

## **My Grandfather's Mantra?**

By Sally Long, CTFA, CFP®

When I think about my grandfather Joe, the first thing I remember is his beautiful white hair and mustache. The second thing is that I remember that he was always whistling. You see, he was very hard of hearing. He whistled the same tune, most often softly but not so that you could hear that it was “Que Sera, Sera”. I learned from Wikipedia that the song was 1<sup>st</sup> published in 1956. So Joe was just a bit older than I am now when something about this song turned it into his whistling song of choice. The more I think about this the more it occurs to me that it was his version of a mantra.

Tris Thorp, Master Educator at the Chopra Center for Wellbeing, writes that a mantra is an instrument of the mind, a powerful sound or vibration that you can use to enter a deep state of meditation. It is used in silent repetition during movement to keep the mind focused. A mantra is meant to bring you back to simplicity in the complexity swirl of our lives. It's to open yourself to focus on the things that inspire you and bring you happiness.

What I wish I could ask my grandfather today is...why did this particular song about a young person's pondering of the life ahead stuck with him? Was it the melody or the words or simply a song that he could whistle with ease?

Joe actually whistled the part of the song that was the answer to the youth's question. That is “Que Sera, Sera. Whatever will be, will be. The future's not ours to see. Que Sera, Sera”.

The recurrence of some rather significant equity market volatility is again capturing a lot of attention. But does it have to? Is possible to whistle your way through these times, with a Que Sera, Sera understanding and confidence when faced with the effects of the market downturns on an investment portfolio?

This is not to suggest that one should take on a cavalier attitude about the risk exposures that come with participating in an investment strategy. Far from it. There is a lot of work that is required to arrive at a place where there is an understanding that the periodic, and normal corrections in the prices of investment assets is to be expected and is not a path to failure. The investment in the relationship and plan development is an essential dynamic of the Wealth Management role that our clients come to understand and value in the work we do together.

There are several fundamental decisions that are cornerstone to each client's plan. First decision is to determine how much cash is the right amount to keep in reserves, the “sleep at night” amount. Next decision is to consider the total of expenditures needed over the next year or two and then evaluate how to plan for the source and timing. The plan then turns to consider how the lower asset values might present opportunities. Yes that's right... opportunities. This could include taking losses to help lower income taxes, taking steps for converting IRA balances to Roth IRAs should the client's overall planning (including tax projections) support this strategy and perhaps dedicating surplus and idle cash to be added to the portfolio, making investments when asset prices are lower.

I believe that hearing my Grandfather softly whistling Que Sera, Sera as a young girl, spending time with this wise and loving man prepared me to be a caring, informed guide for my clients. To help them remain focused on what they can control and when confronted with all the things



in this dynamic world that can't be controlled, to remember that this is the time to hum, whistle or sing at the top of their lungs, "What will be, will be"!

Please do not hesitate to reach out to me at [SallyL@moderawealth.com](mailto:SallyL@moderawealth.com) or 352-746-4460 to schedule a complimentary assessment. I look forward to having a conversation with you on your financial aspirations.

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