

PROFESSIONAL FINANCIAL SERVICES, INC.

"DESIGNING AND PROTECTING WEALTH"

ONE PLAN AT A TIME

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

Dear Bob:

First and foremost, thank you for the opportunity to continue to assist you.

Each and every year I stress the importance and value of planning. Each year brings challenges and opportunities, family joys and sometimes tragedies, economic ups and downs, and political "stuff" that impacts each of us and our country.

Some things we control by the decisions we make. Others we don't. So, an important objective is to plan to every extent possible. All of this leads up to my enclosed annual gift to you – a Monthly Schedule Planner. While some may not use it, please consider offering it to someone important to you.

An increasing number of my clients use it regularly and begin asking about next year's calendar about now. So, here it is. I hope it becomes instrumental in helping you plan your day, week, month and year.

Where are markets now?

Let's take a look.

	<u>1/1/18</u>	<u>7/1/18</u>	<u>1/1/19</u>	<u>7/1/19</u>	<u>10/1/19</u>
Dow Jones	24,719	24,271	23,327	26,660	26,917
S&P 500	2,674	2,718	2,507	2,942	2,977
NASDAQ	6,903	7,510	6,935	8,006	7,999
Prime rate	4.50%	5.00%	5.50%	5.50%	5.00%
90 day Treasury Bill	1.38%	1.91%	2.35%	2.09%	1.81%
30 Year Treasury Bond	2.74%	2.99%	3.01%	2.53%	2.11%

Source: Leimberg & LeClair, Inc. Please see the postscript at the end of this letter.

A REGISTERED INVESTMENT ADVISOR

Securities offered through H. Beck, Inc., Member FINRA/SIPC
2440 Research Blvd., Suite 500, Rockville, MD 20850, (301) 944-5900

Investment Advisory Services offered through Professional Financial Services, Inc., A Registered Investment Advisor
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So, after a “down” 2018 in the equity markets and a poor beginning in the 1st two weeks of January 2019, many began to wonder if the 10 year bull market was over and recession was looming.

What’s happened so far?

Equity markets are up and interest rates/fixed income assets are down. All of these results are in spite of an increasingly volatile political environment, which promises to continue to heat up as we approach 2020. Then, there is the increasing and substantial impact of global warming, attempts to change to a “green” environment, and a host of other things.

So, what’s the point? Well, it’s the same advice I’ve given countless times. Diversify - pay close attention to your risk tolerance and choose investments accordingly.

Maintain ample cash for living needs and unexpected opportunities. Do not become seduced into “chasing return”. Understand that trying to time the markets rarely works.

By the way, I am mindful of the comment of a senior Senator and political leader who said:

“Refusing to invest..... is the budgetary equivalent of cutting off your feet to save money on shoes.”

No matter what your age, pay yourself first by investing something each month. Down markets do, in fact, present buying opportunities.

Also enclosed is a two page piece “10 Things You Should Know About Bear Markets” provided by the Hartford Funds. For those concerned about a recession (a virtual certainty at some point), this piece provides some important facts and perspectives.

However, all of the above is not the complete story of planning. Attention to protecting yourself against risk is critical. Ignore it at your own peril. Insurance products – Car, Home, Liability, Life, Disability, Long Term Care – are important, for they offer solutions. The question is what are the problems or risks you face that need a solution? A pain to address? Yes, but absolutely critical to determine that both the issues you face and the solutions you have in place are still correctly handled.

And then, there are legal documents. This year I’ve had clients die, become ill, have accidents, have children born, have experienced new problems with children and/or relatives, lost their job, retired, or moved to a new job. Any of these can be impacted by the legal documents (Wills, Trusts, Power of Attorney) one has in place.

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Bottom line? We're here to help in a variety of ways. Don't hesitate to call me for help, counsel, advice, or just a friendly ear to listen.

Thanks again for allowing us to continue to assist you. As we approach year end, let us know if you have any planning issues.

Best Personal Regards,

A handwritten signature in black ink, appearing to read "Rob Tucker". The signature is fluid and cursive, with a large initial "R" and "T".

Robert E. Tucker, CLU
Chartered Financial Consultant

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Enclosures

P.S. Please note the Dow Jones Industrial Average is a widely followed measurement of the stock market. The DJIA is a price-weighted average of 30 actively traded Blue-Chip stocks.

The S&P 500 Index is an unmanaged index of 500 common stocks that is generally considered representative of the U.S. stock market. Performance of an index is not illustrative of any particular investment and performance figures quoted are historical. It is not possible to invest directly in an index.

The Nasdaq Composite Index is an unmanaged, market-weighted index of all over-the-counter common stocks.