

PROFESSIONAL FINANCIAL SERVICES, INC.

"DESIGNING AND PROTECTING WEALTH"

ONE PLAN AT A TIME

ROBERT E. TUCKER
PRESIDENT
Tel (703) 391-0299
Fax (703) 391-0277

10913 LAWYERS ROAD
RESTON, VIRGINIA 20191
e-mail: bobtucker@pfsinc.info
website: www.pfsinc1.com

October 18, 2017

Mr. Robert E. Tucker
10913 Lawyers Road
Reston, VA 20191

Dear Bob:

2018 Month-at-a-Glance Calendar

It's a pleasure to enclose our annual gift to you. If you don't use it, please feel free to pass it along to other family members, colleagues, or friends.

Privacy Notices

Every year I send Privacy Notices to our clients both for the Broker-Dealer, H. Beck, Inc. and Professional Financial Services, Inc. Enclosed are these notices for 2017.

Recent Events

My wife, Linda, and I had the opportunity to take a cruise to Spain, Portugal, and part of the UK this summer. It started in Bilboa, Spain and ended in Barcelona. The fact is we docked the morning after the terrorist attack in Barcelona. Our hotel was only 2 blocks from the site of the attacks, and if we had docked one day earlier, we could have easily been in it. The day we arrived, I walked to the site and witnessed throngs of people around makeshift memorials. It was a reminder about the strength and resilience of humanity.

Then came the hurricanes and devastation in Texas and Florida, a senseless, horrible attack on a crowd in Las Vegas, and now, horrific fires in California.

Out of all these tragedies, the same thing happens each time. People come together, face up to the tragedies and rebuild their lives. The human spirit is an amazing thing to witness. We are all so blessed to live where we do and to have what we have.

A REGISTERED INVESTMENT ADVISOR

Securities offered through H. Beck, Inc., Member FINRA/SIPC

6600 Rockledge Drive, 6th Floor, Bethesda, MD 20817, (301) 468-0100

Investment Advisory Services offered through Professional Financial Services, Inc., A Registered Investment Advisor
Robert E. Tucker is a registered Representative of H. Beck, Inc., which is unaffiliated with Professional Financial Services, Inc.

October 18, 2017
Page Two

Each one of these events provide clear evidence that lives can be dramatically changed in a moment's notice. I constantly stress the important power of planning. Sometimes it takes a tragedy to really bring the point home. There is no doubt that planning won't necessarily prevent tragedies, but it can go a long way in making the outcomes less onerous.

Markets

Equity markets continue to be amazing. Check this out.

	<u>1/1/12</u>	<u>1/1/13</u>	<u>1/1/16</u>	<u>1/1/17</u>	<u>10/1/17</u>
Dow Jones	12,218	13,104	17,425	19,763	21,948
S&P 500	1,258	1,426	2,044	2,239	2,472
NASDAQ	2,605	3,020	5,007	5,383	6,429

Source: Leimberg & LeClair, Inc.

The Standard & Poor's 500 (S&P 500) is an unmanaged group of securities considered to be representative of the stock market in general. The Dow Jones Industrial Average is a price weighted average of 30 significant stocks traded on the New York Stock Exchange and the NASDAQ. The Nasdaq Composite is an index of the common stocks and similar securities listed on the NASDAQ stock market and is considered a broad indicator of the performance of stocks of technology companies and growth companies. It is not possible to invest directly in an index.

The fact is we've been in a Bull Market most of the last 8 ½ years.

As I've written many times, these indexes are 100% stocks, but almost everyone has cash, bonds or bond funds, and possibly alternative investments. So, your personal holdings will likely not reflect the same amount of gains.

However, these equity returns are not guaranteed and almost certainly will not continue indefinitely. There will be a market correction. I just don't know when.

So, it has been, is, and will continue to be critically important:

1. To have ample cash available for unexpected needs or opportunities. (A good rule of thumb is to have cash equal to 6 – 12 months of after tax living expenses).
2. To evaluate your Risk Tolerance for risk and determine if your investment assets are properly allocated.

If you have any concerns and/or want to review your current status, please let me know. I'll be happy to help you understand and evaluate.

October 18, 2017
Page Three

New and Updated Buyout Agreement

As you may know, I long ago established a Buyout Agreement for my practice in the event I die. The agreement is with Eric G. Meyers, President of Gem Financial Services, Inc. and a founding partner in the law firm of Meyers, Hurvitz and Abrahams.

There are two principal purposes for the agreement.

First, it ensures that at my death, my practice will be taken over by a trusted and highly professional colleague, Eric Meyers, with whom I've interacted for over 25 years. He is one of the very most competent people I know in the financial services industry, and I trust him. My primary goal was to be sure that all of my clients have counsel and assistance that can be relied upon if something happens to me.

Second, it allows me to protect my own family as to the value of my practice if I die.

This agreement is being updated and a current version should be in place within the next two weeks. If I should die unexpectedly, I encourage you to work with Eric. I know he will serve you well.

Finally, note that this agreement only applies in the event of my death. I continue to have absolutely no interest in or plans to retire. Quite the contrary, I continue to build my practice.

Conclusion

There is still time to discuss income tax planning, family gifts, charitable gifts as well as your estate planning. We continue to be eager to help whenever we can.

All the best throughout the holiday season, and please don't forget to make an appointment with me a high priority.

Best regards,



Robert E. Tucker, CLU
Chartered Financial Consultant

Enclosures

dfw



H. BECK, INC.

...the independent's choiceSM

Protection of Your Personal Financial Information

Who We Are: H. Beck, Inc. ("HBI") is a registered broker-dealer and registered investment adviser. Through our representatives we provide financial products and services to the general public. We are providing you with this privacy policy to describe how we collect information about you, under what circumstances we may disclose the information to others, and how we safeguard your information in our possession.

Why We Collect Information: We collect and use information about you in order to provide you with our financial products and services. For example, we use your information to determine the suitability of our investment recommendations and to process transactions for your account.

What Information We Collect: The information we collect may include information such as your name, address, social security number, assets, income, net worth, investment experience, risk tolerance, investment objectives, beneficiary designations and other information from your application.

How We Collect Information: We obtain most information directly from you when you open an account or purchase financial products or services from us. For example, we may collect your personal information directly from you when you seek financial advice or advice about your investments, direct us to buy or sell securities, provide employment information, or show us your government-issued ID. We may also obtain information about you from our representatives and their affiliated businesses, and from third parties such as retirement plan sponsors or third-party administrators, mutual fund companies, insurance companies, your former broker-dealer or its registered representative, clearing firms, or others who provide you with financial products or services.

Information We Disclose: We may disclose information about you, as described above, to our staff, affiliates, representatives, their affiliated businesses, nonaffiliated third parties who provide you with financial products and services, and our service providers, such as a mailing company. These nonaffiliated third parties may include retirement plan sponsors or third-party administrators, mutual fund companies, insurance companies and agencies, other broker-dealers, and clearing firms. Our privacy policy is the same for current, as well as former clients. Also, if you close your account, in the process of transferring your investments we may share your information with the new broker-dealer or custodian that you or your representative selects. If our representative servicing your account leaves us to join another broker-dealer, the representative may be permitted to retain copies of your information so that he or she can assist with the transfer of your account and continue to serve you at their new firm. The representative's continuing use of your information will be subject to the new firm's privacy policy. We may disclose information such as your name, address, social security number, date of birth,

transactional information, or other financial information when necessary for us to provide you with financial products and services or report on your account, or where disclosure is prescribed by law. For example, we report your tax-related information to federal and state governments, and we may disclose information during the course of an audit or to law enforcement or regulatory agencies. We do not disclose your information to nonaffiliated companies who intend to market their products to you. For example, we will not sell clients' names and addresses to a catalogue or marketing company.

“Opting-out” of Third-Party Disclosures: If you do not want the registered representative servicing your account to be able to use information collected while registered with HBI if he or she leaves us to join another firm (other than as prescribed by law), you may contact our Compliance Department by calling our toll-free number: 1-800-333-6884. Please note that for joint accounts, an opt-out by one account holder will apply to all other account holders.

Securing Your Information: Our staff, affiliates, and representatives who have access to your information are required to follow our procedures reasonably designed to keep your information secure and confidential. Our physical, electronic, and procedural safeguards have been reasonably designed to protect your information.

Other Applicable Laws: The practices described are in accordance with Federal Law. We also follow privacy requirements under applicable state law. If a state's privacy laws are more restrictive than those stated in this policy, we comply with those laws.

Questions: If you have questions about our privacy policy, you may contact your local HBI representative, visit the Investor section of our website (www.hbeckinc.com), or contact us at: H. Beck, Inc., Attn: Compliance Department, 6600 Rockledge Drive, 6th Floor, Bethesda, MD 20817. We appreciate your business and look forward to serving your financial service needs.

SIPC Information

Investor information about the Securities Investor Protection Corporation (SIPC) may be obtained at their website (www.sipc.org) or by contacting SIPC at 202-371-8300 to request a SIPC brochure.

FINRA Information

Investor information may be obtained at the FINRA website (www.finra.org) or by contacting FINRA at 301-590-6500. For information regarding FINRA BrokerCheck, a free tool to help investors research the professional backgrounds of current and former FINRA-registered brokerage firms and brokers, please visit www.finra.org/BrokerCheck, or call the FINRA BrokerCheck Hotline at 800-289-9999.

Professional Financial Services, Inc.'s Privacy Notice

Protection of Your Personal Financial Information

Who PFS Is: Professional Financial Services, Inc. (PFS) is a registered investment adviser in the State of Virginia. Through Robert E. Tucker, PFS provides financial products and services to the general public. PFS is providing you with this privacy policy to describe how PFS collects information about you, under what circumstances PFS may disclose the information to others, and how PFS safeguards your information in our possession.

Why PFS Collects Information: PFS collects and uses information about you in order to provide you with our financial products and services. For example, PFS uses your information to determine the suitability of our investment recommendations and to process transactions for your account.

What Information PFS Collects: The information PFS collects may include information such as your name, address, social security number, assets, income, net worth, investment experience, risk tolerance, beneficiary designations and other information from your application.

How PFS Collects Information: PFS obtains most information directly from you when you open an account or purchase financial products or services from PFS. For example, PFS may collect your personal information directly from you when you seek financial advice or advice about your investments, direct us to buy or sell securities, provide employment information, or show us your government-issued ID. PFS may also obtain information about you from third parties such as retirement plan sponsors or third-party administrators, mutual fund companies, insurance companies, your former broker-dealer or its registered representative, clearing firms, or others who provide you with financial products or services.

Information PFS Discloses: PFS may disclose information about you, as described above, to our staff, affiliates, representatives, their affiliated businesses, nonaffiliated third parties who provide you with financial products and services, and our service providers, such as a mailing company. These nonaffiliated third parties may include retirement plan sponsors or third-party administrators, mutual fund companies, insurance companies and agencies, other broker-dealers, and clearing firms. Our privacy policy is the same for current, as well as former clients. Also, if you close your account, in the process of transferring your investments, PFS may share your information with the new broker-dealer or custodian that you or your representative selects. If our representative servicing your account leaves us to join another broker-dealer, the representative may be permitted to retain copies of your information so that he or she can assist with the transfer of your account and continue to serve you at their new firm. The representative's continuing use of your information will be subject to the new firm's privacy policy. PFS may disclose information such as your name, address, social security number, date

of birth, transactional information, or other financial information when necessary for us to provide you with financial products and services or report on your account, or where disclosure is prescribed by law. For example, PFS reports your tax-related information to federal and state governments, and PFS may disclose information during the course of an audit or to law enforcement or regulatory agencies. PFS does not disclose your information to nonaffiliated companies who intend to market their products to you. For example, PFS will not sell clients' names and addresses to a catalogue or marketing company.

“Opting-out” of Third-Party Disclosures: If you do not want us to share your information (other than as prescribed by law) with the registered representative servicing your account when he or she leaves us to join another firm, you may contact PFS by calling 703-391-0299. Please note that PFS honors opt-out requests at the account level; an opt-out by one account holder will apply to all other account holders.

Securing Your Information: Our staff, affiliates, and representatives who have access to your information are required to follow our procedures reasonably designed to keep your information secure and confidential. Our physical, electronic, and procedural safeguards have been reasonably designed to protect your information.

Other Applicable Laws: The practices described are in accordance with Federal Law. PFS also follows privacy requirements under applicable state law. If a state's privacy laws are more restrictive than those stated in this policy, PFS complies with those laws.

Questions: If you have questions about our privacy policy, you may contact Robert E. Tucker. PFS appreciate your business and look forward to serving your financial service needs.

SIPC Information

Investor information about the Securities Investor Protection Corporation (SIPC) may be obtained at their website (www.sipc.org) or by contacting SIPC at 202-371-8300 to request a SIPC brochure.

FINRA Information

Investor information may be obtained at the FINRA website (www.finra.org) or by contacting FINRA at 301-590-6500. For information regarding FINRA BrokerCheck, a free tool to help investors research the professional backgrounds of current and former FINRA-registered brokerage firms and brokers, please visit www.finra.org/BrokerCheck, or call the FINRA BrokerCheck Hotline at 800-289-9999.

Professional Financial Services, Inc.

A REGISTERED INVESTMENT ADVISOR

Securities offered through H. Beck, Inc., Member FINRA/SIPC

6600 Rockledge Drive, 6th Floor, Bethesda, MD 20817, (301) 468-0100

Investment Advisory Services offered through Professional Financial Services, Inc., A Registered Investment Advisor.

Robert E. Tucker is a registered Representative of H. Beck, Inc., which is unaffiliated with Professional Financial Services, Inc.