Investing in the Digital Age: Resources for Patrons from the U.S. Securities and Exchange Commission – Transcript of audio

Please stand by for realtime captions.Good afternoon, everyone. Welcome to the Academy. My name is Joe Paskoski. I am with my colleague, Ashley Dahlen. She is the tech support today. We have a terrific webinar for you. Investing in the Digital Age: Resources for Patrons from the U.S. Securities and Exchange Commission. And with us today is our presenter. I hope I pronounce your name right. Tom Manganello. Let me read you a little bit about Tom. He is a senior counsel in the securities and office of investor education and advocacy. Helps manage investor education content on the website for SEC. Investor.gov. And conducts presentations on audiences. He regularly contributes to twitter and Facebook. Prior to joining, he spent 10 years in the S.E.C. division of enforcement where he invested violations of securities laws including insider training, Ponzi schemes, and accounting and broker fraud, and unregistered events. He graduated from the University of Pittsburgh school of Law and earned a BS in journalism from Ohio University. With that, I will hand the virtual microphone over to Tom for his presentation. Be back Joe, thank you for invited me to participate. I am speaking today in two capacities. One, I'm speaking to you because for most of you, you are public employees. You are building wealth throughout your career. You are on your own investing journey. But I'm also hoping to speak to you today because you are librarian, and you help patrons, or help researchers. I have two goals, one is, you will see a simple presentation that the SEC office of investor and education can give it your library. Some library like to do this during Money Smart week. Some libraries like to do a presentation for their patrons during financial capability month, which is April. Or any other time during the year. I want you to see an excerpt of investing in the digital age presentation. So you can see the kind of resources that we use when we are speaking to patrons. The second thing is, I want you to be aware of the free tools and resources on investor.gov. Not only to help your patrons, if you have questions, or to director researchers, looking into issues related to investing, saving, avoiding scams, but also, to help you in the context of your own investing journey, so when you have questions or would like to use one of the tools, you will have an ability to do that. It is an honor to be here. I always have to give this disclaimer. The views I express are my own. Not necessarily the views of the SEC commission. The five commissioners or 4500 fellow employees at the SEC. Let me tell you briefly about our agency. I'm sure you already know most of it, what we do. But we have a three-part mission. We are there to facilitate capital formation. We want to make sure people with good ideas can go to the market, get the capital they need to bring those ideas or products to scale. While we do that, we want to maintain fair and orderly markets, so that everyone has the same playing field. And while we do those two things, we want to protect investors. I always think of it as, three-part mission comes together where an innovator who has a great idea wants to go to the market, want access to capital, and an investor like us who have a 30 one B -- where we can understand the risk of the big gaps investments we take on. And, if there is a bad actor, or a broker or investment adviser, or someone who is trying to defraud or sell bogus investments, we want a strong regulator that can enforce the federal securities laws and remove the bad actors from the industry. That is in a nutshell, what we do every day. We enact rules for sure. When we do rulemaking, we have to have Comet. For the public. And we propagate final rolls. We reviewed disclosures. There are more than 5000 publicly traded companies. And those companies have to file quarterly and annual reports. We have an entire division that reads those closely to make sure they are providing relevant material information to investors. We go on-site. We actually show up at broker-dealers, investment advisers and other market participants. We open their file cabinets and make sure they have a system to comply with the federal securities laws. And of course, we are law enforcement agency. Where I spent my first decade, just last year, Wiese collected over $6 billion and over 700 enforcement actions that were brought by our enforcement division at the S.E.C. Some of those actions actually were brought to us by a whistleblower. That is someone who is aware of wrongdoing, who privately reports that to the S.E.C. And when we bring cases that resulted in a prosecution or a federal action against those violators to the federal securities laws, we can pay out a portion of the money that we recovered to whistleblowers. Last year it was over $200 million that were paid out. We have 12,000 tips from whistleblowers. We love to hear from folks who may be insiders, and maybe wear of shenanigans are worse. We have an oversight role. There are something like 29,000 total market participants that we regulate, that we oversee, including the investment advisers who give investment advice. The dealers who help you buy and sell securities. Those big exchanges. Like, the New York stock exchange, or the NASDAQ. And even the self-regulatory organizations like our friends at the financial industry regulatory authority. We oversee them as well. Needless to say, the markets are huge. Over $100 trillion in annual trading in the United States every single year. Over double that for folks who are trading in bonds. Fixed income markets. The first was stocks in the equity market, and then, more than double that in the bond market. How many folks are affected? There are 67 million families in the United States. Many of them your patrons, that either hold socks directly or indirectly. Perhaps through a mutual fund, or perhaps through their work place retirement plan. We take very seriously our role in protecting those markets and protecting investors. I work in our office of investor education and advocacy. It allows me to be eight teacher and go out to libraries, to senior centers, to schools, and military bases, and speak about sound investing tenant and how to avoid scams. We also have another part of our office that listens and reads, and receives phone calls from investors who have questions about their investments, or about the investment professionals. Last year we had over 30,000 of those inquiries. We try to process those as quickly as we can. That is what we primarily do. The primary resource however, is this one. Www.Investor.gov. It is a repository of thousands of free tools and resources that can help both you and your patrons be more informed investors. This is what I landing page looks like. It is an intuitive interface. You can see the intro to investing at the top. Financial tools and counselors. Protect your investments. Right in the center of the screen, you see the check out investment professional tool. Which is a way for your patrons to look up an investment professional that they may be considering using. Make sure they are licensed and regulated. They have an employment history that is not filled with red flags. Like disciplinary actions. I want to point out one resource right now. That is, under the additional resources tab, in the upper right-hand corner of the landing page, we actually have a librarian page. It has tools and resources that librarians like to use to help their patrons, including a very robust glossary section. Links to the Edgar database. That is the electronic database gathering and retrieval system that allows your patrons to recharge publicly traded companies. And, all of the other financial literacy tools and resources that you may find useful. Right under that additional resource tab in the upper right corner of our landing page, you can find a librarian page that may be useful for you. Okay. I am going to talk a lot about our resources in a few minutes. But, I thought I would give you a sample excerpt from our general presentation. We call investing in the dental digital age. I will present it as you would for your patrons. So you can get a taste of the way we teach investing and the concepts we find important for retail investors like your patrons. I hope you will listen. You may learn something yourself, but it's also important to see how we might be of value to your patrons. When we are talking about investing, I like to backup a step or two, and say there are antecedents to the mind-set. One of them is something we can teach to children early on in elementary or middle school life. Let's make sure we can distinguish between needs and wants. Because very often, we know what we need. We need oxygen, water, we have to stay hydrated. We need a roof over our heads. Often times, I will hear Generation Xers or millennial say, you have to see. And what they are doing, is using DoorDash to bring in an expensive dinner. Or, I need my coffee and they are buying a seven dollar spiced latte from Starbucks. These needs can very quickly morph into luxuries or wants. We can really overspend on life's basic resources. I want everyone to think about, what do I really need, how can I save some money. And the things that I draw enjoyment, or the things I needed like? I can go to the grocery store and make things much cheaper than DoorDash. I can get the coffee that may be my workplace provides. Or maybe I can get a two or three dollar cup instead of a seven dollar cup. Another important concept is the thought of delaying gratification. And for many of us, we don't want to hear that. We get paid 26 times per year. And darn it, we are spending that. I need this now. I want an Xbox. I want the iPhone. I want this, that, or the other thing. If you can get more into a delayed gratification scenario, it will allow you to build for better things in the future. I give this example. You want that $50,000 Tesla or charger. A car that is that expensive, will result in a monthly payment of $800. Most of us, when we make that payment, don't have much left over for all of those other things we want to accomplish in the financial life. Instead, if you considered a car half the net, or even less, maybe you lower your monthly payment to $373. What does that allow you to do? That will allow you to put $100 in a savings account at your bank. It may allow you to contribute $300 per month into your workplace retirement plan. And believe me, that can really add up. If you do $300 a month, you will have over $700,000 at the end of that career. Delayed gratification. Tell yourself, I will get that fancy car. I will go with a basic card today, so that I can have a budget that allows me to accomplish some of my other goals. You might have more spending money, if you choose that. When we use our credit cards, needless to say, it can be expensive. If you pay your credit card off at the end of the month, no worries. You are not assessed interest charges. But for someone living beyond their means, you are using plastic to pad your lifestyle, then all of the sudden, the bank or credit card company will assess significant interest charges. And I mean, really significant. It could be 20%. On those purchases you cannot afford to pay off at the end of the month. So, this is one example. You want the flatscreen television. If you would save up for it and pay it off in one fell swoop it would be $1000. But if instead, you put it on your credit card, you paid only the monthly minimum payment every month. Which is $35. The bank is so wonderful. They are making this very reasonable monthly minimum payment. They do that because they want you to take your time. They would love it if you draw your debt over decades. Of course, that is not your best interest. As you are paying interest every month. If you chose that strategy, two things will happen. You will not pay off that television until 2026, three more years. And look what you end up paying for it. $1300. 30% more for the same television, because you have borrowed from the bank to get it. And, every $35 monthly payment you are making, only $20 goes to the actual television. The other $15 is just paying the bank for the luxury or privilege of borrowing money over time. Remember, credit is expensive. If your patrons have problems with credit, there are ways to improve it. We are not the credit agency. That is the commute consumer protection Bureau, but they give us is great advice. Here's how you can improve your credit score. Pay your bills on time. That is not a shocker. We all pretty much intuitively know that one. Don't pay close to your credit limit. You have a $10,000 credit limit. Do not put $9000 in charges on your card. You will impair your credit score. If you have credit cards, hold on to them. Because along credit history actually helps your credit score. But, don't apply for credit that you don't need. Next time you are TJ Maxx, and they say, you could've saved an additional 15% if you open up a card, think long and hard whether you need any retailers credit card. Every time you open up new credit lines, you will at least, temporarily, impair your credit score. And of course, all of your patients have the ability to check their credit reports on a regular basis. That is one time per year for each of the three major credit rating bureaus. Aqua fax, Experian, and Trans Union. The way they do that is through this website. Annual credit report.com. That was a little bit on credit. When I'm talking about building wealth, I often say to patrons or to investors, the next thing you need to do is have a rainy day fund. Believe it or not, 40% of Americans don't have any money put aside. They would not be able to incur even a $400 unexpected charge. At they dropped their phone and cracked their screen, they would have to borrow money from a family member or put it on a credit card and pay it off over a long period of time. That is not good. The way you can exploit that kind of debt is to make sure you have an emergency fund. Some rainy day fund where you are putting a little money each pay period into this. So that if you do have your transmission fail or hot water tank leak, or whatever. You have a pot of money to dip into, and not go into debt. And of course, we encourage folks. Build that up over time. Maybe have three months of your living expenses set aside in case you have a health crisis, or in case you lose a job. If you get that tax refund this year, if you have a generous relative who gives you a little money at a birthday or holiday, put some of that into your emergency fund and build that up over time. That was step one and step two, pay off the high bill. If you need to be aggressive, do it and live within your means. Steps to to do, is establish emergency fund. Saving and investing are both laudable goals. Savings what we just spoke about. Money we are putting into a no risk spotlight the bank. Or, your credit union that is FDIC insured. We are not going to lose it, that we are also not going to grow it. The money in the bank is probably earning less than 1/10 percent. It is a modest growth. The money that we want to grow, is the money we are actually going to invest. Investing is different from saving. Invested money is money that we are willing to put at risk. We are making a strategic decision to put this money at risk. Why? Because we have a better chance at bigger growth over time. With money that is invested. Some people are conservative. They don't want to put anything in investing. They say, I will leave it in the bank. The problem here of course, is that the price of goods and services go up over time. It is called inflation. And if all of your money is in the bank or in a coffee can in the backyard, you will not have the same buying power one year from now. Five years from now. As you do today, because of inflation. The example here, the original iPhone in 2007 was less than $600. Now you will pay 83% more for a brand-new iPhone. Inflation. The price of goods tend to go up over time. We want to have some money invested, so we not only keep up with inflation, we want to beat inflation. Right? How does money grow when we investing? Einstein himself thought that this was a magical concept. The eighth wonder of the world. It is compounding. Compounding is when your money in year one earns a return. And in year two, not only does the money you were invested earn a return, but that return you earned also earns a return. So, the best analogy is the snowball. If you pack a snowball tight and you roll it on the ground, it talks about picks up additional surface area. Additional size allows on the second rotation to pick up even more so. That is kind of how investing works. Your money can begin to work for you. Your snowball will rotate over time. And the way the snowball grows, differs depending on which common investment we are talking about. Quick 32nd refresher. Stocks, that is where we own a percentage of a public company. You can own a percentage of Amazon, just like Jeff Bezos. You can make money a couple of different ways. If you buy Amazon low, and you sell Amazon higher, you can make money in that sort of capital appreciation. But, there are also companies that share their profits with their stockholders. We call those dividends. It is another way your snowball can grow with stock ownership. With bonds it's a little different. You don't actually own a percentage of the company. It's more like an IOU. It is like you have loaned money to the government or to a company, they will hold on to it for some length of time. And at the end of the bond period, they will return your money. Meanwhile, they will pay you interest periodically. Usually twice a year. At the end of, they return your principal. The money you are originally investing. And then very common and popular, our funds. Like mutual funds. Or exchange traded funds. The important attribute of these things, they give you diversification, exposure to more of the market. Funds can grow if the underlying securities, maybe hundreds or thousands of companies that the funds whole, go up in value. On the aggregate. Or, if those underlined companies pay into the fund. Dividends, capital gains, or other profits. That way, you might get more shares of ownership in that fund and your snowball grows and rotates. How might it look, if you start your new job as a librarian? And you commit to $100 per month into an investment account. Maybe your 403B or 401(k). If you did that over 40 years, what you would have put into that fund is $48,000. But if that fund earned an average return of 7% over your career, you would have $240,000 at the end of that. Even though you yourself only put in 48,000. How? That was your snowball rotating. That was your money beginning to work for you. Not so much in the early years, but even more as you approached retirement, when you had more money in that account. That is the beauty of investing. Now, is stock investing linear and put predictable? I don't want to leave anyone with that impression. Especially your patrons. Pagers need to know, there is volatility when you invest in stocks. This graphic is showing to standard 500 Index over the last three decades. These are the 500 largest publicly traded companies in the United States. If you look at this closely, you will see significant volatility. There are ups and downs. We may have a great day today on the market, and Thursday may be down. Or Friday may be down. Monday may be up again. This is how the markets work. Look at the trend line. The trend is up. Despite the shirt short-term volatility, long-term investors in the stock market have historically done very well. Stocks have paid between seven and 9%. Even going back 100 years to the crash of 1929. Long-term stockholders have done quite well. So, the take away for your patrons, is that, you really have a formula to build wealth in life. One is the consistent contributions to investment, and two, is your superpower. Time. Because when you make regular contributions, over time, your snowball will rotate and you will build wealth. And, if you start earlier, you don't have to put as much in your investment to reach your goal. An example on the right column, if you wanted to have a half-million dollars in your retirement account by the age of 65, look how much easier it is to get to that if you start investing in your mid-20s. And you only have to put about $200 per month into an investment. But, if you procrastinate and wait three decades, and you find yourself in your 50s, you have a need to put almost $3000 a month into the investment to reach the same half-million dollar goal. You really want to encourage patrons and ourselves, start as early as you can and get that snowball rolling. Time is the superpower. One really important facet is, not to make 26 separate discretionary decisions a year as to whether there is anything left with each paycheck to save and invest. If we leave it to our discretion, 26 times per year, we were invariably choose immediate gratification more often than not. We will put off the long-term investments. I will get to it. I will get to it. But if instead, you set up the infrastructure, that is automatically building wealth. You set up your direct deposits to send money from every paycheck into the emergency fund. I do set up your 401(k) to take money out of each paycheck and a fund that 401(k). All of a sudden, you put your long-term wealth building on autopilot. Right? That money will compound. That snowball will grow. And you actually get the additional benefits of dollar cost averaging. When the markets are down, that same contribution that you make every month, actually acquires more shares. You are getting stocks on sale. Which is a great thing, because you are poised to build wealth. So, set up your saving and investing automatically. Just put it in place. You don't have to think about it anymore once you have this happening every paycheck. Now, I always like to give a little sample of our excerpt on technology and investing. Many of your younger patrons will be interested. I would like to mention to them, just because Matt Damon or Larry David or some other influencer is endorsing a product or investment, does not mean it's right for you. Same with a credit chat room or YouTube page. The type of investing advice you can find online, or in social media is often times very poor. Same with our friends and family. We love them and our coworkers. We love all of them. But even if they are making sound investing decisions, it may not be right for us. I want to make sure everyone realizes, and I don't have to tell librarians is, but the best strategies to do your own research. And when you are researching investments, you want unbiased resources. Folks are not trying to sell you something. Sources like the securities and exchange or www.Investor.gov Web server good examples. They need to be aware. Nobody gets rich during investing. Maybe, somewhere longline. But I have never met anyone who has gotten rich quickly with investing. This is a long game. We want to set up the infrastructure and build wealth throughout our career. That is how you get comfortable later in life. Some of your patrons may be interested in alternative investments. They don't want stocks or bonds, for one case. These are a few that some investors use. These are typically going to have less government regulation. They will typically have less transparency. There for to your patrons, there will be more risk. One asset class, they will talk about is crypto assets. By this, I mean tokens, such as non-fungible tokens. They claim to be an alternative to fiat currency. I am talking about things that we don't hold or touch or put in our wallet or purse. These are digital points. They exist on a distributed ledger called the blockchain. This is a series of computers, a series of servers that speak to create ownership and transactions in these digital assets. They know who owns what and who is transferring what to whom.

They're using a very complex coding system. It is supposed to be absolutely impossible to catch up it. That's what I'm talking about when I mentioned crypto assets. What are the risks? First thing. Even the grandfather of all asset which is bit coin is only 12 years old. There's a limited track record to understand how they might perform over time. For most investors, they are also speculative. They artfully buying them to use as literal currency to purchase things. They are probably speculating that they will pay a low amount and someone else will pay a higher amount. Eventually. They are speculating that they will increase in value. But of course, they may not. Needless to say, most digital assets and exchanges that trade them, will not give you the same investor protections that you get at your bank. For example, where you have FDIC insurance. Or you get with stocks, bonds, 401(k), and other securities. And they are volatile. If you just track bit coins journey over the last couple of years, you see, it was trading above $65,000 per bit coin a year ago. Since that time, it has crashed all the way down to 22,000. If you bought bit coin at the top of the swells, you have lost a lot of money, or at least, on paper you have. You would be very disappointed in the performance of crypto. And that is a risk with this type of asset. My take away for you and your patrons is that, if you're going to invest in alternative assets that are novel, that are speculative, that are volatile, and are lacking in basic protections, frankly, you could lose some or all of your money. What should you do? You should give careful consideration to your overall portfolio. The whole pizza pie of all your investments. And decide what percentage, if any, you want to invest in that type of investment. For me, it is only the percentage I can afford to lose. You very well may lose it. I want you to understand those risks. On www.Investor.gov we have a crypto assets page. Everything our agency is regulating in the crypto space will be on the crypto asset page. It is in the six pack on the landing page. Many of your patrons are no doubt using apps like Robin Hood or better man or acorns to do investing. It is not a problem, necessarily, but there are couple of things to keep in mind. First, some of those apps give very novice investors unsophisticated investors, access to complex or high risk products or strategies. I'm talking about options trading. Or things like margin trading, where you are literally borrowing money to make investments. That is dangerous, because you can actually lose more money than you invest with those trading strategies. So, if your patrons are doing this, encourage them to get on www.Investor.gov and learned about those investing strategies before they do that. We don't want anyone engaged in that type of training. Without a background or education in those strategies. Apps make training fun. They have deified the process. Why? Because apps make more money if you trade more than if they do if you don't. So, they will show you fireworks when you show a new stock. They will show you confetti when that stock price goes up. If you're not treading for couple of days, they will send you a text saying, investors are making big bucks on these 10 hot stocks. Right? All of which will make your patrons more likely nudged in the direction of trading more. The problem with that of course, is folks who trade more, studies have shown tend to underperform. It is not a case of, the more I trade the better I do. It is like gambling. The more you gamble, the worse you are in life. Even though you might not admit it. That is how trading can work for some. You may also get questions about the fees of investing. Investment fees can eat up investment returns. You want to pay attention. Assuming the investments have the exact same grade of return, the one with the lower fees will grow faster. There is an incentive to choose these products. If you're looking into mutual funds, those managed funds will typically have higher fees than the index or passing strategy funds, where the active managed funds will be trading in and out BDA index, and the passive funds are a basket of stocks. And they will do as well as the market. The active funds have to do that much better to make up for those higher fees they are charging investors. A good tool, if your patrons have questions about the fees of investments they are considering, is the fund analyzer tool. It has more than 30,000 mutual funds, ETF's, and annuity type products that you can get apples to apples comparison of the total expense ratio. All of those fees rolled together. That is a good resource for your patrons. And that's how it looks. Find analyzer by FINRA. I always tell folks who are starting a new job, and being given their 401(k) investment options, on day one and orientation, put them in the fund analyzer. Make sure your data point is how much it will cost you to hold that bond. Okay. And then, there are scams. We devote at least one portion of our presentation for library patients or researchers, or any investor to how to avoid bad guys who may want to separate you from your net worth. Your wealth, your nest egg. First off, if it sounds too good to be true, it is. Trust your instincts. A 50% return in two months does not make sense. Be careful if you are directed to pay for an investment with cryptocurrency. Or to send target gift cards. Or to wire money to the Cayman Islands. All of these are payment methods that scammers love. Because they are almost impossible to reverse or trace. Be careful. If you are using payment apps like Ben Moe, PayPal, it's okay. But make sure you are paying a vendor you trust or a person you trust. A friend or family member. Do not use these to pay for investments that you find on social media from a company you have never heard of. That is also a difficult payment method to reverse. Or to investigate if your law enforcement. And never, never be pressured to buy quickly. In investing, no legitimate investment requires you to make a rash decision. We always want to take our time and do our due diligence and research before we engage in an investment. How do we avoid scams? The first thing, ask questions of. No question is a dumb question. If someone is making you seem or feel like you have asked a dumb question, they are probably not the right person to invest with. If someone doesn't want to answer your questions, or someone obfuscates and makes you confused or feel inadequate, walk away. You can get involved in investments that you feel comfortable with. Do your research. Use unbiased resources. You may be able to access MorningStar or the Wall Street Journal or Yahoo finance. There are legitimate unbiased resources. People not trying to sell you an investment that can give you information. And of course, if you use an investment professional, do a background check. Make sure they are licensed and registered. This is what the tool looks like on your phone. You will not only see if the licensed and registered, but you will see their employment history. You will see if they have been employed by 10 different firms over five years. You will see customer complaints or disciplinary actions. Personal bankruptcies or even prison sentences. All of these you want to know if you are investing your life savings. And then, do your research. Edgar, I mentioned it earlier, the egg electronic database gathering and retrieval system can allow you to research publicly traded companies. It is vastly improved over the last eight years that I have worked in this job. You can really look up a company that you're interested in and get directly to the particular filings that you may be interested in on Edgar. It has a much more user-friendly interface that looks like this. You can type in the name of the company or its ticker symbol or in keyword or an individual's name if you're looking up an officer or director. That sort of thing. Edgar is a good tool to help your patrons. And of course, www.Investor.gov has a page fully devoted to protecting your investments. It looks like this. It has a couple of sections for research, searching the database, knowing that these you are paying. Monitoring your accounts. Even researching your professional or -- telling you the red flags of investment scams. Those tactics that baggies use to sell you a bogus investment. Of course, as a librarian, you may be privy to information we want. If you find out a patron is being scammed, or someone has attempted, we would love to hear about it. The enforcement division takes tips, complaints, and referrals. And those can be provided right there at S.E.C.gov/TCR. We love to hear about this. The enforcement division loves to get information on scams that target teachers. That target members of congregations. That target cultural backgrounds and nationalities that target the military. You name it, we have seen them and we want to put in into those types of scams. WW.SEC.GOV/TCR. As I said earlier, if you are corporate insiders someone that has information about violations of the federal securities laws, let us know. We have an Allsup office of the whistleblower. Submit your tips and they will do analysis if they file a case. If they get an award, you may be eligible for a whistleblower award. File a case and get a penalty, you may be eligible for an award. There's the information. SEC.gov/whistleblower. And then, there are resources that you as a librarian should be familiar with. In case you want to help patrons, researchers, or yourself. It all starts with www.Investor.gov. And, the website that has thousands of free pieces of unbiased information about sound investment. We also have investing resources in Spanish. If you have patrons or clients that are Spanish-speaking, in the upper right corner is the information in Spanish tab that will allow you to see all of our resources in Spanish. Introductions to investing is great. They may not be young. They may be in the middle of their careers or in the middle of their lives. Or they may be students. Introduction to investing has good information. Like the products that are out there. Are you headed in the right direction? How do these markets work? And what does the S.E.C. do to put protect them. The most popular tool and page on investor.gov is the compound interest calculator. It will allow your patrons to put in any number of scenarios based on what they can afford to save or invest every month. How much they can put in initially. And how that might grow over time. It is a great tool that I recommend anyone. If you have older pages, they may be interested in their wired minimum distribution got glitter. It helps you determine how much money you need to take out of a retirement plan, depending on your age. Right now it is over 72. The IRS requires you to start using retirement funds. We also have Social Security retirement estimator. We have the retirement ballpark estimator. And we have a mutual fund analyzer and a 529 expense analyzer, if you have patrons who are trying to save for their children and college funds. And we have hardcopy publications. I have a few here, actually. Such as saving and investing saving and investing for students. Stopping fraud. We have one for teachers, and one for active duty military called financial readiness. If you would ever like to get some of these publications for your patrons, and for your library for distribution at an event you might be having, send me an email. The email is Outreach@SEC.gov. Let me know how many you need and the physical mailing address of where to send these. Those same publications also come in Spanish. If you have Spanish-speaking patrons, let us know what you may want in that regard. Same email. Outreach@SEC.gov. We are also in social media. We have a twitter account. S.E.C. investor Ed. The post can help you be a more sound investor and avoid scams. Nevermore's than twice a day, we are very stingy. Not stingy, but we use discretion when we post. We are also on Facebook. That is also S.E.C. investor education. We would love you if you liked us and followed us. And if you prefer videos, and a lot of people do, because, some people are visual learners. We have a YouTube channel for the U.S. securities and exchange that has a lot of great content, including our chairman, who has office hours with Gary. These are one minutes or two minute investing modules where he talks about one particular topic. He does a quick and deep dive on that topic. As a former professor, he is very engaging. I think you will enjoy and learn from the content that he post's on the YouTube channel. We have a team of lawyers who write and research investor alerts and bulletins. The bulletins tend to be about investing trends or products. The investor alerts tend to be about scams. And problems that are enforcement division has seen. Here are just a few recent ones. Self-directed I.R.A.s. Identity theft. IPOs. Crypto investment scams. Fishing. How to select an investment professional. They vary all the way from good tips on how to approach an investment or research and investment professional, all the way to deep dives on a particular product. What are the risks of that particular product for an investor? If you ever want to search a particular topic, go to the landing page. In the upper right is the search bar. You will go right to the resource. I didn't mention this, but, I work in the home office. It is in Washington, D.C. I have broadcasted live from Fairfax Virginia, just outside the city. We have 11 regional offices around the country. One of these might be closer to your library. They love to get invitation to speak during money smart week. During financial capability month. Or anytime during the year. We are free and unbiased. If you tell us how many you expect, we can bring handouts. Send an email to these addresses depending on where you are. Like Chicago, San Francisco, whatever. Or if you're not sure which one would apply, send it to me at average. Outreach@SEC.gov. I will find that out to the appropriate office. Hand, we are constantly striving to improve both our content, and our delivery. If you don't mind at any point now or later today, or whenever, taking a picture with your phone, the QR code, or copying the link. If someone could copy it and put it in the chat box? That is a quick survey. It is five questions that help us consistently improve our presentations so that we are telling you things you are interested in, and doing it in a way that is effective. We would always appreciate your help with that two-minute survey. With that, I will turn it back to Joe and ask if there are questions? I don't know if anyone is monitoring the chat box. I actually don't have it on my screen.

I don't know what's going on with Joe's audio.

I'm sorry. I tried to unmute. Thank you, Tom. Fantastic. Really appreciated. Any questions? You see the satisfaction survey at the bottom for Tom. Please fill that out. If you would? Let's see if there any questions. Here we go. Benjamin says, a maximum investment is time in the market, beats timing. A good strategy to get young people interested, and beyond that convincing them to think long-term, rather think it caught up in meme stocks, et cetera.

Very important. You don't want especially younger people, to have a mythical, magical thinking. That there is a quick trade they can make, or quick investment that will pop. And all of a sudden, there's no work involved. It is a long-term game. I didn't show a slight, shows a turtle. And it goes through the steps that 401(k) millionaires take. What they do to become millionaires? Do they have CEO salaries or rockstar salaries? They probably just started with their company might 401(k). They contributed consistently. Whether the markets were up or down. To the extent they could afford it. They contributed the IRS would allow every year. Right now you can put $22,500 in each year. An additional $7500 over the age of 50. And they did this over time for most 401(k) millionaires, they have been working for 30 years. It was not an overnight success. But they did build themselves up over time. They took advantage of the tax break when you make a contribution. And importantly, they took advantage of that match. If you have an employer that will match the contributions you make, up to 5%, a good analogy is, you are building the foundation of the building every time you put a brick down. Your employer is putting a breakdown. You are building that building much faster. That is how you build wealth. Take the tax breaks and get the match. Keep doing this over the course of your entire career. Even a modest salary can build significant wealth over time.

Thank you. Carl asks, what age does the IRS require you to use retirement funds?

It is currently 72 years old. You do not have to dip in to your 401(k) until the age of 72. But then, from that point on, the IRS requires you to take a required minimum distribution. It is expressed in terms of percentage. And that percentage changes every year. I won't hazard a guess. Get on the calculator on www.Investor.gov if you want to know more. That is something that you have to do for the rest of your life, because, 401(k) funds are intended to be used to fund retirement. Not intended to be whatever. An inheritance gift to your children or grandchildren.

Thank you. What is the catalog of publications, please?

Okay. If you get on www.Investor.gov, what publications are available? Yes.

Are the publications free?

Let me answer the two questions. And I will send a link to where you can find the list. Yes, they are free and all you have to do is send an email to Outreach@SEC.gov to get them. Used to be much simpler. Because, we used to distribute them through the library program. Many of you are probably familiar with that. They used to distribute government publications from around the government. My understanding is, they have stopped doing that. The page that we use to have that demonstrated that, hold on. We will test out how user-friendly this is. Publications and research. I have it. I will put it in the chat box. Right now. Someone else can ask the question in the meantime.

We have to end at three, unfortunately. Have a few more minutes. Patricia says, there is a lot of hype to Bice by gold or silver. Are these legit?

I think that person is asking about commodities. We have a sister agency, the commodities futures trading commission, that regulates commodities. They have additional information. CFTC.gov. Some people feel that commodities give them diversity in their overall portfolio. There can be risks. These are not -- there are more risks than with traditional investments. Make sure you bone up on these before you get involved in that. And I do recommend it. Commodities futures trading commission.gov for additional information.

Thank you. Appreciate that. Benjamin asks, are there any nongovernment resources you recommend for educational purposes? I found seeking Alpha useful.

That is interesting. I am a voracious reader. I love books on this. I just read the vocal effect which track the history of vocal I love books like that. I love the random walk down Wall Street by Burton. Most libraries carry a membership with value. What a rich resource that is for researching publicly traded companies and funds. If you are a periodical reader, you can do hardly better than the Wall Street Journal or financial Times. Google and Yahoo finance have great trackers for pricing information. Among hundreds of other resources you can find. There are a half-dozen to start with.

Are any of these publications sent to depository libraries?

They can be. To request publications, just right Outreach@SEC.gov.

I am out of time. I have to close out. I would like to thank Tom Manganello. Hopefully he can come back and talk . We would love to have him present. Thank you Ashley, for great tech support. And thank you, audience. Come back for another webinar. We have three more with this. It is 3:00. I am sorry, I have to say goodbye. Have a great rest of the day. Be back thanks, Joe. [Event concluded] [Event Concluded]