

# ROTARY ANCHOR



**New London Rotary Club**  
 District 7980 Club 6741  
 Chartered April 11, 1917

P.O. Box 654  
 New London, CT 06320  
 www.newlondonrotary.org

AM Meeting: Thursdays at 7AM—Muddy Waters, New London  
 Lunch Meeting: Thursdays at 12:15 PM—Tony D's, New London

## Meeting: Thursday, May 8, 2014

### Program:

**May 8**  
**Peter Levine & Tony Silvestri: Real Estate Development in New London**

**May 15**  
 Bruce Cummings  
 L&M Hospital Corporation

### Reporter:

May 8 Ann Connolly  
 May 15 Todd Gipstein

### Invocation:

May 8 Michel Belt  
 May 15 Ed Cramer

### Greeter:

May 8 Andy Russel  
 May 15 Ed Cramer  
 May 22 Brian Haagensen

### Song Leader:

May 8 Joanne Cain  
 May 15 Brian Cole

### Birthdays:

May 9 Alex Suprin  
 May 11 Jo P. Beebe  
 May 12 Linda Lisa Mariani  
 May 15 Rick Gipstein

### Anniversaries:

May 10 Mike Stryker

### "Doing Business 101" panel

Speakers: John Bysko & Mike Stryker Reporter: Mark Patnode

April 24, 2014— John Bysko and Mike Stryker spoke about their experiences in financial services.

John has a BS in Accounting from the University of Connecticut and worked for 20 years with Connecticut Bank and Trust. He is a Certified Financial Planner, CPA and Five Star Wealth Manager four years in a row. John got into the business through his first job with Connecticut Bank and Trust in its tax department. He entered the Trust training program and transferred to New London from Hartford. He now has his own business because he wanted his own practice because it allows him to do what he likes—working directly with clients.



Mike Stryker attended Connecticut College. He was a Vice President at UBS and also spent 20 years with Merrill Lynch. Now a Senior Portfolio Manager, he lives in Waterford and is also the principal owner of Spindrift Guitar. Mike started in business in 1987 on the day of the stock market crash. He feels that every day, clients and markets are different and his work allows him to help people.

In terms of business trends, John finds there is significant overregulation. The government, at both state and federal levels, has overreacted. He now has to get an audited financial statement for himself. Three individuals coming down from Boston annually and give him 80 questions on a Friday to be answered next Monday. This is the frustrating part of the business. Additionally, now advisors cannot hold funds because of Bernie Madoff's actions. John has also noticed that discount firms and the Internet have affected the practice of charging commissions. Namely, commissions have diminished. The trend is for you to pay a fee based on the value of the portfolio and meeting goals.

For Mike, his business focus is to align the interests of client with the advisor. His compensation is mostly fee based as opposed to transactional. In terms of long-term guidance, he suggests keeping the stocks you have. He feels the investment philosophy of focusing on whether your portfolio is keeping up with indexes is a problem. Regarding trends, Mike has observed that once upon a time brokers provided quotes, but now people simply get them on their Smartphone.

John also commented on the role of technology in the investment world. For example, the 2008 market adjustment that affected many of the 403Bs and 401Ks was due in part to folks having greater access to move funds and reacting emotionally.

Finally, regarding the fun they have at work, John appreciates "when folks profusely thank me" while Mark enjoys being invited to a few client's graduations or retirement parties because he helped get them over the finish line.

**Soup Kitchen**  
**Today!!!**  
**4:00—6:15 pm**

### Thought of the Day:

**"Our life is what our thoughts make it." -Marcus Aurelius**

### Rotary Anniversaries for May



**Member**  
 Jerry Olson  
 Helen Sandalls  
 Joanne Cain  
 John Estelle

**Since**  
 2009  
 2010  
 2011  
 2012