

# The Summit

FOR FRIENDS AND CLIENTS OF THE  
CROSBY ADVISORY GROUP, LLC.  
AUGUST 2019

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## SEEK OUT resistance

Through the hours, days and years spent serving our clients, I have gotten a chance to know many of you on a deeply personal level. As I reflect on the ones who live a life closest to their own definition of success, there is a common thread that can be connected to all of them: they seek out resistance. In life growth only comes in the face of resistance. The wind and gravity force trees to develop deep, strong roots. Countless sets with heavy weight will induce physiological change, causing a weightlifter's body to add muscle mass to accommodate the load placed upon it. Without resistance, growth is stunted.

So why then do some people avoid resistance? Why do they surround themselves with people who do not challenge them emotionally, professionally or spiritually? I don't have the answer. However, once a person learns to flip reality into seeing the resistance is healthy, or "Obstacle is the Way", as author Ryan Holladay said, it's impossible to turn back. Human beings are at their best, their happiest, when they are challenged. Oddly, no one ever says I'm never going to write a book, or I'm going to be fat and out of shape my whole life. What they say is I'll start writing my book tomorrow, or tomorrow I'll go for a run. How many of humanity's accomplishments died with tomorrow? Sometimes the resistance is not a physical force; rather an excuse, or the limiting stories we tell ourselves.

Today, this day, lay siege to resistance. The only opportunity we have to improve our lives is right now. Yesterday is gone; tomorrow is out of our control. This moment we have, seek resistance out in all phases of life. Find someone who will challenge you to grow. Strike down the excuses. Learn to identify resistance in all its forms. Take Robert Frost's road. What about that class you've been meaning to take? How long will you sit on that idea you have? What are you capable of? Begin a journey, fueled by resistance, and find out.



Every few weeks Crosby Advisory puts out a Health & Wealth video on our YouTube channel and on facebook. We believe happiness in life is a culmination of the daily choices we make. Our personal health and ability to fund our life are two major components of our happiness. In our short videos, we combine the two with a new smoothie each episode and a topic on wealth creation, that we believe will help you in your process.

To view our videos visit our facebook page at [facebook.com/crosbyadvisory](https://www.facebook.com/crosbyadvisory)

## 2<sup>ND</sup> QUARTER

### INVESTOR COMMUNICATIONS

In July we released our second quarter investor communications which discussed our view of the U.S. economy and updates to our investment models. In short we are making a tilt to quality in fixed income and have added more value stock exposure to most of our models.

If you missed that communication you can request a copy by calling us or emailing [ncrosby@crosbyadvisory.com](mailto:ncrosby@crosbyadvisory.com)

# Options for RMDs .... that you don't need.

As of July 2019, current tax law requires an account owner of a tax-deferred IRA to start making minimum required distributions (RMDs) after the age of 70½. In short the Federal government is saying “We let you defer tax long enough, now it’s time to start paying.” The required minimum distributions are based on mortality tables (life expectancy) that are published by the federal government. The amount required to distribution from an IRA after 70½ increase each year as one nears their life expectancy age.

What if you don't need the withdrawal to meet your standard of living? It's a high-quality problem to have, but one that is not uncommon within our firm. Since the distribution is counted as income when the investor files their tax return, an unneeded distribution can push the investor to a higher tax bracket.

- One option is to have the investment company send the distribution to a tax-deductible charity. We can have the distribution never hit your bank account, but rather be mailed directly to a charity of your choice.
- Another option is to take the current tax hit, but set the money up so that it is either never taxed again or at least taxed at a lower tax rate than ordinary income. If the RMD is unneeded, one might consider using it to fund a cash value life insurance policy. The cash value grows tax deferred without being forced to pull it out at a given age and the death benefit is 100% tax free to your beneficiary. Life insurance is the most efficient tool for passing wealth because it bypasses probate and is received from the beneficiary tax-free.
- A third option is to invest the money in a non-qualified, tax-managed investment account. The non-qualified account makes sure there are no future required minimum distributions and for those who qualify, the money can be invested in federally tax-free investments such as municipal bonds or tax managed investment funds. There are several ways in which we can turn unwanted RMDs into a life enhancing asset.

Nate Crosby is a Chartered Retirement Planning Counselor and managing member at Crosby Advisory Group, LLC. Nate is also a licensed insurance advisor.

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## THE BEST CAN JUST PLAY.

What is the #1 trait of top wealth accumulators? The ability to value a stock? Lowest cost investment funds? Contrarian outlook? None of those come close to positive habits. I was having a conversation with a friend of mine who is also a financial advisor. I had mentioned that I believed commercials on TV for both investing and insurance do the general public a disservice. He smiled because he knew exactly what I was talking about. They focus on issues that generally will not determine financial success or failure. They compete against other investment companies, other insurance companies, on the base level. “Our app is better, our platform is better, our service is better, 3 free trades if you start now..!” All just fluff. If I could travel back in time with the best basketball shoes of today, Under Armour uniform and energy bars to play one on one with Larry Bird, I would lose 100 out of 100 times. I could put Larry in blue jeans with bare feet and a flat ball and he would beat me in PIG, Horse, half-court game, full-court game, you name it. Larry could just play. It didn't matter if it was on an NBA court, or Hayesville park. The guy could just play. Larry obviously had a talent for basketball, but he spent hours each day perfecting his shot. Doing the right thing, over and over, for years makes one a professional. Want to be a wealth accumulator? Learn the habits of those who are successful at it. Be among those who can just play.



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# Are you drinking enough water? by Macy Vogel



I recently listened to an episode of The Model Health Show with Shawn Stevenson about drinking water and it hit me how important it really is to keep our bodies hydrated. We have heard we need to drink about eight, eight ounce glasses of water per day to ensure adequate hydration. However, researchers are finding that is not the case. As with many things in life (diet, sleep, insurance, financial planning), we need to tailor our water intake to fit our body's needs. We need to drink about  $\frac{2}{3}$  of our weight in ounces of water. For example, if you weigh 160 pounds, multiply 160 by  $\frac{2}{3}$  and you will get 107. You should be drinking 107 ounces of water per day to hydrate your body. Why is this so important? The benefits of drinking water are endless, but here are some examples that are sometimes overlooked: water eliminates toxins in your system boosting immunity, provides more cushion for the brain and spinal cord, helps power up your mental creativity, lubricates joints and cartilage in the body, reduces aging, and reduces fatigue. It is recommended that you start your day with water as it kick starts the metabolism and digestive system.

I understand drinking enough water is easier said than done. Life is busy. If you don't drink much water, slowly start incorporating it throughout your day. I love to start my day with coffee, but I don't allow myself to drink a cup of coffee until I drink water first. I also swap up the lemonade or soda I would drink at lunch for water.. You can add flavor to your water as well. I've listed Chalene Johnson's lemon ginger water recipe below. It's my go-to for some flavor in my water. One thing I recommend is purchasing about three insulated water bottles and filling them up for the day. That way you don't have to worry about refilling a bottle, or losing track of how many bottles you've had.

On a personal note, I used to get cramps in my legs at night and chalked it up to Restless Leg Syndrome. I've been drinking a lot of water for about two years now and those leg cramps have since disappeared. If you try this out and notice the benefits of drinking water please let me know. I would love to hear about it. Cheers!

## OHIO ONE TANK TRIP

by Julie Maglott



This hidden treasure is found in the heart of Amish Country. If you enjoy animals and long windy drives, you'll love this trip regardless of your age. My children and I traveled there for the second time this summer and took our cousins that were visiting from Colorado. The Farm at Walnut creek has over 600 domestic and exotic animals. You can choose to drive your own vehicle through the park or pay a couple extra dollars to ride on the horse drawn wagon. Ride on the wagon. It's absolutely worth the money and believe me you don't want their extra large horns anywhere close to your vehicle! Every person gets a bucket of food to feed the animals and they come right up to you expecting to be fed. Not to worry, they are very gentle and your tour guide will let you know how each animal wants fed. The cows are the funniest, they come right up, open their mouths, stick out their tongues and expect you to dump the food in!

You'll want to plan at least 3-4 hours at the farm. After the wagon ride there's an easy walk around the property to see beautiful gardens, birds, goats, turtles, fish, peacocks, kangaroos and many others. This walk will bring you right out at an Amish farmhouse that you get to tour! Check out the basement of the house, there is a beautiful rainbow of canned goods that the Amish women have canned right from their own gardens. And on the way out they give you a homemade cookie.

After a fun day at the farm, you're sure to work up an appetite. Stop by Boyd and Wurthmann in downtown Berlin and try their roast beef, chicken salad sandwich or a coney. Save room for dessert, because their Date Pudding is out of this world.

For more information you can visit [www.thefarmatwalnutcreek.com](http://www.thefarmatwalnutcreek.com)

# Chalene Johnson's Lemon Ginger Water

Combine into a blender:

- The juice of 2 large lemons
- 4 cubes of fresh ginger root – remember to remove the skin!
- A couple drops of stevia sweetener
- A dash of cayenne pepper
- 3 to 4 cups of water

Blend everything for a few minutes, then pour over a strainer to remove the chunks of ginger.

Add this concentrate with a gallon of water and enjoy!



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## SHAWSHANK TRAIL MARCHES THROUGH OUR OFFICE THIS AUGUST!

It's the 25<sup>th</sup> anniversary of the beloved movie, "The Shawshank Redemption." As you may know, our Ashland location was used during the filming. We are part of many locations that will be visited this month by fans of the movie on the Shawshank Trail, below are some of the many spots. Stop by for your own private tour!



Crosby Advisory Group,  
19 W. Main St., Ashland



Site of felled oak tree,  
Pleasant Valley Road near  
Malabar Farm



Ohio State Reformatory

This former Huntington Bank building now houses an investment/insurance group. In the film, it stands in as Maine National Bank, where Andy, using the name Randall Stevens, withdraws \$370,000 of Warden Norton's money. During business hours, visitors can check out the vault at the rear of the building.

Unfortunately, the tree, a symbol of hope in the film, no longer stands, knocked down by high winds in 2016. A Shawshank Trail sign commemorates the site, currently a field of corn, on private property.

The 1896 prison that is the setting for much of the 1994 film. Guests can stand inside Warden Norton's office, peer into Andy's escape tunnel

excerpts from an article posted  
By Susan Glaser, The Plain Dealer

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