



# New Perspectives, Inc.

## FINANCIAL SOLUTIONS

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### (Br)EXIT This Way

*By Nancy Lottridge Anderson, CFA*

It's the age-old question: From families to companies to countries, how do you get along? How do you put together people with different beliefs, values and ideas in such a way that you keep everyone happy? The answer is: "You don't!"

Broach the subject of coffee in our office, and the gloves come off! Ryder makes a stiff brew that will keep you awake for days, while everyone accuses me of making weak tea.

And lunch? Forget about it! Between finicky palates and restrictive diets, we struggle to find common ground.

Then there's the age thing. Jackie and I remember rotary dial phones, and Susan and Ryder don't know that phones were designed for TALKING! It's a wonder we can get along at all.

Together, though, we are a smooth-running team. Yes, conflicts arise, but we negotiate and compromise, and the result is better. We don't always see eye-to-eye, but we are all committed to the same goal of giving our clients the

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best service possible. As I think back to the early days of New Perspectives, I know that this version is better because of those differences. Notice I didn't say easier.

Every time I added another person to the mix, it was a scary thing. Would it work? Would we be compatible? Would THIS person treat my clients with the same level of care?

I found that putting together the right combination requires great effort and mountains of trust. When the endgame is not merely keeping everyone happy but also keeping everyone moving in the same direction, the result is immensely more rewarding.



### Money On My Mind

Humans are meant to be social, to be part of a group. History has shown us that groups who stay isolated suffer economically.

Think of the Vikings. When their prospects became limited, they struck out across the seas. Sure, there was

conquering and marauding going on, but they were also interacting with other cultures, both imparting knowledge and learning new things.

This interaction led to a bunch of red-headed Irish people, but it also led to trade. And cross-cultural, cross-border trading lifts economies.

That brings me to Brexit. The British head to the polls next week to vote on whether they will remain in the European Union. The choice is between closing the borders out of fear or continuing to open society to more opportunity.

The model for the EU has been our very own United States of America, an immensely rewarding experiment. Our limited history and common language helped the cause, but it's still not been easy.

People who are not the same will never get along 100% of the time—not happening. But something else will happen. Conflict will arise. Solutions will require compromise. And compromise will lead to the next level.

Here's hoping our British friends across the pond understand the stakes.

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Fee-Only Financial Advice**

**The Lighter  
Side**



Very British Problems from @SoVeryBritish:

- Having to say "ooh!" immediately before accepting a biscuit.
- Saying "I mustn't really" as you stuff the 16<sup>th</sup> biscuit into your face.