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## WEALTH*Watch*

April 2011



**BCG**  
**BCG Securities, Inc.**  
Building Wealth Management Since 1964  
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### April Market Commentary

As winter draws to a close, we're all looking forward to spring and a sustained recovery. Not all the news is good, however, especially with growing concerns over spreading violence in the Middle East and rising oil prices. In reaction to the global climate of economic uncertainty, the market experienced a few violent swings recently, but a positive jobs report helped stabilize it. On a more positive note, the S&P 500 has now officially doubled from its low in March 2009.

**Employment:** The economy added 192,000 jobs in February, the third-best monthly number of the recovery. The unemployment rate dropped to 8.9% from 9% in January. The private sector added 222,000 jobs, the second-best performance of the recovery. Averaging the January and February numbers together, the resulting private-sector employment growth of 145,000 jobs exceeded the past 12 months' average of 127,000. The bad news is that, while the private-sector portion of the economy is accelerating, the government portion appears to be doing the opposite. State and local governments lost 30,000 jobs in February, and the federal government is debating the need for more job cuts.

**Consumer spending:** More bad news is that hourly wages basically stagnated in February after a decent increase in January. So, even though more people have jobs, the average wage and consumers' buying power are staying low. Upper-income consumers account for the lion's share of the recovery, and it's also these consumers who drive the increase in consumer spending. The problem is that a lot of upper-income spending is discretionary and volatile, and it can fall as fast as it has risen. If the spending of the average consumer was growing as well, that could be considered a more sustainable long-term trend, but this is not the case. [MORE](#)

### BCG Securities Will be Offering a Complimentary Financial Evaluation at The NJ Governor's Conference for Women

BCG Securities, in affiliation with Powers Capital Management, will be an exhibitor at The New Jersey Governor's Conference for Women being held at the Atlantic City Convention Center in Atlantic City, NJ on May 2-3, 2011.

"We're excited to be exhibiting at this conference," says Mary McKeon, a financial advisor at BCGS. "Today, more women of all ages and incomes are seeking information to help them make smarter choices in their finances. I believe that women need the tools necessary to understand

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### Stretching an IRA

Many retirees depend on their individual retirement accounts to fund living expenses during their golden years. However, there are retirees who find themselves in the enviable position of having no need to withdraw from their IRAs. If you are fortunate enough to be in this camp, or if you are fairly confident that you will have plenty of money left in your account when you leave this world (even after taking required distributions), you will want to make sure you preserve as much of your IRA assets as possible for future generations. You can accomplish this by implementing a stretch strategy.

The first step in setting up a stretch IRA strategy is to simply name one or more beneficiaries. If you are married, your spouse can serve as your primary beneficiary while your children or even grandchildren can serve as your secondary beneficiaries. You can also name others as beneficiaries, such as

their value in getting what they are worth in the workplace and the challenges of investing to ensure stability for their future," adds McKeon.

Career women, primary financial decision makers, divorced women or stay at home moms all face challenges that may drastically affect savings and retirement benefits. Wise investing requires knowledge of key financial concepts and an understanding of your personal investment profile and how these work together to impact investing decisions. Too many women have not taken the appropriate measures to insure their future financial well-being.

"At BCG, we believe in empowering women with the knowledge to invest intelligently. We will be sharing a wealth of products and services specifically geared for women at the conference; such as a *Woman's Checklist for Organizing Finances* and a complimentary evaluation of their journey toward financial independence," said McKeon.

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### About BCG Securities

Established in 1968, [BCG Securities, Inc.](#) is a full-service broker-dealer and advisory firm specializing in providing innovative investment strategies, financial planning, and retirement plan design to individuals and corporations. With over \$1 billion in client assets under management, BCG Securities is known for its outstanding commitment to delivering quality investment solutions and service.

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family members or friends. You worked hard to accumulate the funds in your IRA, be sure they are transferred properly...[...MORE](#)

### BCG Securities Welcomes New Director of Operations

We're proud to announce the appointment of Joseph Englert to the position of Director of Operations.

Englert, who has been working in the industry for over 30 years, brings a wealth of financial and operational experience to the BCG Securities team and its clients. His strong background will help to further bolster service delivery and performance, as well as implementation and operational capability.

"Joe's expertise and industry experience will play an integral role in aligning our strategic direction to help us expand our client base and seek new opportunities in our marketplace," says Adam Paglione, President of BCGS. "His familiarity with the industry will further strengthen our presence and allow us to continue our strong growth."

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