

SONORAN RETIREMENT ADVISOR



May - June 2025

*We don't grow when things are easy, we grow
when we face challenges.*

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Hi,

My feature story will discuss another scam that cost one of my clients a lot of money.

My second article will focus on tariffs and the effects on the market recently.

I am also very happy to report that our granddaughter's open heart surgery went very well and she is doing great.

Stay safe and healthy.

Your Tucson Team



***From Medicare to Retirement
Planning. We provide the tools,
and expertise to protect your
retirement and lifestyle.***

FEATURE STORY

Another Scam warning

A client of mine recently lost over \$30,000 in a scam. McAfee scams often involve phishing emails and fake websites that trick users into revealing personal or financial information. These scams can also include malicious attachments, suspicious links, and fraudulent claims of McAfee-related issues like expired subscriptions or security threats. Here's a more detailed look at common McAfee scam tactics:

Fake McAfee Emails:

Scammers send emails that appear to be from McAfee, often claiming a subscription has expired, there's a security breach, or a payment is overdue. Clicking on Suspicious Links: These emails often contain links that lead to fake McAfee websites designed to steal your login credentials, payment details, or other sensitive information.

Malicious Attachments:

Some phishing emails may contain attachments that, when opened, install malware on your device.

Fake McAfee Customer Support:

Scammers may impersonate McAfee support staff and ask for sensitive information over the phone or via online chat.

Fake McAfee Notifications & Alerts:

Browser Notifications:

Scammers may send fake notifications to your browser claiming to be from McAfee, urging you to click on a link or take action.

Windows System Alerts:

Fake McAfee alerts may appear on your Windows system, claiming security threats or urging you to renew your subscription.

Common Scams Targeting McAfee Customers:

Subscription Renewal Scams:

Scammers may claim your McAfee subscription has expired or is about to expire and offer renewal options that lead to fraudulent charges or malware.

Security Alert Scams:

Scammers may claim to have detected security threats on your device and offer a fake McAfee solution, often with a link to a malicious website.

Fake Customer Support:

Scammers may impersonate McAfee support staff and ask for sensitive information over the phone or via online chat.

Malware/Ransomware Attacks:

Scammers may use McAfee-related content to spread malware or ransomware, which can lock your device or steal your data.

How to Protect Yourself:

1. Be Suspicious of Unsolicited Emails & Messages:
2. Don't click on links or open attachments from emails or messages that look suspicious.
3. Verify Information on Official McAfee Channels:
4. If you receive an email or notification from McAfee, verify the sender's address and the

message's content on the official McAfee website.

5. Use a Strong Password and Enable Two-Factor Authentication:
6. Protect your McAfee account with a strong, unique password and enable two-factor authentication to add an extra layer of security.
7. Keep Your McAfee Software Up-to-Date: Ensure your McAfee software is up-to-date with the latest security features and threat definitions.
8. Report Suspicious Activity: If you encounter a scam, report it to McAfee and your local authorities.

My client was asked to give cash to a “McAfee agent.” There is no reputable company that will ever solicit you to give them cash. If some one is asking you for cash, or cash equivalents such as prepaid gift cards then that is a Scam. Never give anyone cash.



Clients of the Month

We appreciate your referrals so much

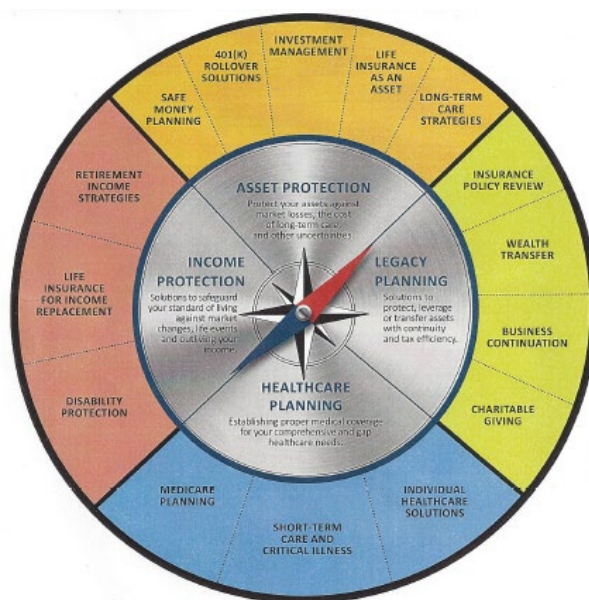
We are happy and grateful for each referral. The only things your friends have to lose are high premiums and that sinking feeling that they just lost money when the market dips again. I’m happy to offer a gift card for every referral that leads to an appointment.

Steve P. referred his friend **Debbie G.** Thank you so much!

Sonja T. referred her friend **Debbie G.** Thank you so much!

TUSD referred **Jose N.** Thank you so much!

The Retirement Planning Compass



Tariffs Drive Market Volatility

On April 2, 2025, President Trump announced sweeping tariffs on imported goods that were significantly larger and different in structure than

expected. Over the next two days, the S&P 500 Index plunged by 10.5%. The Dow Jones Industrial Average lost 9.3%, and the tech-heavy NASDAQ Index dropped 11.4%. The two-day rout erased \$6.6 trillion in market value, the largest two-day loss of shareholder value in U.S. history.

The bond market reaction was slower but even more concerning. On April 9 - the day the new tariffs became effective - yields on the two-year U.S. Treasury note rose by more than 0.3 percentage points in intraday trading, a huge move by the standards of normally stable Treasuries, and the largest increase since 2009. Yields move inversely with prices, so the rapid increase in yield suggested that investors were selling their Treasuries at lower prices, possibly out of fear that China and other foreign investors would sell their large holdings. Treasury securities form the bedrock of the U.S. financial system, and higher yields could cost the federal government billions of dollars more in interest.

While the Trump administration shrugged off the stock market volatility, it could not ignore the disturbance in the Treasury market, and the president announced a 90-day pause on most of the new tariffs. This calmed the Treasury market and sent stocks soaring, with the S&P 500 gaining 9.5% on April 9, the largest one-day gain since 2008.

Since that bounce back, the market has continued to be volatile, with big swings during trading hours and from day to day. Although it's natural to be concerned about market volatility, it's important not to overreact and to maintain a steady eye on long-

term goals. It may be helpful to consider the causes of the volatility along with a longer-term view of market trends.

A surprising approach

There is an adage that the market does not like surprises, and the tariffs announced on April 2 caught investors by surprise. Whereas the expected reciprocal tariffs would match those set by other countries on U.S. goods, the new tariffs used an untested calculation based on the trade deficit in goods between the United States and a given country. Trade in services, in which the United States often has a surplus, was not considered. Most economists believe that trade deficits are not necessarily bad or the result of unfair trading practices, and the calculation resulted in unexpectedly high new tariffs.

Nearly all countries, including those that buy more U.S. goods than they sell, were assessed a minimum 10% tariff. The European Union, which provides almost one-fifth of U.S. imports, was assessed a 20% tariff. Other important sources of imports with high new tariffs included Vietnam (46%), Taiwan (32%), India (27%), South Korea (26%), and Japan (24%).

The 90-day pause allowed more time for negotiation, and Treasury Secretary Scott Bessent indicated that more than 75 countries have contacted the administration. However, the pause did not apply to the 10% minimum tariff, or tariffs on steel, aluminum, cars, and many goods from Mexico and Canada. Nor did it apply to China, which has matched U.S. tariffs tit for tat. As of mid-

April, the average U.S. tariff on Chinese goods was 124.1%, while the average Chinese tariff on U.S. goods was 147.6%.

The situation with China is fraught with peril for both sides, and the general tariff program - whatever form it takes - could increase consumer prices to a level that seriously slows consumer spending, the driving force of the U.S. economic engine. The Trump administration's stated goals are to stimulate U.S. manufacturing, address unfairness in international trade, and increase U.S. revenue. While these are laudable goals, the questions are whether the tariffs will achieve those goals and, if so, how much economic pain will they cause along the way?

Investing for the long term

Although it is impossible to predict the market, you can probably expect volatility for some time. While any substantial decline can be worrisome, it's important to remember that markets are cyclical and historically have always bounced back. Here are some other considerations that may help provide perspective.

After a down year in 2022, the S&P 500 gained 24.23% in 2023 and 23.31% in 2024, the largest two-year increase since 1998. Although 2025 has been rocky, the index set an all-time record on February 19, 2025, after the initial round of tariffs was announced. So, the current market turmoil is coming after a period of unusual strength. While it may be disturbing to watch the value of your investments decline, the current drop is from a high level, and the current value of your portfolio might

be similar to what it was at a time when the value seemed satisfying.

The losses you see in your investment account are only paper losses until you sell. Panic selling locks in those losses. Historically, some of the best days of stock market performance have followed some of the worst days. Pulling out of the market due to an emotional reaction can lead to missing gains on the way back up.

Since 1928, the S&P 500 Index has returned an annual average of about 10%. Annual returns have varied widely, but, on average, bull markets have lasted over three times longer than bear markets and gained over three times more than bear markets have lost. Past performance does not guarantee future results, but the clear message of these statistics is that it generally pays to be patient and stick to your long-term strategy.

UPCOMING MEDICARE WORKSHOPS

For all workshops please email Marilyn at:

*marilyndeluca@ffig.com or call her at
520-668-9662 to Reserve your free seat.*

Tuesday May 27th - 11:00 AM

**MARRIOTT COURTYARD – TUCSON
AIRPORT:**

2505 E Executive Dr, Tucson, AZ 85756

Tuesday May 27th - 6:00 PM

**MARRIOTT COURTYARD – TUCSON
AIRPORT:**

2505 E Executive Dr, Tucson, AZ 85756

Tuesday June 3rd - 11:00 AM

FUTURITY FIRST - TUCSON OFFICE:

4400 E Broadway Blvd, Suite 712, Tucson, AZ
85711

Tuesday June 3rd - 6:00 PM

FUTURITY FIRST - TUCSON OFFICE:

4400 E Broadway Blvd, Suite 712, Tucson, AZ
85711

Tuesday June 17th - 11:00 AM

HILTON EL CONQUISTADOR:

10000 N Oracle Rd, Tucson, AZ 85704

Tuesday June 17th - 6:00 PM

HILTON EL CONQUISTADOR:

10000 N Oracle Rd, Tucson, AZ 85704

Tuesday July 8th - 11:00 AM

FUTURITY FIRST - TUCSON OFFICE:

4400 E Broadway Blvd, Suite 712, Tucson, AZ
85711

Tuesday July 8th - 6:00 PM

FUTURITY FIRST - TUCSON OFFICE:

4400 E Broadway Blvd, Suite 712, Tucson, AZ
85711

Tuesday July 22nd - 11:00 AM

**MARRIOTT COURTYARD – TUCSON
AIRPORT:**

2505 E Executive Dr, Tucson, AZ 85756

Tuesday July 22nd - 6:00 PM

**MARRIOTT COURTYARD – TUCSON
AIRPORT:**

2505 E Executive Dr, Tucson, AZ 85756