3. I don't want to relax. I am continuing to grow and staying firmly focused on being on "the cutting edge".
4. Linda and I already carve out time for significant travel.

So, no, I am not retiring.

Ok, but what happens when I die?

March 9, 2012  
Page Three

In late January I executed a new agreement with a trusted, extremely competent and highly professional colleague in this area. If something happens to me, I have absolutely no doubt that your account(s) will be handled seamlessly and honestly with the same degree of care and attention I have tried to provide to you. Of no small importance is that a part of the agreement includes that Faye Messer – soon to be Faye West – is guaranteed to continue working here for at least the one year following my death, which, of course, I hope doesn't occur for many, many years!

### Overall Planning

My wife and I have just completed a two month process of reviewing and updating our entire estate plan. (Quick point – I do practice what I preach!). We try to completely revisit our plans every 4 years, and I always find it to be necessary to make at least some changes.

Why? Well, planning – like life – constantly changes.

- Families and family dynamics change
- Attitudes change
- Income changes
- Tax law changes
- Health changes
- Lifestyle changes
- Investment and Insurance products change

So, this is a reminder. Planning is a process – not a one-time project.

Do you need a planning “checkup”? If so, don't wait. Let us know, and we'll get together with you right away.

Best wishes for a wonderful 2012, an economy that continues to grow, and please call anytime you feel we might be of service to you.

With best regards,



Robert E. Tucker, CLU  
Chartered Financial Consultant

dfm