

# USA TODAY PERSONAL FINANCE

## THIS WEEK

Cyber criminals launched more than 1 million malware attacks against global financial firms in the second quarter of 2016 — a 50% increase over the prior year, according to estimates by Kaspersky Lab. Yet **54% of consumers use five or fewer passwords** across all of their online accounts, and 47% use a password that hasn't been changed in five or more years.



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## ON THE MOVE

### STOCK STORIES OF THE WEEK

#### BLUE NILE

Shares of the online jeweler surged Monday after it said investors with Bain Capital and Bow Street will buy it for \$500 million. The company will go private, and its stock is at its highest price since January 2014.



#### HERTZ GLOBAL

The rental car company reported weak quarterly earnings and outlook on Tuesday. Its shares gapped down premarket and went down further, losing more than half of their value before they spiked up midday.



#### BANK OF AMERICA

The large bank's shares rose Wednesday on the heels of Donald Trump's victory. Financial investors are betting that Trump will lighten regulation on the banks and encourage higher short-term interest rates.



#### SHAKE SHACK

Shares of the burger and shake chain jumped Thursday after reporting 25% higher adjusted quarterly profit of 15 cents a share, beating estimates by 7%. Analysts expect 12.5% profit growth in the fourth quarter.



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## USA SNAPSHOTS®

### Happily married, financially

Percentage of adults who are unhappy with their financial situations, by marital status:



SOURCE Northwestern Mutual's 2016 Planning & Progress study of 2,646 U.S. adults  
JAE YANG AND JANET LOEHRIE, USA TODAY



GETTY IMAGES/ISTOCKPHOTO

# How (and when) to fire your Realtor

Deborah Kearns | NerdWallet

**B**reaking up is hard to do. Add a house and tens of thousands of dollars into the mix, and it can get downright ugly. Unlike romantic entanglements, breaking up with your real estate agent as a seller if you're not getting the service or the results promised doesn't have to be dramatic. Here's what you can do early on to minimize the damage — and how to handle the situation if, alas, you do come to irreconcilable differences.

#### WHEN YOU FIRST ENLIST AN AGENT

► **Review your contract closely.** Many real estate agents require their clients to sign an exclusive representation agreement, which is essentially an employment contract, says Brian Pendergraft, a real estate attorney in Greenbelt, Md. These contracts spell out how the client and agent will each uphold each end of the deal, and they tend to be worded to protect the agent's interests, says David Reiss, a law professor at Brooklyn Law School in Brooklyn, N.Y.

As a seller, you'll want to ensure the contract covers your rights, too. This includes outlining exactly how your agent will market your home and a plan to generate enough showings within a set timeframe so you'll have a legal leg to stand on for early termination, Reiss says.

► **Understand your options for termination from the get-go.** There are a few ways to call it

quits with your agent, but the win-win situation is a no-penalty termination in which neither party is penalized if the relationship ends prematurely, says Bruce Ailion, a Realtor and attorney in Atlanta. Include this detail in your contract.

#### IF THINGS GO SOUR

► **Consider what constitutes a fireable offense.** If you're upset with your agent about sales strategy, lack of communication or poor service, those are issues that are unlikely to be resolved easily, Ailion says. Or perhaps you're worried that your agent is in murky legal waters, such as refusing to show your home to people from certain protected groups or failing to share a property disclosure with buyers. Report these issues immediately to the agent's broker of record, who is responsible for the real estate agents in a brokerage, Ailion says.

► **Put it in writing.** If your agreement is in writing, you have

to get out of it in writing even if there's no specific expiration date, Pendergraft says. Write a letter or email to your agent requesting to part ways. If you get no response, hire an attorney to write a demand letter for you, Pendergraft says. This shows you mean business — at a fraction of the cost to take the issue to court.

► **You might still owe money.** If you do manage to get out of your contract early, you might still be on the hook for paying out-of-pocket marketing costs, even if your home doesn't sell. Look for language about this in your contract, as well as how the real estate agent will be compensated and other costs you might be responsible for.

Deborah Kearns is a staff writer at NerdWallet, a personal finance website. Email: [dkearns@nerdwallet.com](mailto:dkearns@nerdwallet.com). Twitter: [@debbie\\_kearns](https://twitter.com/debbie_kearns). NerdWallet is a USA TODAY content partner providing general news, commentary and coverage from around the Web. Its content is produced independently of USA TODAY.

## INVESTING

# Ask Matt: How can I speculate on gold?

### Matt Krantz

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USA TODAY



A: Gold's long-standing reputation as a store of value makes it seem attractive during times of uncertainty. Given the contentious election, some investors might think hunkering down in gold is a good move. Though investment tools make it easy to invest in gold, there's not much reason for investors to do so. Investors looking to buy the

yellow metal can purchase the physical commodity from dealers. The advantage of owning gold is that you can get your hands on it if you need it. But there are serious downsides, including storage and security costs, not to mention commissions. Some investors who want the financial security of gold but don't need physical access to it can save on storage costs and reduce commissions using exchange-traded products such as the SPDR Gold shares, which trade with the symbol GLD. Buying gold this way incurs an annual expense ratio of 0.4%, which is less than what most people will pay buying the metal. Investors can get exposure to gold by in-

vesting in the miners. There's a variety of big players, such as Barrick Gold and Newmont Mining. Keep in mind these stocks don't move in complete lockstep with the price of gold.

Though there are many ways to invest in gold, it's not appropriate for most investors and shouldn't be a large percentage of your portfolio. The sell-off of gold in 2013 and volatility in the 1970s and '80s are reminders that the price of gold is not set in stone and its prospects can be as nerve-racking as the stock market.

To submit a question, e-mail Matt at [mkrantz@usatoday.com](mailto:mkrantz@usatoday.com) or on Twitter [@mattkrantz](https://twitter.com/mattkrantz).

# Your RMD can be a gain, not just a pain

People forced to take distributions have plenty of options

### Mark Grandstaff

Special for USA TODAY

It's that time of year again, the time when people are scratching their heads about RMDs — required minimum distributions.

At age 70½, holders of non-Roth individual retirement accounts are required by the IRS to begin withdrawals each year. Most people take this distribution in November or December, and if they don't get it over with, they're on the hook for a 50% penalty. Though some may need these distributions to supplement their retirement incomes, for many that's not the case.

"A lot of our clients just go through the act of taking it out



ISTOCKPHOTO

## ABOUT RMDs

- **When do you need to take them?** The calendar year in which you turn age 70½, but the first payment can wait until April 1 of the following year.
- **Which accounts require RMDs?** IRA, SEP IRA and SIMPLE IRAs and traditional 401(k)s.
- **How much will I need to take?** The older you get, the higher the RMD will be. Find an estimate using a calculator such as the one at [finra.org](http://finra.org).

SOURCE: IRS.gov; FINRA

because they have to," said Bill Van Sant, senior VP of Girard Partners. Such retirees can get creative with it instead. One option he recommends is municipal bonds. Though they do not accrue as much interest as other investment vehicles, they are tax-free.

Jamie Hopkins of The American College of Financial Services said a qualified longevity annuity contract can reduce the money retirees pay in taxes from RMDs. The money does not count toward RMD taxes, and it can stay safely in a QLAC until age 85.

Those concerned with a legacy may want to consider investing in insurance, said Keith Moeller of Northwestern Mutual. A term life policy can create a bigger payout for family than some investments. A permanent plan has the added benefit of a cash value that builds up over time, Moeller said.

RMDs are also an opportunity for retirees to give. They can channel money directly to charities. Retirees can put the money into a 529 college savings plan for their grandchildren, Van Sant said. The RMD process, initially a grudging transaction, becomes a chance to build a legacy. "My clients have that moment where they say, 'I kind of get this. This is an opportunity for me.'"

## MARKET ROUNDUP

Dow Jones industrial average	S&P 500	Nasdaq composite index	Wilshire 5000	Gold Ounce, Comex	Oil Light sweet crude	Cattle	Coffee
▲5.4% week ▲3.9% month   ▲1.5% 3 months	▲3.8% week ▲1.2% month   ▼0.9% 3 months	▲3.8% week Unch. month   ▲0.1% 3 months	▲4.3% week ▲1.2% month   ▼0.6% 3 months	▼6.1% week ▼2.1% month   ▼8.3% 3 months	▼1.9% week ▼13.8% month   ▼2.8% 3 months	▲2.8% week ▲9.1% month   ▼9.2% 3 months	▼6.9% week ▲4.8% month   ▲16.5% 3 months

PETE THE PLANNER

# If you want to retire, wake up!

When your financial adviser issues a wake-up call, get cracking

**Peter Dunn**

Special for USA TODAY



My friend's face looked different. And the words coming out of his mouth were painted in conviction. "My doctor looked at me, Pete, and said I had already lost years off my life because of my health. Now I just need to prevent myself from losing any more years."

My friend's words were sharp, emotional and very real. He had just been given a wake-up call by his physician. The wake-up call was so powerful that it shocked my friend into action. He lost 10 pounds within two weeks of his appointment.

That's the nature of a wake-up call, if you choose to answer it. A blunt conversation with your doctor can wake you up. It might be

the same thing with your financial adviser. The behaviors that make you healthy and that make you wealthy aren't that different. Excess, denial, restraint and habits all contribute to whether or not your life is physically healthy and financially healthy.

To fully extend the metaphor, what you eat is the equivalent of your household expenses, and your exercise regimen is your household income. Not exercising enough? Then you better not eat too much. Not earning enough? You better not spend too much.

You can hear the cacophony of financial wake-up calls ringing if you take your fingers out of your

ears. The list of wake-up calls is as long as your excuse list. From overdraft fees to late payments, from low retirement account balances to disproportionately high mortgage payments, and from 401(k) loans to empty health savings accounts, your future is spelled out right in front of you. Wake up.

**YOU GET WHAT YOU DESERVE**

We live in a financial free-for-all. No one seems concerned about the reality of the future. Just listen to commercials. "You deserve ..." all sorts of things, according to marketers. Do we, though? I don't feel like we deserve anything more than our actions produce. We will all get what we deserve, one way or another.

Jumping back to my friend for a moment: Did he deserve triple cheeseburgers? Yes. No. I don't know. But he ate them frequently. And I guess he got what he deserved based on his behavior.

I'm sad about this. He's undoubtedly sad about this. However, bad behavior adds up and has consequences, whether you ignore the behavior or not.

What is the financial equivalent

**From overdraft fees to low retirement account balances, the list of wake-up calls is as long as your excuse list.**

of "you've already lost years off your life"? I would argue most Americans already know they aren't doing what it takes to thrive. The scary part is they don't seem to care.

It's possible that my friend was affected by the very personal nature of the wake-up call. His doctor looked him in the eye and delivered the crushing news. Why was the doctor's wake-up call so effective? It's because he didn't say, "You're too heavy and your blood pressure is higher than I'd like." Instead, he got right to the

point of why it matters: You're going to die earlier than you'd like.

**DON'T IGNORE THE CALL**

Financial professionals do this all the time, but it doesn't seem to matter. Every single day, financial professionals inform people about the massive deficits that exist in their lives. And every single day people ignore the call.

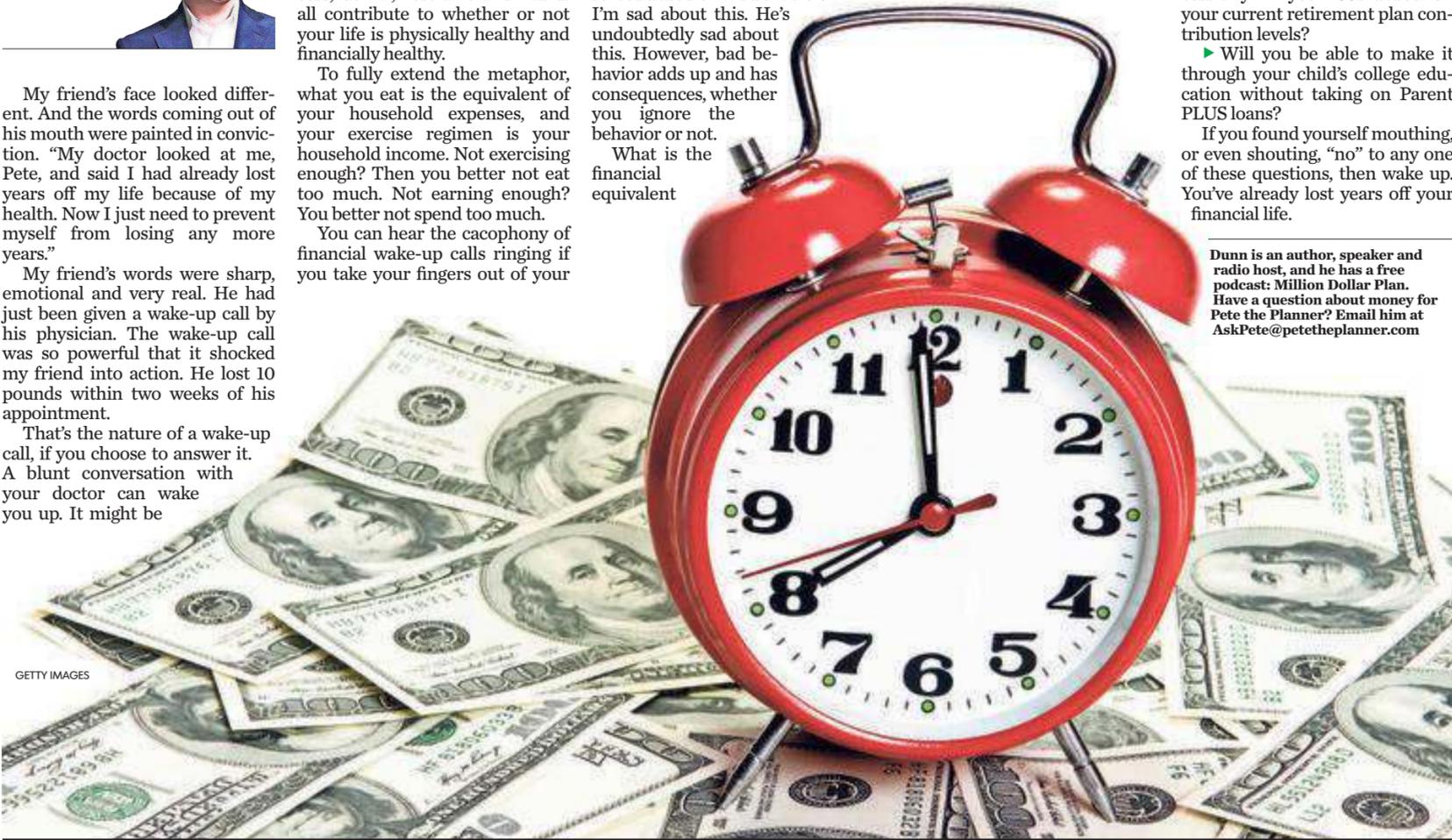
I wouldn't be wrong, based on statistics, to tell you right now that you're probably not prepared for retirement. You will either work deep into your 70s or you will retire too early and run out of money in your 80s.

You can either believe me, deny it, ignore it or prove me wrong. I'd prefer you prove me wrong. The best way to do that is to answer the following questions:

- ▶ Would you be able to handle a \$5,000 emergency right now without going into debt?
- ▶ Will you be able to retire successfully in your 60s based on your current retirement plan contribution levels?
- ▶ Will you be able to make it through your child's college education without taking on Parent PLUS loans?

If you found yourself mouthing, or even shouting, "no" to any one of these questions, then wake up. You've already lost years off your financial life.

Dunn is an author, speaker and radio host, and he has a free podcast: Million Dollar Plan. Have a question about money for Pete the Planner? Email him at AskPete@petetheplanner.com



CUTTING THE CORD

## FilmStruck makes its eclectic movie debut

**Mike Snider**

@mikesnider  
USA TODAY

Turner Classic Movies has teamed with the Criterion Collection for a streaming video service that caters to film lovers looking for titles beyond your average Net flicks.

The new subscription offering, FilmStruck, is also the exclusive streaming home for the Criterion Collection's library of foreign and art-house films. So, in addition to films such as *A Room With a View* and *Interiors*, you can choose from individual Criterion titles such as *Blood Simple* or dive into three dozen movies in the Essential Art House: 50 Years of Janus Films collection.

FilmStruck is positioned as complementary to popular services such as Netflix and Amazon Prime Video, says Jennifer Dorian, general manager for TCM and the new service. "We observed a vacuum where serious film lovers did not have a home in streaming," she said. "The big players are very focused on their originals and TV shows, and we heard from movie lovers that it was not easy to find foreign, art-house, indie and cult films."

TCM's consumer testing found a willing target audience of cinephiles who typically spend \$80 monthly on movies, she said. "Film fans will find FilmStruck additive to their portfolio as it fulfills a specific film-lover need," Dorian said. A combined subscription to FilmStruck and Criterion Channel is \$10.99 monthly or \$99 for a year. Or you can subscribe to FilmStruck separately for \$6.99 monthly. A 14-day free trial lets you test-drive the service, which is available now on Amazon Fire TV, Android and iOS devices and computers, and coming to Apple TV in December, with Roku and Google Chromecast in the works for 2017. Subscribers can experience their own at-home film festivals by sampling FilmStruck's regularly rotated themes. A current one, "The Beauty of Italy" collects a

**New service raises curtain for fans of indie and foreign films**

quartet of films, among them *Enchanted April*, set in Italian splendor. Filmmaker Edoardo Ponti — son of Sophia Loren and film producer Carlo Ponti (*Blow-Up*) — sets the stage with a DVD-extra-like video introduction. Another embarking point: "The Masters" assemblage of 26 works from famed Japanese filmmaker Akira Kurosawa — *Seven Samurai* and *Rashomon* among them.

Or get film-schooled by the three-part documentary *A Personal Journey With Martin Scorsese Through American Movies* or "Musical Motifs in *Foreign Correspondent*," an audio essay about the soundtrack to Alfred Hitchcock's 1940 thriller.



**FilmStruck has more than two dozen films by Japanese director Akira Kurosawa.**

Some Criterion films will be available on FilmStruck, but subscribing to The Criterion Channel gets viewers complete access to its entire streaming library of more than 1,100 movies. Each week, a different Criterion film can be viewed along with all of the special features from a collector's edition DVD or Blu-ray Disc.

In the weeks ahead, Criterion will evolve its programming, says Criterion President Peter Becker in a commentary on Criterion.com. "We'll tap into our community of filmmakers and experts to act as guest curators and highlight archival discoveries not available on disc or anywhere else," he said.

"It won't replace our Blu-rays, but it will definitely add a new dimension to the Criterion experience."

"Cutting the Cord" is a regular column covering Net TV and ways to get it. If you have suggestions or questions, contact Mike Snider at msnider@usatoday.com. And follow him on Twitter: @MikeSnider.

THE WEEK AHEAD



ANDREW HARNIK, AP

## Fed's Yellen to testify, set the tone after election

**Paul Davidson**

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USA TODAY

Federal Reserve Chair Janet Yellen testifies before Congress this week in a hearing that should clarify whether the Fed remains on track to hike interest rates next month after Donald Trump's presidential win. Meanwhile, reports on retail sales, inflation and housing starts will open a window onto the economy that could help determine whether the Fed acts at a mid-December meeting.

Retail sales surged in September on rising gasoline prices and stronger auto purchases, but a core measure that strips out such volatile categories edged up just slightly after two consecutive declines. Consumers, however, are generally on solid footing after steady job growth and wage gains. Economists expect the Commerce Department on **Tuesday** to report sales jumped another 0.6% last month while a core reading advanced a healthy 0.4%.

**Wednesday**, the Fed turns toward a creaky gear in the economy's engine — industrial production. Since 2014, manufacturers have grappled with the oil sector downturn and weak exports. With oil prices rising and the dollar stabilizing, factory output has recovered somewhat but remains choppy. Economists expect the Fed's October report to

**Federal Reserve Chair Janet Yellen is slated to testify before Congress Thursday on the economy.**

show a modest 0.2% increase.

Yellen's appearance before the Joint Economic Committee on **Thursday** offers her the first chance to weigh in on any economic fallout from Trump's election. In response to his claims during the campaign that Yellen was keeping interest rates low to help President Obama, she simply said the Fed is unaffected by politics. Some economists believe Trump's win has intensified uncertainty about trade, immigration and other issues that could prompt businesses to curb hiring and investment. But markets have rallied since the vote, and many economists say the Fed is still likely to hike its key rate next month for the first time in 2016.

A further pickup in inflation could help solidify a December rate increase. Nomura economist Lewis Alexander says rising gasoline prices probably pushed up inflation substantially in October. A core measure that excludes food and energy is expected to increase modestly as higher medical costs offset softness in airline fares and hotel rates. Economists expect the Labor Department to announce an increase in annual inflation to 1.6% in October and an unchanged 2.2% core reading.

Housing starts have increased steadily this year but tumbled in September on a 38% plunge in apartment starts. Economists expect Commerce to report stars rose 10.8% in October.

**Many experts say the Fed is still likely to hike its key rate next month for the first time in 2016.**

RETIREMENT

# DON'T TRY TO KEEP UP WITH THE JONESES ON SOCIAL MEDIA

Those exotic trips your friends are taking could break your bank, and they might not be as great as they look

**Robert Powell**  
Special for USA TODAY



If it hasn't happened yet, it likely will at some point in your online life.

Fellow retirees and pre-retirees will post pictures of their travels and adventures to exotic places — the Jökulsárlón Glacier Lagoon in Iceland, Nature's Valley in South Africa, Machu Picchu and the Galápagos Islands, and you — not wanting to miss out on all the fun — might want to do the very same and then some.

What do experts say about keeping up the with Joneses?

**YOU'RE NOT IMMUNE**

One in four adults with social media accounts find themselves envious after seeing other people's vacation photos and pictures of expensive purchases posted online, according to a survey conducted by Harris Poll on behalf of the AICPA. Also, consider that everyone's at risk of falling victim to such stories. "Underneath every financial decision, there is a story we are telling ourselves," says Sarah Newcomb, author of *Loaded: Money, Psychology and How to Get Ahead Without Leaving Your Values Behind*.

**YOUR WEALTH COULD BE IN DANGER**

Social comparisons can drain your bank account. "Social comparisons can be dangerous in terms of our sense of identity and the stories we tell ourselves about who we are in comparison with others," says Newcomb. "Materialistic values are associated with lower well-being and higher debt-to-income ratios."

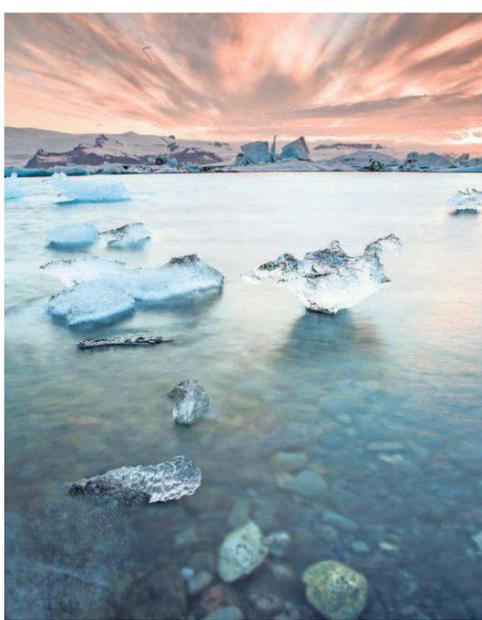
Others agree. "We're highly sensitive to relative compar-

Enjoy the photos of family and friends on social media, but don't let jealousy and envy get the better of you.



ISTOCKPHOTO

Tourists take a selfie at Machu Picchu, the most visited spot in Peru. Below, sunset at Jökulsárlón Glacial Lagoon in Iceland.



ISTOCKPHOTO

**DO THIS ...**

- ▶ Be happy that your friends are living well.
- ▶ Remember that every photo is cropped, and often there are many outtakes.
- ▶ Remember that their story is different from yours. They have faced different obstacles, and you see only less than half of the picture.

**... NOT THAT**

- ▶ Compare your "blooper reel" with their "highlights."
- ▶ Minimize your own strengths, loves or adventures.
- ▶ Forget that the brag books of social media are often ways to compensate for feelings of emptiness and isolation.

SOURCE SARAH NEWCOMB

sons, and that's pretty much doomed to make us unhappy unless we focus our attention elsewhere," says Stephen Wendel, head of behavioral science at Morningstar.

So what can you do to protect yourself from social comparisons that might cause you to ruin your best-laid retirement plans?

**REMEMBER, NOTHING IS AS IT SEEMS**

What you see on Facebook, Instagram, Snapchat, LinkedIn and Twitter may be a façade. "When we see a social media thread or post, we are seeing a 'story' that someone else is telling about their lives," Newcomb says.

"That story is the heavily edited highlight reel of their lives, and it doesn't tell the whole tale: We do not see their debt or savings, or the sleepless nights. We don't see the pit in their stomach when they open their credit card bill, but we see the smiling faces when they treat their kids to a beach vacation. We see a photo and tell ourselves the story of their amazing lives, and then we compare it to our own personal story, and we decide that we fall short."

And what you don't know is the real story. They may have saved up for years to buy that boat, or they may have maxed

out their credit cards to take the family on that trip.

"We see 'priceless memories' and suddenly we are willing to throw away our own security in an attempt to get the emotional bliss we think our friends have achieved," Newcomb says.

**FOCUS ON YOUR OWN FINANCES**

Enjoy the photos of family and friends on social media, but don't let jealousy and envy get the better of you.

Instead, focus on your finances and what you can do or not do with your money.

"Social media is sizzle," says Sean Stein Smith, a member of the AICPA's National CPA Financial Literacy Commission. "It fades quickly. Focus on the components that really matter to your finances."

**REFRAME THE ISSUE**

Instead of looking at how peers and others spend money, look at how they save. "Change your reference points to friends who are responsible savers and modest spenders," says Jodi DiCenzo, a partner at Behavioral Research Consulting. "The effects might serve you well."

Powell is editor of Retirement Weekly. Got questions about money? Email Bob at [rpowell@allthingsretirement.com](mailto:rpowell@allthingsretirement.com).

## Risky routes could raise insurance rates

New pricing model could put a premium on where (not how well) you drive

**Alex Glenn**  
NerdWallet

Putting a price tag on car insurance has always been something of a guessing game. Insurers can't monitor your driving 24/7, so they set rates using predictive factors such as your age and crash history. But some insurers have drawn up plans for analyzing risk that may change how they charge for auto insurance.

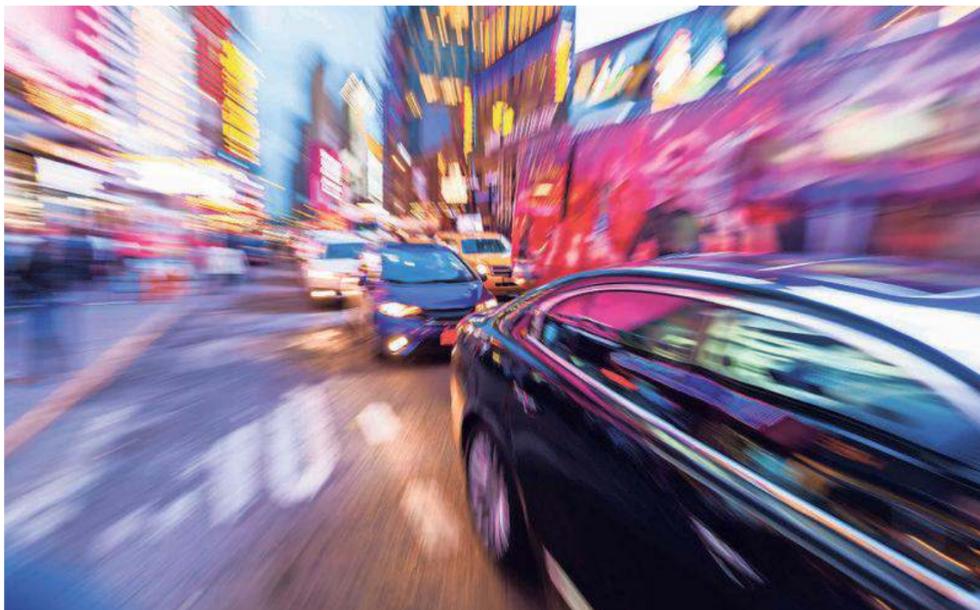
Allstate recently became the latest insurer to file a patent application for a new pricing system that charges customers based on the riskiness of each trip — joining competitors such as State Farm and Travelers Insurance.

Using sophisticated tracking technology, in the future companies could customize drivers' rates for each trip according to the roads they choose, the weather conditions and the number of passengers, among other factors. Drivers could check the recommended "cheapest," aka least risky, route via smartphone or other device.

While it remains to be seen what specific technology emerges, companies are signaling how auto insurance pricing might evolve with these patent applications.

**CHOOSING WHICH ROAD TO TAKE WILL BECOME A BIGGER DECISION**

For most drivers, getting from point A to point B doesn't take much thought. But under trip-based insurance, you'd have to navigate more carefully — or potentially pay more for the outing.



ISTOCKPHOTO

**Under trip-based car insurance rates, you'd have to navigate carefully — or potentially pay more for the outing.**

Allstate's patent application proposes assigning "risk values" to stretches of road based on information such as accident patterns, geographic traits, weather and more. For example, turning left at an intersection could be deemed riskier than going straight based on the accident

history at that intersection.

Road segments with higher risk values would carry higher insurance costs. The goal is to "promote and reward risk mitigation" among customers, according to the patent. In essence, you could end up planning trips based on how much you're willing to spend.

Instead of buying car insurance in six- or 12-month policies, you'd buy "risk units" and ration them however you see fit.

For instance, the fastest way to your destination may be riskier, and pricier, than slower routes your insurer recommends. You'd have to decide whether the convenience of a shorter drive is worth burning through your risk units and needing to buy more.

Travelers Insurance describes a similar system in a 2014 patent application, proposing "risk zones" — areas rich in accidents, police activity, insurance losses and other issues — that drivers might face surcharges for using.

In its 2015 patent application for trip-based insurance, State Farm outlines a plan for tracking a variety of factors, including the length of trips, time of day and the quality of your driving (such as hard braking and tailgating), all of which would determine your insurance price.

**THE END OF TRADITIONAL INSURANCE PREMIUMS?**

Buying car insurance in "risk units" would benefit drivers who can stretch their units over long

periods. Low-mileage motorists, for example, would make ideal candidates, says Jared Smollik, actuarial director at Verisk Insurance Solutions, an analyst group.

Another possibility, Smollik says, is that insurers will still sell traditional policies and offer trip-based policies to incentivize better driving. Insurers might offer discounts to customers who consistently choose safe routes, he says, without penalizing drivers who don't fare as well.

Smollik acknowledges it may be years before vehicles have the technology to support this new system. But he points out that current usage-based programs already can give drivers a rough sense for what a trip-based policy might be like.

Several companies already offer such programs, which track behaviors such as speeding and hard braking to refine drivers' rates.

Customers who test the waters with usage-based insurance may realize its benefits, he says, and find it easier to transition to trip-based pricing.

The bigger threat to implementing trip-based insurance is the challenge of collecting enough information about roads to accurately rate their risk level, as Allstate is considering.

People have explored assigning risk scores to roads before, Smollik adds, but it's a long and impractical process because of the amount of observation needed.

"It's not an issue of technology," he says, "but one of data."

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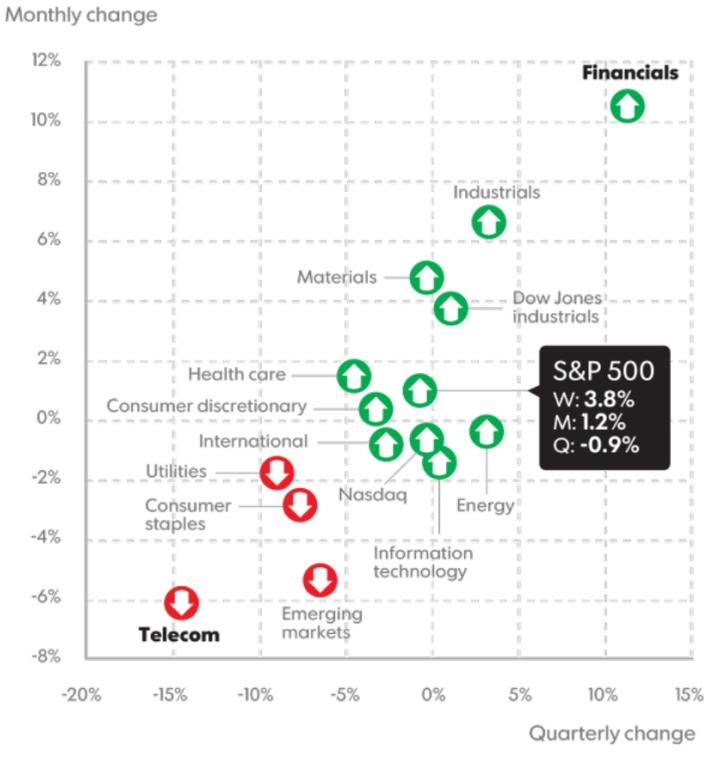
# MARKET TRENDS

A WEEKLY LOOK BEHIND THE USA'S STOCK MARKET MOVEMENT

S&P 1500	S&P 500	S&P 400	S&P 600
Broad market	Large companies	Mid-cap companies	Small companies
<b>▲4.1%</b> week	<b>▲3.8%</b> week	<b>▲5.7%</b> week	<b>▲10.6%</b> week
▲1.4% month	▲1.2% month	▲2.4% month	▲4.9% month
▼0.6% 3 months	▼0.9% 3 months	▲0.3% 3 months	▲5.1% 3 months

## FINANCIAL MARKETS AT A GLANCE

Major market, S&P 500 sector and other indexes' performance during the past four and 13 weeks.



1 - Other indexes include International (Morgan Stanley Capital International Europe, Australasia, Far East Index); and Emerging markets (MSCI Emerging Markets). Source: Standard & Poor's

## EXCHANGE TRADED FUNDS

Major index ETFs	Ticker	Week	Month	Quarter
Dow industrials SPDR	DIA	5.5%	3.9%	1.4%
S&P 500 SPDR	SPY	3.8%	1.3%	-0.9%
PowerShares QQQ	QQQ	1.9%	-1.4%	-1.2%

Sector ETFs	Ticker	Week	Month	Quarter
State Street S&P sector index funds				
Utilities	XLU	-4.0%	-3.0%	-9.6%
Financials	XLF	11.2%	11.0%	11.9%
Consumer staples	XLP	-2.1%	-3.5%	-8.3%
Materials	XLB	3.8%	3.7%	-0.6%
Technology	XLK	1.2%	-1.6%	-0.8%
Industrials	XLI	8.1%	6.9%	4.3%
Consumer discret.	XLY	3.9%	0.6%	-2.8%
Energy	XLE	2.5%	-1.6%	1.1%
Telcom	IXP	-2.6%	-6.3%	-12.5%
Health care	XLV	6.0%	0.6%	-5.7%

ETFs by investment style	Ticker	Week	Month	Quarter
Vanguard				
Large-cap value	VTV	5.1%	3.4%	1.2%
Large-cap blend	VV	3.8%	1.3%	-0.9%
Mid-cap value	VOE	4.6%	1.9%	0.3%
Large-cap growth	VUG	2.3%	-1.0%	-3.2%
Mid-cap blend	VO	4.0%	1.0%	-1.2%
Small-cap value	VBR	7.6%	4.0%	2.7%
Mid-cap growth	VOT	3.3%	-0.1%	-2.9%
Small-cap blend	VB	7.0%	2.4%	0.7%
Small-cap growth	VBK	6.2%	0.4%	-1.5%

Other index ETFs	Ticker	Week	Month	Quarter
iShares				
Gold	IAU	-5.8%	-2.2%	-8.0%
Bonds	AGG	-1.8%	-1.9%	-3.0%
Socially responsible	KLD	3.5%	1.0%	-1.1%
Real estate	ICF	-0.6%	-5.1%	-13.2%
International	EFA	0.8%	-1.3%	-3.0%
Emerging markets	EEM	-3.8%	-7.0%	-7.8%

1-iShares ETF SOURCE: STANDARD & POOR'S

## MARKET LEADER

### Financials

Investors think banks will benefit from Trump's win with fewer regulations and higher interest rates.

## MARKET LAGGARD

### Telecom

The spike up in interest rates and inflation expectations make big dividend plays like telecom less attractive.

- ▲ Gained in past 7 days
- ▼ Declined in past 7 days
- ◀ Unchanged in past 7 days

## THE WEEK'S TOP STOCKS

Top stocks in each industry group from the S&P 500, 400 and 600

Consumer discretionary	Energy	Information technology
W: 5.8% M: 0.6% Q: -5.8%	W: 2.3% M: -1.7% Q: 0.6%	W: 1.4% M: -1.1% Q: 0.8%
<b>Autos</b>	<b>Energy</b>	<b>Software</b>
Month: 3.2% Quarter: 2.5%	Month: -1.9% Quarter: 0.6%	Month: -0.5% Quarter: -0.7%
Fox Factory 14.6%	Era 30.8%	Amadeus IT 52.3%
Winnebago 14.1%	Hornbeck Offshore Svcs 25.8%	Synchronon Tech. 26.6%
Motorcar Parts of Amrca. 10.6%	Tidewater 21.3%	Dill 22.6%
Superior Indus. Intl 10.2%	Contango Oil & Gas 20.0%	Pfizer 22.6%
Fiat Chrysler 10.2%	Bill Barrett 19.6%	Axiom 18.7%
<b>Consumer goods</b>	<b>Financials</b>	<b>Tech hardware</b>
Month: -1.0% Quarter: -8.9%	W: 11.3% M: 10.8% Q: 11.8%	Month: -2.0% Quarter: 3.4%
Fossil 24.1%	<b>Banks</b>	CTS 2.5%
Iconix Brand 21.3%	Month: 13.9% Quarter: 17.7%	Digi 22.6%
G-III Apparel 19.7%	First NBC Bank 50.0%	Black Box 19.4%
Movado 19.5%	Intl Bancshares 24.9%	3-D Systems 18.2%
Polaris 17.1%	First Bancorp (PR) 24.2%	ViaSat 17.7%
<b>Consumer services</b>	<b>Financials<sup>1</sup></b>	<b>Semiconductors</b>
Month: 2.6% Quarter: -0.5%	Month: 10.3% Quarter: 10.4%	Month: 1.1% Quarter: 5.4%
Career Education 38.5%	World Acceptance 35.1%	Nvidia 30.2%
DeVry Education 20.8%	Encore Capital 31.1%	Brooks Automation 16.4%
Strayer Education 19.2%	SIM 28.8%	Kopin 14.6%
Scientific Games 18.3%	Navient 28.0%	Cree 14.5%
Dave & Buster's 17.0%	Ameriprise 26.3%	Cohu 12.9%
<b>Media</b>	<b>Insurance</b>	<b>Health Care</b>
Month: 4.8% Quarter: 0.4%	Month: 4.5% Quarter: 8.4%	W: 5.8% M: 0.6% Q: -5.8%
EW Scripps Company 21.6%	American Equity Inv Lfve 29.5%	<b>Health care<sup>1</sup></b>
Gannett 19.0%	Primerica 29.4%	Month: -1.7% Quarter: -6.6%
TEGNA 17.9%	Aegon NV 22.2%	HealthEquity 30.7%
Scholastic 14.0%	eHealth 21.2%	Mogellan Health 29.9%
Meredith 13.1%	United Insurance 19.9%	Invacare 24.2%
<b>Retailing</b>	<b>Real estate</b>	Quorum Health 20.7%
Month: -1.5% Quarter: -3.8%	Month: -5.4% Quarter: 0.0%	Diplomat Pharmacy 17.0%
Blue Nile 33.0%	CoreCivic 33.5%	<b>Pharmaceuticals</b>
Tuesday Morning 24.4%	Geo 29.8%	Month: 1.4% Quarter: -5.4%
Kohl's 24.3%	Forestar 12.7%	Lannett 29.6%
Ascena Retail 23.5%	HFF 12.3%	Spectrum Pharma. 27.8%
Chico's 20.8%	Diamondrock Hospitality 11.8%	Enanta Pharma. 25.0%
<b>Consumer staples</b>	<b>Industrials</b>	Momenta Pharma. 23.0%
W: -2.1% M: -3.5% Q: -8.1%	W: 8.0% M: 6.7% Q: 3.9%	Regeneron Phar. 23.0%
<b>Food retailing</b>	<b>Capital goods</b>	<b>Materials</b>
Month: -0.1% Quarter: -8.6%	Month: 7.6% Quarter: 3.3%	W: 3.6% M: 3.6% Q: -0.4%
SpartanNash 27.2%	Engility 32.4%	<b>Materials<sup>1</sup></b>
Supervalu 14.9%	General Cable 28.7%	Month: 4.4% Quarter: 1.0%
Sysco 10.6%	United Rentals 26.4%	LSB Industries 42.8%
United Nat. Foods 10.1%	Aerojet Rocketdyne 25.4%	Century Aluminum 38.6%
Kroger 8.4%	Moog 25.0%	Antofagasta 34.5%
<b>Food &amp; beverage</b>	<b>Business services</b>	<b>Telecom</b>
Month: -3.6% Quarter: -8.1%	Month: 1.6% Quarter: -1.1%	W: -0.1% M: -6.8% Q: -14.2%
Seneca Foods 27.5%	CDI 23.2%	<b>Telecom<sup>1</sup></b>
Cal Maine Foods 12.2%	Heidrick & Struggles 19.9%	Month: -6.6% Quarter: -14.0%
Boston Beer 10.6%	Mobile Mini 19.8%	Consolidated Comm. 12.2%
Calavo Growers 8.8%	US Ecology 19.0%	Iridium 10.7%
Tootsie Roll 8.4%	<b>Transportation</b>	General Comm. 10.0%
<b>Household goods</b>	Month: 7.3% Quarter: 11.7%	Spok 9.6%
Month: -6.7% Quarter: -7.6%	Roadrunner Transport. 29.0%	<b>Utilities</b>
Central Garden & Pet 18.7%	Celadon 25.9%	W: -4.1% M: -3.1% Q: -9.4%
Edgewell Personal Care 10.1%	ArcBest 25.7%	<b>Utilities<sup>1</sup></b>
Amorepacific 6.3%	Hub 16.7%	Month: -2.5% Quarter: -8.6%
WD-40 5.3%	Saia 16.2%	California Water Services 74%

1 - INDUSTRY GROUP'S % CHANGES BASED ON S&P 1500

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 Get all the market action in real time at [americasmarkets.usatoday.com](http://americasmarkets.usatoday.com)

# Get a massage with your HSA?

**Lisa Kiplinger**  
USA TODAY

Spending money on health care isn't fun, but there is a way many of us can get a nice break on the price thanks to triple-strong tax benefits of health savings accounts. Stephen Neeleman - founder of HealthEquity, a group that services 2.3 million such accounts - sheds some light on how to reap the benefits.



**WHAT ARE HSAS?**  
 A: Tax-advantaged accounts that belong to the account holder. If an account holder changes jobs, the account and money stay with them, just like a personal bank account. HSAs are always paired with a qualified high-deductible health plan (HDHP). HSAs can reduce your adjusted gross income and lower taxable income. In most states, HSA funds earn interest tax-free. Funds roll over year to year.



**Stephen Neeleman is founder and vice chair of HealthEquity, a group that services 2.3 million HSAs at more than 33,000 companies.**

**WHAT'S NEW ABOUT HSAS?**  
 A: The IRS is increasing the annual contribution limit to \$3,400 in 2017 for individuals, while the family coverage amount is staying the same at \$6,750. And starting in 2016 veterans became eligible in certain circumstances to contribute to an HSA.

**HOW DO THEY SAVE CONSUMERS MONEY?**  
 A: HSAs are paired with a high-deductible health plan, which often has lower premiums than traditional plans. Some of the money you would have otherwise spent on premiums can go into an HSA instead. It lets consumers save pretax money and withdraw it tax-free for qualified expenses.

**WHAT ARE THE MOST COMMON THINGS CONSUMERS USE THEM FOR?**  
 A: To cover insurance deductibles and qualified health care expenses.

**WHAT ARE SOME OF THE MORE UNUSUAL THINGS THEY CAN BE USED FOR?**  
 A: With a letter of medical ne-

cessity from a doctor, expenses like gym memberships or even a mattress can be recommended to treat a specific medical condition and would be considered a qualified medical expense.

**WHAT ABOUT STRESS REDUCTION?**  
 A: If stress is causing other diagnosed medical conditions, treatments may be paid for with an HSA with a letter of medical necessity from a doctor. Improvement of mental health or relief of stress is generally not covered. For example, the costs of a massage just to improve general health do not qualify. However, if the massage therapy is recommended by a physician to treat a specific injury or trauma, then it would qualify with a letter of medical necessity.

**CAN YOU USE THEM TO PAY FOR YOUR MEDICARE PREMIUMS?**  
 A: Members can use an HSA to pay for Medicare premiums and out-of-pocket expenses that include deductibles, co-pays and coinsurance, including: hospital and inpatient services, physician and outpatient services, Medicare HMO and PPO plans and prescription drugs.

**WHAT'S ONE THING TO KNOW TO GET THE MOST OUT OF YOUR HSA?**  
 A: Funds do not expire at the end of the year. They continue to roll over and grow, and you own them when you leave your employer. At age 65, consumers can withdraw the money for non-qualified medical expenses and

pay income tax similar to a traditional IRA distribution.

**WHAT YOU CAN SPEND ON**  
 Here are some of the items one can purchase with an HSA. For a comprehensive list visit [HealthEquity.com/qme](http://HealthEquity.com/qme).

**Cobra premiums.** In the case you lose your job or transition to a new one, HSA funds can be used to pay for Cobra coverage.

**Acupuncture.** Members can include in medical expenses the amount paid for acupuncture.

**Dental.** Preventive treatment includes the services of a dental hygienist or dentist for such procedures as teeth cleaning, the application of sealants and fluoride treatments to prevent tooth decay, as well as X-rays, fillings, braces, extractions and dentures.

**Vision.** Eye exams are covered, as well as glasses and contact lenses needed for medical reasons. In addition, eye surgery to treat defective vision, such as laser eye surgery or radial keratotomy, is a covered expense.

**Alcohol and drug addiction treatment.** Inpatient treatment at a therapeutic center for alcohol or drug addiction, including meals and lodging, is covered.

**Weight loss.** Costs paid to lose weight if it is a treatment for a disease diagnosed by a physician (such as obesity, hypertension or heart disease) are covered. Those include fees for membership in a weight-reduction group. Members can't include the cost of diet foods or beverages, because the foods and drinks substitute for what is normally consumed to satisfy nutritional needs.

**Fertility enhancement.** Procedures such as *in vitro* fertilization (including temporary storage of eggs or sperm) are covered, as is surgery, including an operation to reverse prior surgery that prevented the person from having children.

**Anything after the age of 65!** Once you turn 65, an HSA acts much like a 401(k), and funds can be used for anything without penalty. Merely income taxes need to be paid on the funds.

## MUTUAL FUNDS

**15 LARGEST FUNDS** Ranked by funds' total assets

Ticker	Week	Month	
Vanguard TSM Idx;Inv	VTSMX	4.2%	1.8%
Vanguard 500 Index;Inv	VFINX	3.9%	1.8%
Vanguard Instl IIdx;Inst	VINIX	3.9%	1.8%
Vanguard Tot I Stk;Inv	VTGSX	Unch.	-0.8%
American Funds Gro;A	AGTHX	2.9%	1.0%
American Funds EuP;A	AEPGX	0.4%	-0.8%
Fidelity Contrafund	FCNTX	2.1%	-0.1%
American Funds CIB;A	CAIBX	0.2%	-1.2%
American Funds Inc;A	AMECX	1.6%	0.4%
Fidelity 500 Idx;Inv	FUSEX	3.9%	1.8%
Vanguard Wellington;I	VVWELX	2.5%	1.3%
American Funds Bal;A	ABALX	1.6%	0.9%
American Funds CWGI;A	CWGX	1.7%	0.4%
Franklin Cust;Inc;A	FKINX	1.8%	0.5%
American Funds Wash;A	AWSHX	4.1%	2.8%

**TOP-PERFORMING, LARGE-CAP FUNDS**

Ticker	Week	Month	
J Hancock Clsc Val;A	PZFXV	8.7%	7.2%
HCM Dividend Sector;A	HCMNX	8.5%	5.8%
TCW/Gargoyle Sys Val;I	TFVSV	8.2%	3.9%
SunAmerica:Sel Div Gro;A	SDVAX	7.6%	5.8%
Gotham Index Plus;Inst	GINDX	7.6%	6.9%
MassMutual Sel:Fc Vl;R5	MFVSV	7.5%	5.5%
Nuveen Conc Core;A	NCADX	7.5%	3.9%
Union St Prtn Val;A	USPVX	7.5%	3.9%
Invesco Comstock;A	ACSTX	7.4%	6.0%
FDP:BR Invesco Val;C	MCVVX	7.3%	5.6%
Dodge & Cox Stock	DODGX	7.0%	7.1%
Hotchkis:Dvsfd Value;I	HCWCI	7.0%	5.7%
SkyBridge Div Val;I	SKYIX	6.9%	1.6%
Hotchkis:Lg Cap Val;I	HWLIX	6.8%	5.6%
AMG Systematic LCV;I	MSYSX	6.8%	5.8%

**TOP-PERFORMING, MID-CAP FUNDS**

Ticker	Week	Month	
Hodges Fund;Retail	HDPMX	10.7%	5.4%
Tocqueville:Opportunity	TOPPX	8.3%	-0.7%
TCW:Rel Value MC;I	TGVOX	8.0%	6.4%
BNY Mellon:SMC Mit-St;M	MMCMX	7.9%	3.5%
CM:Advisors Fund;I	CMAFX	7.7%	4.3%
Alger:SMid Cap Growth;A	ALMAX	7.5%	2.4%
Putnam Equity Spectrum;Y	PYSYX	7.5%	-0.5%
Delafield Fund	DEFIX	7.5%	4.0%
Hodges Sm-Mid Cap;Rtl	HDSMX	7.4%	1.9%
Poplar Forest Otrs;Inst	IPFOX	7.4%	3.6%
PENN:Cap S/M Cp Eq;Inst	PSPMPX	7.3%	0.1%
Pzena Mid Cap Value;Inst	PZIMX	7.3%	5.6%
Hotchkis:Mid Cap Val;I	HWWMIX	7.2%	3.5%
Thompson MidCap	THPMX	7.2%	2.5%
Invesco Endeavor;A	ATDAX	7.1%	6.3%

**TOP-PERFORMING, SMALL-CAP FUNDS**

Ticker	Week	Month	
Pacific Adv:Sm Cap Val;A	PASMX	12.9%	6.4%
Small Cap Value Fund	SCAPX	12.7%	8.2%
Towle Deep Value	TDVFX	11.7%	8.8%
Rydex:S&P SC 600 P Val;H	RYAZX	11.6%	6.0%
CM:Advisors SC Val;I	CMOVX	10.8%	3.1%
Homestead:Sm-Co Stock	HSCSX	10.7%	6.5%
Dreyfus Optstc SC;Inv	DSCVX	10.4%	3.7%
Pzena Small Cap Val;Inst	PZISX	10.3%	7.0%
Hodges Sm Cap;Retail	HDPSX	10.3%	4.6%
Columbia:SmCp Val I;A	CSMIX	10.1%	4.7%
Emerald:Growth;A	HSPGX	9.7%	3.1%
Walhausen:SC Value	WSCVX	9.7%	6.1%
Heartland:Value +;Inv	HRVIX	9.7%	7.5%
Orchard Sm Cp Val;I	OCSIX	9.6%	5.3%
Hodges Sm Intr Val;Rtl	HDSVX	9.5%	4.1%

NOTE: LIST DOES NOT INCLUDE ETFs; SOURCE: IIPPER