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NEWSLETTER

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Southern Capital Services Announces Strategic Relationship with New Horizons Credit Union

By Eric Nager, CRPS®

Southern Capital Services is delighted to announce a new relationship with New Horizons Credit Union (NHCU). Starting this year, New Horizons will be offering Southern Capital's services to their members. We view this as an opportunity to reach more people in partnership with a local institution that has a long history and a great reputation.

According to Patricia Veal, the Senior Vice President of Communications and Compliance at NHCU, "New Horizons Credit Union is very excited to offer our members investment advisory services from a trusted adviser like Southern Capital Services, Inc."

Founded in 1950 as Scott Southern Division Employees Credit Union for the employees of Scott Paper, the credit union grew over the years and opened its membership to include Mobile, Alabama and its surrounding communities. Today, with over 40,000 members in southwest Alabama and the Florida panhandle, NHCU serves customers at its seven branches.

Members of New Horizons can take advantage of merchant discounts through their partnership with the Love My CU program. Available discounts include Sprint, Turbo Tax, ADT Security Services, and about 1,500 online retailers. In addition, there are New Horizon Heroes Accounts that offer perks to first responders and active military.

We have long thought that with the crowded banking market in our area, one way for a financial institution like a bank or credit union to distinguish itself as a truly local firm is to partner with a local investment adviser. This is as opposed to building an expensive in-house trust department. Even when a local bank has an in-house trust department, the investment decisions for their clients are frequently made at a headquarters far from the local area. We are pleased to be that local solution for New Horizons members and look forward to working with them.

Retirement: A Serious Priority

By: Michelle Z. Hunt, CFP®

It's a fact, people are living longer. Life is getting expensive and income is fleeting. So you ask yourself, "How am I supposed to support myself as I get older?" There is always the option to continue working the rest of your life (assuming you encounter no health issues), or you can take steps to plan while you're younger.

Consider some of the following reasons why you should be active with your retirement planning:

- With the uncertainty of government benefits and a large Baby-Boomer generation storming the system, the question remains: Will there be any Social Security once I reach retirement?

- Private pension plans can be underfunded if the company is experiencing financial difficulties.

- Life can throw curveballs. Unforeseen events, such as death, divorce, accident, health issues, etc. can take a major toll on your savings…all the more reason to create a substantial retirement nest egg.

- Your ability to remain independent as long as possible. Will you need funds for assistance, an aide, a housekeeper?

- Enjoyment during retirement years. No one wants to stop living after retirement? This is a great time for new experiences, traveling, hobbies… you know, RE-tiring - putting on new 'tires' and taking off to new adventures! You need to save for this time.

Don't delay. If you have a 401-k available to you, a chance to invest in an IRA or Roth IRA, or any other appropriate plans offered, check with your financial professional and start planning. Retirement is definitely a serious priority.

As TD Ameritrade continues to enhance the **AdvisorClient.com** experience for you, they are happy to announce the following new features:

Starting this month, all users will be able to:

- View existing bank or wire instructions on file
- View recurring deposit information
- View completed cash transactions *(last 90 days)*

Future enhancements will include the ability to:

- Establish new recurring deposits on existing bank instructions
- Enable new bank connections

Be sure to check out the new improved features at AdvisorClient.com