

McKinley Carter

MASTER YOUR
WEALTH.



FALL 2023 | Vol. 10, No. 1

Happy Fall! It's a beautiful time of year and, of course, a great time to review the status of your 2023 goals and give consideration to your financial approach to 2024.

Do you feel good about what you have accomplished this year? What would you like to replicate or change for next year? Will 2024 be a milestone year in some way — one that requires more in-depth strategizing (i.e. retirement for you or your spouse, selling of a family business or business



acquisition, extensive travel, real estate purchase, or career change)? If so, please be sure to discuss your concerns and questions with your advisor before year's end to determine any necessary action steps or financial blindspots that we can help with.

As a quick update on the markets, I share the following insights:

1. Most global equity markets, from the lows in September 2022, have had an exceptional last 12 months.
2. However, with the sharp rise in short and long-term interest rates, the last three months have been challenging for both stocks and bonds and higher rates could persist for another quarter or two.
3. Despite near-term hurdles, with declining inflation and solid corporate earnings, our 12-24 month outlook for the economy and markets is positive.

To provide even further insights into the current economic trends, I encourage you to read (or watch) Senior Investment Strategist Dave Nolan's review of 3Q2023 market activity and his summary of what lies ahead in the remainder of 2023. Check out his article [*Tricks or Treats — What Comes Next?*](#)

Under the heading of Advisory Services, we share an insightful article about family philanthropy and "tax-smart" charitable giving from Manager of Advisory Service Standards Teresa Shawver, called [*Fall Into Philanthropy*](#). Fall is the perfect time to consider giving back to your community, and Teresa's article provides valuable information to guide you.

Lastly, under Client Services we highlight the successful [*TDA/Charles Schwab merger*](#) that occurred in September and share very important information for affected clients.

I also invite you to check out the [*Professional Development News & More*](#) section below to learn about other exciting updates at McKinley Carter, including promotions, new hires, and regional events.

As we wrap up our 20th Anniversary year, we extend our deepest appreciation to you for your continued confidence and trust in us. We humbled to serve individuals, families, business owners, and institutions in more than 40 different states. Our mission is a simple one: To help you master your wealth, achieve your financial goals, and live your "good life."

Wishing you a fall full of great times with family and friends.

Sincerely,



[David H. McKinley, CFP®](#)

President and Chief Investment Officer

INVESTMENT SERVICES

Tricks or Treats — What Comes Next?

~ by [David P. Nolan](#), Sr. Investment Strategist and Chair of MCWS Investment Strategy Committee

As a kid, I always enjoyed Halloween. I would dress up in some particularly fun costume, usually something scary. As I went from house to house gathering candy with my friends, I would often see someone's carved pumpkin lying in the road, clearly a victim of some hooligan's prank. It was a reminder that, even in good times, negative influences exist around us.



Today, as we approach the Halloween holiday, we wonder whether the rest of the year will find our meticulously carved pumpkin (stock and bond) portfolios

smashed on Wall Street. Just as we see on Halloween, there are now many frightening and disturbing “tricks” in the economy today, and we’re hoping to safely make it home (the end of the year) to enjoy what “treats” we hope to have in our investment bags.

[READ \(or watch!\) MORE](#) from Senior Investment Strategist Dave Nolan on his 3Q2023 market recap and what may be ahead in the remaining months of 2023.

ADVISORY SERVICES

Fall Into Philanthropy

~ by [Teresa Shawver, FPQP™, CPFA®](#), Manager of Advisory Service Standards

I recently encouraged a client to imagine the personal joy and fulfillment she would experience through supporting organizations she cares about DURING her lifetime, instead of after she’s gone.



For many, being philanthropic means leaving money to charity through beneficiary designations or wills. Once the donor passes away, organizations will certainly benefit from those donations; but sadly, in my opinion, the donor misses out on the opportunity to witness the meaningful impact their dollars have toward the greater good.

Fall always feels like a season of giving. What better time to be intentional about conversations with family to come up with ways to give back, pay forward, however you want to label it?

[Read more](#)

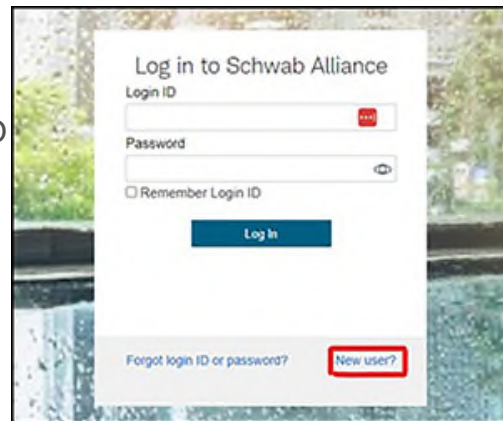
CLIENT SERVICES

TDA, Charles Schwab Conversion Successful

~ by [Nick Stebner, CFP®, CPWA®](#), Financial Strategist and Operations Manager

Late last quarter, all MCWS client accounts at TD Ameritrade were successfully moved to Charles Schwab. As one of the largest custodial acquisitions ever, the successful transfer of our clients' accounts to Schwab was a significant achievement — and a very welcome one — for our clients.

If you have not already done so, you should set up online access to your accounts at the [Schwab Alliance site](#), as TD Ameritrade's AdvisorClient site and mobile app will no longer be accessible. If you need assistance logging in or setting up credentials, Schwab's client service team can be contacted at 800-515-2157.



Also, you can download the Schwab mobile app for Android™ or Apple® devices by searching your app store for "Schwab Mobile." The mobile app will use the same login credentials as the Schwab Alliance website.

TWO IMPORTANT NOTES:

(1) You should have received your new Schwab debit card and Schwab checkbooks last month. If you did not yet receive them, please contact your advisor. Note: Outstanding checks drawn against TD Ameritrade accounts will continue to be processed for about 90 days past the conversion.

(2) You will be receiving two account statements for the month of September 2023 for your accounts that transitioned from TD Ameritrade to Schwab:

- One from TD Ameritrade — likely showing a \$0 balance because the positions and cash have moved to Schwab.
- One from Schwab — displaying the full balance of the converted account(s).

If there is residual activity in the TD Ameritrade account(s), such as dividend or interest payments, you may continue to receive two statements in the subsequent months.

If you have any questions about your statement or other concerns, please reach out to your McKinley Carter advisor. For more information, you can also visit [Schwab's welcome page](#).

PROFESSIONAL DEVELOPMENT NEWS & MORE



Dray Joins Wheeling Advisory Team

Nicole Dray, CFP® joined the Wheeling Advisory Team on Sept. 5 as an associate financial strategist.

An Ohio Valley native, Nicole began her professional career teaching high school mathematics and then moved into Finance. She has many years of experience at a Columbus (OH) RIA and more recently was working in accounting and

commercial lending.

Click [HERE](#) to learn more about Nicole.



Wilcox Promoted to Financial Strategist

We are very proud to announce that [David P. Wilcox II, CPWA®](#) has been promoted to financial strategist.

A Marshall University alumnus, David has been a member of our Charleston, WV advisory team since July 2019. He is a Certified Private Wealth Advisor (CPWA®) and most recently earned a post graduate certificate from the University of Oxford Saïd School of Business for completion of the Oxford Private Markets Investments Programme.

David also works closely with McKinley Carter's Investment Strategy Committee to provide ongoing due diligence on the firm's private market investment offerings.



Wood Earns Designation

Administrative

Coordinator/Receptionist [Julie Wood](#) has achieved the Financial Paraplanner Qualified Professional (FPQP™) designation.

A member of our Charleston (WV) office, Julie plays a key role in administrative support for the advisory team. We are very proud of her hard work and dedication.



Headley Promoted to Client Coordinator

In August, [Adam Headley](#), a member of our Dayton team, was promoted to client coordinator.

Adam is a graduate of Miami University with a Bachelor's in Accountancy and a minor in History.



'The Savvy' Hosts Several Regional Fall Events

McKinley Carter's SAVVY women's educational initiative was in full swing this fall with several events held throughout our regions.

In Charleston, the team hosted *\$cents with Savvy*, a candle-making workshop for interested women. Not only did each guest have the opportunity to create their own candle scent, but they also discussed topics revolving around women and money, and how Savvy's mission is to serve as a resource for women of all ages to gain financial confidence. (Pictured above is event champion [Chelsea Weiss](#) and Savvy Founder [Julie Brown](#).)

Other regional events included a *Sipping with Savvy* wine-tasting at Casa di Vino in Wheeling's Centre Market and a *Breakfast with Savvy* gathering at the Blueberry Café in Dayton. Later this month, our Pittsburgh team will host a wine-tasting event for invited guests at the Narcissi Winery.

To learn more about The Savvy click [HERE](#). And ladies, please watch for the next *Savvy Snapshot* newsletter to land in your inboxes in mid-December!



RPS Division Celebrates 401(k) Day

Our Retirement Plan Services Team celebrated National 401(k) Day last month with food, fun, and education at various client sites throughout our regional footprint.

[Retirement Plan Specialist Kathy L. White, FPQP™, CRPC®](#) enjoyed traveling to several businesses in West Virginia, Pennsylvania, and Virginia.

"401K Day allowed us to remind plan participants how important retirement saving is to their financial futures," Kathy said. "We were happy to share the great news that we are here to help participants achieve their goals. We look forward to visiting more locations next year."

To learn more about the importance of retirement saving, click [HERE](#) for Kathy's blog.



MCWS RESOURCES

Did you know you can access MCWS webinars, newsletters, educational videos, and more? That's right, simply click [HERE](#) to visit our website Resources page to see all archived materials and information. And if you're interested in learning what our advisors are saying on a variety of topics — from wealth management and investments, to tax planning and retirement — visit our [Insights Library](#).



JOIN OUR TEAM!

If you, or someone you know, would like to learn more about job openings at McKinley Carter, please visit our [Careers page](#). We are currently operating six regional offices: Wheeling, WV (headquarters); Charleston, WV; Pittsburgh, PA; Johnstown, PA; Gaithersburg, MD; and Dayton, OH.

If you have a specific interest in a student internship, please contact our [HR Department](#).

McKinley Carter is an SEC-registered investment adviser. For information pertaining to McKinley Carter's fees and services, please contact McKinley Carter for a copy of our disclosure statement as set forth on our Form ADV. For information pertaining to our registration status, refer to the Investment Adviser Public [Disclosure](#).



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