

# The Client Connection

News and Updates from The Gensler Group

March 1, 2016

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Are you coming to  
the Wealth  
Management  
Symposium on  
Thursday?

We are excited about  
our annual event this  
year. We hope to  
see you at 10:00 a.m.  
on Thursday, March  
3rd at the Coronado  
Library, Winn Room.

[Click here to  
R.S.V.P.](#)

Updated Reviews

## The Markets

It wasn't as entertaining as the Fantastic Four, The Magnificent Seven, or Ocean's 11 but, last week, we had an opportunity to watch the Group of 20 (G20).



The G20 stars finance ministers and central bankers from 19 countries and the European Union as well as representatives from the International Monetary Fund (IMF) and World Bank. The group meets periodically to discuss the global economy.

At their most recent meeting, the G20 made a commitment to continue to pursue global growth through monetary policy. They also emphasized governments around the world need to do more. The IMF's report stated:

"In advanced economies, securing higher and sustainable growth requires a mix of mutually-reinforcing demand and supply policies. On the demand side, accommodative monetary policy remains essential where inflation is still well below central banks' targets. However, a comprehensive approach is needed to reduce over-reliance on monetary policy. In particular, near-term fiscal policy should be more supportive..."



Click on image above to read Weekly Market Commentary



**Q4**

Quarterly Market Review  
Fourth Quarter 2015



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## Confusion About the Economic Value of an Extra Day



Having an extra day in the year means people will spend more money, but that doesn't mean everybody will earn more.

That's why there's no easy answers when determining the economic impact of Leap Day, which was making its quadrennial appearance Monday.

If every day were indeed equal, then the simplest way to look at it would be to see how it affects total output. The extra day is worth an additional 1/365th of U.S. GDP, or about \$50 billion. That's more than the annual GDPs of four states: Montana, South Dakota, Wyoming and Vermont.

But, and this is a big but: Not everything costs more on Leap Day. If you're a salaried worker, then you don't cost more to your employer. Your work is free that day. They pay you the same amount for the year, and you get the privilege of working an extra day. Gee thanks, physics.

[Click here to read the entire article.](#)

## 7 Things Great Listeners Do Differently

Listening is a bit like intelligence-most everyone thinks they're above average, even though that's impossible. And listening is a skill you want to be great at. A recent study conducted at George Washington



University showed that listening can influence up to 40% of a leader's job performance.

Effective listening is something that can absolutely be learned and mastered. Even if you find attentive listening difficult and, in certain situations, boring or unpleasant, that doesn't mean you can't do it. You just have to know what to work on. The straightforward strategies that follow will get you there.

**1. Focus.** The biggest mistake most people make when it comes to listening is they're so focused on what they're going to say next or how what the other person is saying is going to affect them that they fail to hear what's being said. The words come through loud and clear, but the meaning is lost. Focusing may seem like a simple suggestion, but it's not as easy as it sounds. Your thoughts can be incredibly distracting.

[Click here to read the entire article.](#)

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