



March 12, 2020

Dear Valued Client,

It has been a rough couple of weeks. With the recent headlines and tremendous market volatility we understand that communication is critical. The Coronavirus has continued to spread globally with new cases being reported daily. The Federal Reserve's move to cut interest rates by 0.50% on March 3rd failed to provide the anticipated boost to the markets. Additionally, Saudi Arabia and Russia have engaged in a price war which slashed oil prices by 25%, the largest one-day decline since January 17, 1991 at the start of the Gulf War. While these seem to be short-term events, they have resulted in a great deal of uncertainty in the stock market.

Historically, the U.S. economy and corporate America have proven to be extremely resilient and adaptable. The markets have weathered wars, natural disasters, terrorist attacks and many other geopolitical shocks. Through it all, the S&P 500 Index has produced a 9% annualized rate of return since 1929.\* While it may be difficult to see the other side of this crisis right now, and substantial economic impact seems inevitable, this like others before will pass. Based on underlying economic fundamentals, markets eventually appear poised for better days. We may look back and realize that this abrupt decline provided a good time for suitable investors to add to their equity positions. Often the best buying opportunities occur when it is the most uncomfortable.

As we continue to navigate the current market environment, it is important to remember your goals and not let short-term market volatility impact long-term objectives. We believe that individuals often make the biggest mistakes when they become emotional, especially in periods of market selloffs, rather than utilizing data when making investment decisions. Therefore, we continue to utilize and refine our data-driven investment models to make fact-based decisions when allocating our portfolios. We feel a systematic approach, based on the highest probable outcomes, will generate a better risk-adjusted return for investors over a full market cycle. Our mission is to help clients stay committed to their investment strategy and ultimately reach their financial goals. However, if you are concerned that the economic environment may get much worse before it gets better, you may want to think about adjusting your long-term investment strategy. Ultimately, for most long-term investors, our belief is the best move may be no move at all.

As always, we thank you for your partnership and the trust you place in us to help you achieve your goals. If you would like to discuss your individual account, please contact your financial advisor.

Sincerely,

A handwritten signature in black ink, appearing to read 'J. Click', written in a cursive style.

Jason Click  
PRESIDENT, WEALTH MANAGEMENT

A handwritten signature in black ink, appearing to read 'Mike Sarullo', written in a cursive style.

Mike Sarullo  
VICE PRESIDENT, WEALTH MANAGEMENT

\*Source: Bloomberg