

THE PLANNING GROUP

A Wealth Management Firm

Weekly Commentary July 19, 2010

The Markets

What is the most actively traded security on the planet?

The answer is the two-year Treasury note and its current yield is sending us a signal, according to *Bloomberg*, July 17. Last week, the yield on the two-year note fell for the seventh straight week and touched its lowest level ever. At just under 0.6%, it is now lower than during the peak of the financial crisis in the fall of 2008.

What does this signal?

In short, it suggests the economy is slowing down, inflation is not a threat, deflation is a possibility, and money-market rates will remain historically low, according to *BusinessWeek*, July 15, *Barron's*, July 17, and *Bloomberg*, July 17. Here's a list of several economic reports released last week that help support this view:

- U.S. consumer sentiment tanked in early July, according to a survey by Reuters and the University of Michigan (*MarketWatch*, July 16).
- The consumer price index dropped for the third straight month in June, according to data from the Labor Department (*Market Watch*, July 16).
- Industrial production rose a modest 0.1% in June after having risen 1.2% in May, according to the Federal Reserve, July 15.
- Another report released by the Federal Reserve, June 22, said, "The economic outlook had softened somewhat and a number of members saw the risks to the outlook as having shifted to the downside."
- The dollar has posted significant declines recently against the euro and yen as traders position themselves for a potential slowdown in the U.S., according to *Bloomberg*, July 17.

While the data above points toward economic softness, second quarter corporate profits are coming in strong. Of the 48 companies in the S&P 500 index that have reported their earnings, 75% have topped analysts' estimates, including a blow-out quarter from Intel, according to *Reuters*, July 16.

The tug-of-war between soft economic data and strong corporate profits is helping keep the market stuck in a bouncy trading range.

Data as of 7/16/10	1-Week	Y-T-D	1-Year	3-Year	5-Year	10-Year
Standard & Poor's 500 (Domestic Stocks)	-1.2%	-4.5%	13.2%	-11.8%	-2.7%	-3.4%
DJ Global ex US (Foreign Stocks)	0.6%	-6.6%	13.7%	-12.4%	2.0%	0.3%
10-year Treasury Note (Yield Only)	2.9%	N/A	3.6%	5.0%	4.2%	6.2%
Gold (per ounce)	-1.6%	7.7%	27.2%	21.3%	23.1%	15.5%
DJ-UBS Commodity Index	0.5%	-8.4%	7.8%	-9.3%	-4.2%	2.3%
DJ Equity All REIT TR Index	-1.8%	6.8%	53.8%	-9.2%	0.0%	9.9%

Notes: S&P 500, DJ Global ex US, Gold, DJ-UBS Commodity Index returns exclude reinvested dividends (gold does not pay a dividend)

and the three-, five-, and 10-year returns are annualized; the DJ Equity All REIT TR Index does include reinvested dividends and the three-, five-, and 10-year returns are annualized; and the 10-year Treasury Note is simply the yield at the close of the day on each of the historical time periods.

Sources: Yahoo! Finance, Barron's, djindexes.com, London Bullion Market Association.

Past performance is no guarantee of future results. Indices are unmanaged and cannot be invested into directly. N/A means not applicable or not available.

HOW DO YOU SOLVE A PROBLEM LIKE JOBS? This question has a double meaning--jobs as in employment and Jobs as in Steve Jobs of Apple.

Chronically high unemployment in the U.S. is having a debilitating effect on our economy. We can point to many causes for this, but one that receives lots of press is the outsourcing of jobs overseas--and that's where Steve Jobs comes in.

Without getting into a political debate about the pros and cons of free trade, it turns out that in a little recognized fact, Apple is one of the biggest beneficiaries of outsourcing jobs overseas. We can't get enough iPods, iPhones, iPads, and Macs, but relatively few of the jobs created by our insatiable demand are sprouting on our shores.

According to Apple and *BusinessWeek*, as of September 26, 2009, Apple had about 37,000 full-time equivalent employees of which about 25,000 were based in the U.S. By contrast, Apple has subcontracted with a Chinese company called Foxconn *that employs roughly 250,000 people who are devoted to building Apple products*. Doing the math, for every one Apple employee working in the U.S., there are 10 Foxconn employees building Apple products in China. Knowing that costs are much lower in China (and that Apple products are in high demand), is it any surprise that Apple earned \$3 billion in profit with a 42% gross margin in the first three months of this year?

Again, this is not meant to start a political debate about free trade or protectionism as there are many facets to this issue. It simply points out the intractable nature of high unemployment in the U.S., particularly in the manufacturing sector. Some people argue that free trade and capitalism are the best ways to grow jobs and profits. Others, notably former Intel chairman and chief executive officer Andrew Grove (*Bloomberg*, July 1), argue for protectionist measures to rebuild our domestic manufacturing base.

Ultimately, America needs to get its people back to work. The Apple example shows just how difficult that may be.

The Economy⁷

The Federal Reserve's Open Market Committee (FOMC) recent meeting

- Revised their outlook for economic growth down.
- Judged the risks to growth to the downside.
- Risk for inflation is balanced.
- Employment will continue to be subpar.

The Federal Reserve officials now fear that the U.S. economy will take another five to six years to fully recover from the biggest economic downturn we have had since the Great Depression.

Over the past couple of years, the talk has been whether we will have a V-shaped recovery or a W-shaped (double dip recession). Some are now raising the possibility of a L-shaped recovery, which is not much of a recovery at all with more of the same for quite some time to come.

On Friday, stocks gave back the gains from the previous four days, ending the week slightly negative. After Friday's close, the U.S. stock market is down -12.7% from its April 23rd cycle-peak and down -32% from its 2007 high. Companies have been meeting or beating earnings expectations, but it has been from cutting costs, not from demand for their products. At some

point earnings growth needs to come from higher revenue as cutting costs can only go so far.

Additional Thoughts⁸

Fannie Mae and Freddie Mac have now cost taxpayers more than \$145 billion. Robert Pozen, chairman of MFS, calls Fannie and Freddie the 'black holes' in the financial regulation overhaul that need to be addressed. But they are politically volatile given our weak housing market.

Obama's own national debt commission referred to our struggles with spending and debt as a cancer that will destroy the country from within.

A new LIMRA report states that many U.S. workers ages 55 to 70 are "woefully unprepared" for retirement.

Apparently the White House desires to keep dividend and capital gains rates at the 20% level (currently at 15%, but less than the 39.6% sought by Congressional Democrats).

Weekly Focus – Think About It

"I want to put a ding in the universe."

--Steve Jobs

Best regards,

The Planning Group Investment Team

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* The Standard & Poor's 500 (S&P 500) is an unmanaged group of securities considered to be representative of the stock market in general. The DJ Global ex US is an unmanaged group of non-U.S. securities designed to reflect the performance of the global equity securities that have readily available prices. The 10-year Treasury Note represents debt owed by the United States Treasury to the public. Since the U.S. Government is seen as a risk-free borrower, investors use the 10-year Treasury Note as a benchmark for the long-term bond market. Gold represents the London afternoon gold price fix as reported by the London Bullion Market Association. The DJ Commodity Index is designed to be a highly liquid and diversified benchmark for the commodity futures market. The Index is composed of futures contracts on 19 physical commodities and was launched on July 14, 1998. The DJ Equity All REIT TR Index measures the total return performance of the equity subcategory of the Real Estate Investment Trust (REIT) industry as calculated by Dow Jones ⁷The source for the information for On The Economy was derived from Bob LeClair's *Finance & Markets Newsletter 7/18/10* ⁸Information for Tidbits was derived from *The Virtual Advisor 7/15/10*.

* Yahoo! Finance is the source for any reference to the performance of an index between two specific periods.

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Scottsdale Office - 8800 N. Gainey Center Drive - Suite 176 - Scottsdale - Arizona - 85258-2122
Sun City West Office - 13912 W. Stardust Blvd. - Suite 119 - Sun City West - Arizona - 85375
Telephone (480) 596-1580 - (888) 596-1580 - Fax (480) 596-2165 - e-mail - kris@theplanninggroup.com
