



Scott White
ADVISORS

An Independent Registered Investment Advisor

SUMMER 2020

The Navigator

MANAGING WEALTH. SERVING GENERATIONS.

Work From Home



Scott works from home while his new “co-worker,” Coco the cat, naps on the printer.

Different Work Location but Same Great Service

On March 23, the Scott White Advisors team moved our operations to home offices. The COVID-19 infection rate was increasing, and in the interest of client and staff safety, we committed to provide the same level of service from our individual home office locations that our clients previously received from our Fort Myers office. Our IT support team got staff linked up to the firm’s server so we could work from home. If needed, staff were provided with computers and equipment necessary for their jobs.

Scott says that over the years, the team has worked remotely on occasion when hurricanes forced the office to close. “But this time is different, because we’ve been working remotely for many weeks now,” he said. Scott has been conducting meetings with clients by phone and via Zoom. Staff members have communicated by phone, email or internal messaging via Skype for Business. With the ability to share computer screens with one another, team members were able to coordinate activities and continue working on their areas of responsibility.

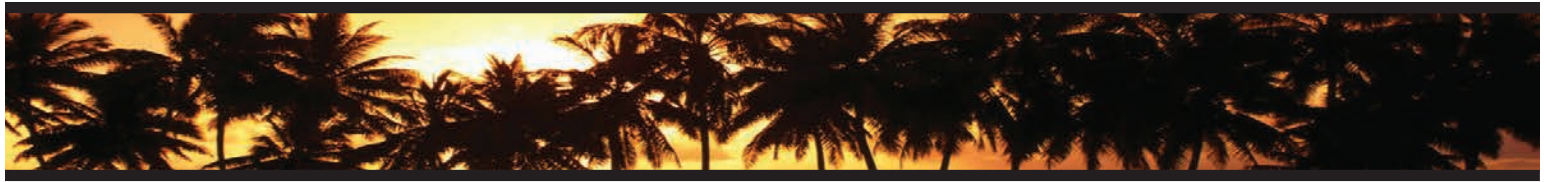
Janelle says she’s grateful for the opportunity to work from home. “I’m a single parent with a 10-year-old child, so when our schools closed, I became a full-time teacher in addition to my role at Scott White Advisors. While balancing both can sometimes come with challenges, it is a huge relief that we have the option to work from home where we are safe and healthy,” she said.

“Our team has stepped up and met our clients’ needs while dealing with the challenges of this unprecedented time,” Scott said. “I’m very proud of them and we look forward to returning to the office and meeting with clients in person when the time is right.”

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Memory Loss: What to Watch for

June is Alzheimer's and Brain Awareness Month. Alzheimer's disease is a degenerative brain disease and the most common form of dementia. Dementia is not a specific disease; it is an overall term that describes a group of symptoms that include difficulties with memory, language, problem-solving and other thinking skills that affect a person's ability to perform everyday activities. Alzheimer's disease is the sixth leading cause of death in the United States today.

10 Early Signs and Symptoms of Alzheimer's Disease

1. Memory loss that disrupts daily life

One of the most common signs of Alzheimer's disease, especially in the early stage, is forgetting recently learned information. Others include forgetting important dates or events, asking the same questions over and over, and increasingly needing to rely on memory aids (e.g., reminder notes or electronic devices) or family members for things they used to handle on their own.

2. Challenges in planning or solving problems

Some people living with dementia may experience changes in their ability to develop and follow a plan or work with numbers. They may have trouble following a familiar recipe or keeping track of monthly bills. They may have difficulty concentrating and take much longer to do things than they did before.

3. Difficulty completing familiar tasks

People with Alzheimer's often find it hard to complete daily tasks. Sometimes they may have trouble driving to a familiar location, organizing a grocery list or remembering the rules of a favorite game.

4. Confusion with time or place

People living with Alzheimer's can lose track of dates, seasons and the passage of time. They may have trouble understanding something if it is not happening immediately. Sometimes they may forget where they are or how they got there.

5. Trouble understanding visual images and spatial relationships

For some people, having vision problems is a sign of Alzheimer's. This may lead to difficulty with balance or trouble reading. They may also have problems judging distance and determining color or contrast, causing issues with driving.

6. New problems with words in speaking or writing

People living with Alzheimer's may have trouble following or joining a conversation. They may stop in the middle of a conversation and have no idea how to continue or they may repeat themselves. They may struggle with vocabulary, have trouble naming a familiar object or use the wrong name (e.g., calling a "watch" a "hand-clock").

7. Misplacing things and losing the ability to retrace steps

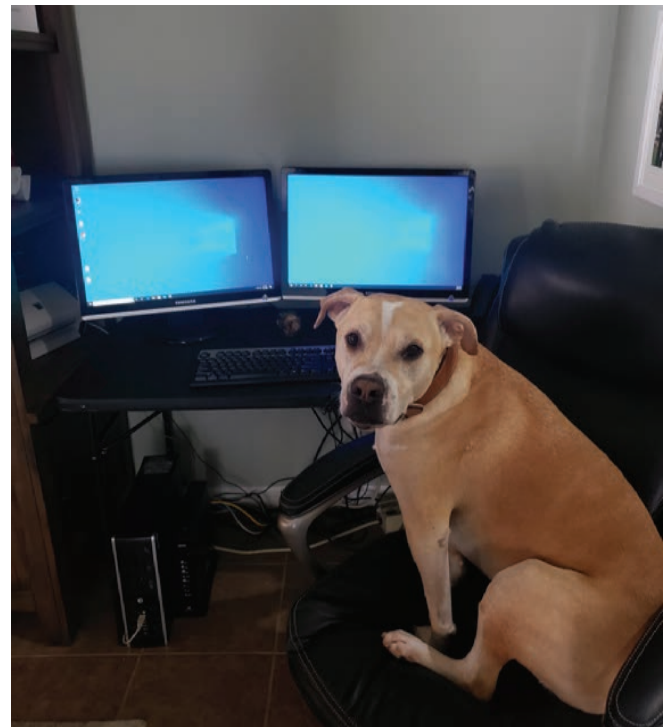
A person living with Alzheimer's disease may put things in unusual places. They may lose things and be unable to go back over their steps to find them again. He or she may accuse others of stealing, especially as the disease progresses.

8. Decreased or poor judgment

Individuals may experience changes in judgment or decision-making. For example, they may use poor judgment when dealing with money or pay less attention to grooming or keeping themselves clean.

9. Withdrawal from work or social activities

A person living with Alzheimer's disease may experience changes in the



Dawn's dog, Graham, is excelling in his role as a "supervisor" while Dawn works in her home office.

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Financial Planning During a Pandemic

by A. Scott White, CFP®, ChFC®, CLU®
President, Scott White Advisors



The COVID-19 pandemic has caused changes in our day-to-day lives. Many people say that since they have been staying home more, their lives have been simpler. With more time to reflect on what's truly important, some people are seeking guidance on updating their financial plans.

When potential new clients meet with me, we focus on their unique situation and needs. We discuss their investment goals, lifestyle priorities, and charitable objectives. They tell me about their legacy desires and their wishes to support their heirs after they are gone.

Over the years I've had many conversations like this. Each meeting is different; each conversation gives me a glimpse into the lives and futures of the people I'm meeting with. The questions I ask are tailored to the needs of the individual or couple. But one message I deliver in each of these meetings is constant: The importance of a written Investment Policy Statement (IPS). An IPS is a clear, written document articulating the investment objectives and policies applicable to the individual investor and their investment portfolio.

Investments are only part of the services offered by Scott White Advisors. Comprehensive wealth management includes financial planning; estate planning; retirement planning; philanthropic planning; trust planning; tax planning; IRA distribution planning; asset diversification planning; insurance planning; and long-term care planning. Investment planning is a vital component of our services, since a thriving portfolio generates the cash flow that enables people to live the lifestyle they desire—today and in the future.

A comprehensive Investment Policy Statement summarizes an individual's or couple's investment philosophy and reflects their unique situations, creating a framework from which to make decisions. When a new client joins our firm, we utilize a comprehensive process for developing their IPS that includes assessing financial condition; setting goals; developing a strategy to meet those goals; implementing the strategy; and regularly reviewing the results and adjusting as needed.

The IPS exists as a guide to remind people not to make unplanned and impulsive revisions of a sound long-term policy. With an IPS in place, people are more likely to approach investments in a more disciplined and systemic fashion—and increase the probability of meeting their financial goals.

The past few months have been an unusual time in our lives. We all hope that the COVID-19 virus abates soon, but no one knows for certain what the future path of the pandemic will look like. This time in our history—like all historic challenges we have faced—is a reminder of the importance of making sure we are all prepared for unexpected changes. A well-considered financial plan that includes a written Investment Policy Statement can help us all navigate the future more peacefully.



The Scott White Advisors Team. Personal attention. Proven experience.

Becky Pardue, Director of First Impressions; Dawn Hamm, Senior Planning Assistant; Scott White, President SWA; Janelle Lewis, Client Service & Planning Associate; Kelly Jelenchick, Operations & Office Manager; Gary Geston, Planning Assistant.



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ability to hold or follow a conversation. As a result, he or she may withdraw from hobbies, social activities or other engagements. They may have trouble keeping up with a favorite team or activity.

10. Changes in mood or personality

Individuals living with Alzheimer's may experience mood and personality changes. They can become confused, suspicious, depressed, fearful or anxious. They may be easily upset at home, with friends or when out of their comfort zone.

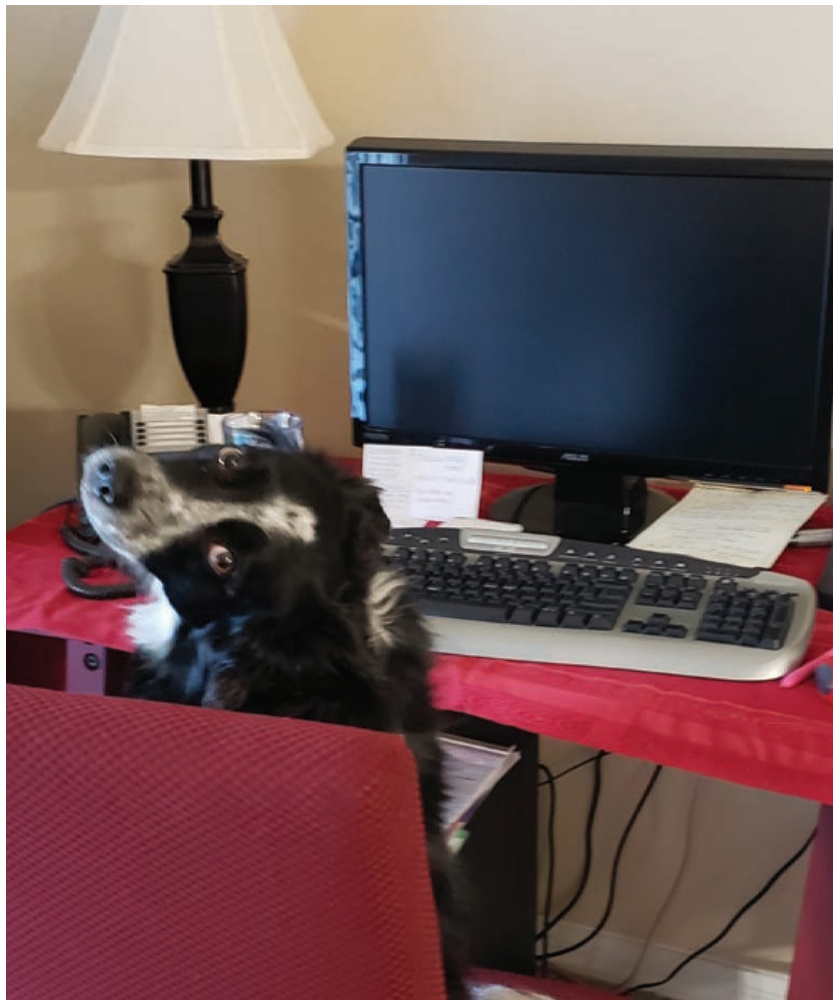
Get checked. Early detection matters.

If you notice one or more signs in yourself or another person, these are significant health concerns that should be evaluated by a doctor, and it's important to take action to figure out what's going on.

Source: Alzheimer's Association



Becky works from home during the pandemic shutdown.



Ellie, Janelle's work "associate," prefers taking breaks to working.

Investing involves risk and you may incur a profit or loss regardless of strategy selected, including diversification and asset allocation. Past performance may not be indicative of future results. Keep in mind that individuals cannot invest directly in any index. The S&P 500 is an unmanaged index of 500 widely held stocks that is generally considered representative of the U.S. stock market.

Please note, changes in tax laws may occur at any time and could have a substantial impact upon each person's situation. While we are familiar with the tax provisions of the issues presented herein, as Financial Advisors of RJFS, we are not qualified to render advice on tax or legal matters. You should discuss tax or legal matters with the appropriate professional.

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