

The Mayflower Manifest

EXPANDING YOUR KNOWLEDGE OF INVESTMENT PLANNING

“Look at market fluctuations as your friend rather than your enemy; profit from folly rather than participate in it.”

-Warren Buffett

Annie Chen
Financial
Advisor

Steve Dimitriou
Managing
Partner

Michael Finegold
Financial
Advisor

Lawrence Glazer
Managing
Partner

Lloyd Glazer
Managing
Partner

Lori Johnston
Financial
Advisor

Michael Robbins
Financial
Advisor

Mark Schiffenhaus
Financial
Advisor

John Wilcox
Financial
Advisor

John Longo
Financial
Advisor

Vinson Brod
Financial
Advisor

Joseph Stegeman
Registered
Associate

Kristen DeLeo
Registered
Associate

Linda Loo
Operations
Administrator

Pamela Shea
Administrative
Manager

Mayflower Advisors Proudly Announces Expansion

We are pleased to announce the grand opening of our new MetroWest office space in Westborough. Along with the new location comes the hiring of three veteran financial professionals to the team. Both exciting developments mark the tangible onset of our expanding regional presence and nationally recognized excellence, as well as a continued commitment to top-tier client service.

Through our new Metro West location, we seek to target a vastly underserved market. The new office will be located at the intersection of Interstate 495, Route 9 and I-90, with convenient access for both the Metro West and greater Worcester areas.

Our newest team members, Financial Advisors John Wilcox and John Longo, along with Administrative Manager Pamela Shea, bring over 40-years of combined investment planning experience to the location. Together they bring notable experience and capacity to serve the firm's core markets: retirement plans for small-to-mid-sized businesses and individual private wealth management.

New to our Boston Office...

Mayflower Advisors would like to extend a warm welcome to Mark Schiffenhaus. Mark is a Senior Financial Advisor who recently joined Mayflower Advisors after several years with UBS Securities.

Prior to building his business at UBS, Mark started as an Options Floor Trader on the Pacific Stock Exchange and eventually transferred over to the American Stock Exchange located in New York. While not in the office, Mark splits his time between his homes in Nahant and Wellfleet with his wife and four children.

Prepare for possible tax hikes coming in 2011 by considering these action steps:

- Realizing capital losses now to help offset an expected rise in capital gains tax rates
- Selling investments that have appreciated in value at the current 2010 tax rate
- Converting from a traditional to a Roth IRA
- Adding tax advantaged income sources such as municipal bonds
- Increasing allocations to tax-deferred accounts such as deductible and non-deductible retirement accounts and 529 plans, which may be more valuable given higher tax rates
- Gifting assets to heirs or family members
- Using charitable donations to help offset taxes

Investors should keep in mind the wash sale rule, which prohibits the purchase of a specific or substantially similar security within 30 days before or after the date the same security is sold for a loss. Mayflower Advisors, LLC and Wells Fargo Advisors Financial Network do not provide tax or legal advice.

Mayflower in the News

Congratulations to Steve Dimitriou as Finalist for the 2010 Morningstar ASPPA Leadership Award.

The award, presented by The American Society of Pension Professionals & Actuaries (ASPPA), reflects the multi-faceted efforts of advisors to serve their clients both plan sponsors and participants, act as a mentor, maintain high ethical standards, and apply innovation in the retirement industry. Steve was one of three finalists selected from over 100 nominations made from peers and colleagues.

Nominations were selected by solicited entries from retirement plan advisors, their employers, plan sponsors and other various contributors to the retirement industry. These entries are based solely on completed forms and both qualitative and quantitative measures. ASPPA membership is neither a requirement for the Nominee, ASPAA staff, management and board members are ineligible to nominate. Production may be a factor in nomination.

Larry and Lloyd Glazer were at it again with their annual Father's Day special on FOX Business TV with Liz Claman. Larry and Lloyd discussed their business partnership and how it has helped each of them in establishing a successful firm. Esther

Demystifying Deflation:

Michael Robbins, Senior Financial Advisor of Mayflower Advisors shares his thoughts based on more than five decades as an investment professional

Deflation, a topic feared by many, is quite misunderstood. The popular media has created a Japan-style scenario of a multi year deflationary downward spiral. Growing up during the Depression, I witnessed deflation first hand – goods and services became cheaper every year for several years. Everything from food to gasoline to automobiles declined in price. While we may currently have some elements of deflation, such as declining home values and low bond yields, we are, in my opinion, certainly not experiencing a Great Depression.

I also experienced the perils of inflation. At the peak of inflation in October 1981, the 30-year mortgage rate rose to approximately 18% versus the mid 4% range today. U.S. Treasury bonds provided a yield of approximately 15% in 1981 compared to approximately 3.5% today.

My concern today is inflation rather than deflation. A visit to the dentist, the grocery store or the Bursar's office at the university are all reminders of ever present inflation. The way to improve things may be lower taxes and other encouragements for investment in goods and services and to encourage opportunity. The current enthusiasm for the bond market makes a future decline in the bond market a strong possibility. Help protect yourself by watching your bond investments carefully and considering dividend paying equities.

Never underestimate the challenge of attempting to predict the future. In 1974 a major depression was predicted by 51% of economists in a Gallup Poll in the New York Times. Despite the dismal environment, over the next 5 years, the stock market as measured by the Dow Jones Industrial Average (DJIA) returned more than 29.50% (October 1974 to September 1979).

I am reminded of a quote from the elder J.P. Morgan that would be as valuable advice today as it was 100 years ago: "Don't Sell America Short."

Dividends are not guaranteed and are subject to change or elimination. Past performance cannot guarantee future results.

Mayflower Education Series

Due to the current volatile environment, we are offering monthly opportunities where we keep you informed of the opportunities and share key investment strategies and insights. If you have missed any of our presentations, it may be because we don't have your email address. If so, please email Linda Loo at linda.loo@mayfloweradvisors.com. Past topics have included both in-person presentations and conference calls on planning for upcoming tax changes and Roth IRAs (which was held in both Boston and Washington, D.C.), investing in the emerging markets, and positioning your portfolio for income potential.

Investing in foreign securities presents certain risks not associated with domestic investments, such as currency fluctuation, political and economic instability, and different accounting standards. This may result in greater share price volatility.

and Archie Glazer (Larry's twins) made a special cameo appearance!

Larry Glazer recently made several appearances on CNBC, both on Squawk on the Street and Power Lunch where Larry offered some perspective on asset allocation during these volatile markets.

In a recent interview on Bloomberg.com, **Steve Dimitriou** discussed the role of investments in 401k plans.

Larry Glazer has appeared in several publication including Reuters and the Wall Street Journal where he commented on mutual fund cash flows into the fixed income sector.

New Check Deposit Policy

When submitting checks to Mayflower Advisors for your account, please make the check payable to "[Wells Fargo Advisors](#)" or "[First Clearing, LLC](#)"



MAYFLOWER
ADVISORS, LLC

100 Franklin Street
7th Floor
Boston, MA 02110
617-259-1767
866-688-0180
617-259-1768 Fax

287 Turnpike Road
Suite 250
Westborough, MA 01581
508-948-4050
877-454-1620 toll-free
508-898-1900 fax