



Next Best Ten Years

When I have plucked the rose,
I cannot give it vital growth again,
It needs must wither: I'll smell it on the tree (V.ii.13-15).

William Shakespeare's tragic play Othello is a masterpiece that centers around three main characters: Iago, Desdemona, and the protagonist Othello who is a general in the Venetian army. Desdemona, his wife, is virtuous and kind; she is the epitome of goodness and love. Iago, who is Othello's ensign, represents what is evil in the world. He misleads Othello into thinking Desdemona has been unfaithful to him, which motivates Othello to murder her at the end of the play. By basing his decisions on Iago's lies, Othello clearly makes the wrong choice about Desdemona's faithfulness. If we can extrapolate from Othello's decision, we can surprisingly gain insight into how we make decisions about money and planning wisely for our future.

Unlike Othello, who at the end of the play felt terrible guilt and was unable to forgive himself for the irreparable choice he had made, we have the chance to revise our previous financial choices in the next best ten years of our life. Unlike Othello, we are given the opportunity to choose again. Unlike Othello, we can examine the truth and see what is important to us. When discussing wealth management or financial planning, it is vital to include life goals that go beyond investments and stock market performance. The next best ten years beckon us to connect with what we really want from life.

The first choice is to consider our values. If actuarially we have fifteen, twenty or even thirty years to live and we have relatively good health and financial security, then the next best ten years should include the choices we wish to experience now: What is important to us about money, and what do we want it to do for us? What would we like our top accomplishments to be, and what are our quality-of-life desires? Which family member relationships—including spouse, children, siblings, parents, etc—are important to us? What are some of our biggest worries that we need to overcome?

Perhaps Desdemona, who is in part determined and self-possessed, offers us a better alternative to Othello. While she is smothered to death, she is, ironically, aware of self and may then be symbolic of what we really want to achieve with our money. While Othello destroys the very thing that brings him happiness, we can ask ourselves—symbolized by Desdemona's truth—what brings us happiness, how we can continue to experience it while we are healthy and able to enjoy our loved ones, and what the perfect integration of financial strategies that afford us financial freedom and quality of life is.

Unfortunately, as he lost sight of the truth and what really mattered, Othello became a tragic figure. But we need not lose sight of the relationships and dreams for our future that are so meaningful to us. For us it is never too late to make new choices. Although Othello plucked the rose that withered as he could not give it vital growth, for us opportunities still bloom. As the end of summer ushers in a new season with a spectrum of colors to appreciate, I look forward to discussing with you your dreams, your aspirations, and your Next Best Ten Years!

REGISTERED INVESTMENT ADVISOR

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Paragon Capital Mgmt. Tidbits

Everyone at Paragon Capital is excited for Tom Snively and his wonderful wife Jenn who are expecting Logan Bailey Snively to enter this world in the next few weeks. We wish them well. Also, my daughter Kimberly, who is presently a Junior at Villanova University, will be attending courses in Rome, Italy, this semester. This should be a tremendous experience for her.

From a compliance perspective, it is important to confirm the suitability of the investments chosen for our discretionary clients. Enclosed please find a "suitability mailer." This explains your individual stock and bond target allocations and associated investment objectives. Included as well are any constraints you have mentioned, such as personal holdings of individual stocks not to be sold. If any of the information is not accurate, please contact us. If we do not hear from you, we will assume that the information is correct and that your investments are suitable for you at this time. We will mail this letter to you on an annual basis. Also enclosed is a copy of our privacy policy. Our form ADV Part II is available upon request.

Investment Summary

As the stock market continues to improve, we see new evidence that the recession is ending and that the economy is beginning to show signs of renewed growth. Our portfolios are positioned well to assist us in achieving the goals we set for ourselves. I look forward to hearing from you soon.



Walter Wisniewski, President
CERTIFIED FINANCIAL PLANNER™ practitioner
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