

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: bobjtucker@pfsinc.info
website: www.pfsinc1.com

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

Dear Bob:

It's a pleasure to enclose our 2021 Annual Planning Calendar, which has become an increasingly popular tool for many in planning their daily lives. We certainly hope you find it of value, but if not, please feel free to give it to a family member, colleague, or friend.

The November 2020 Election

Just one comment. Regardless of your political persuasion, please execute the enormous privilege of your constitutional right and Vote!!!

2020

2020 has been an interesting, challenging, and event filled year. Over 200,000 COVID deaths in the U.S., and unfortunately, one of them was a long-time elderly client of ours.

It is easy to become lax and to become less diligent in wearing a mask. Please be vigilant. The life you protect may be your loved one or cherished friend, and please get your Flu Shot!!!

Markets continue to surprise me. Yes, they have been volatile, but even with all of the economic hardships, the Dow is down about 6%, the S&P 500 is about flat, and the NASDAQ is up about 18% since 1/1/20.

Do I believe there will be a significant correction? Yes, but when? Over and over again I have noted that:

1. If you have enough cash and income sources to live the way you wish for the next 3 – 5 years, the remaining assets should be viewed as long-term money.
2. Historically, the key ingredient is time. I believe one should not react to market highs or sudden drops. Long term money is just that, and given enough time, equity markets have historically produced higher returns. However, another key is diversification. I know no one who should have all their eggs in one basket.
3. A final note – at its lowest in early 2009, the Dow was at about 6,500. As I write this, the Dow is 26,763. My belief is and always has been, time heals all wounds. No Guarantees are expressed or implied, but this is what history has shown us.

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

In mid- August we conducted an open ZOOM Meeting during which we addressed a variety of issues. It's available to anyone. Just go to our website, www.pfsinc1.com, go to "Additional Pages" on the right side of the home page and click the 1st one "Bob's 8/20 ZOOM Meeting". Please view it and invite anyone you wish to view it as well.

We're Here For You

If this year teaches us anything, it is that (1) none of us know what challenges or opportunities life will present to us and (2) being as prepared as possible can and almost certainly will make an enormous difference.

It's not the expected, it's the unexpected that truly matters.

So, please do not hesitate to reach out to us for anything including just to discuss ideas you may have or actions you are considering. Our sole mission is to help you. We continue to be totally available.

A Special Note

Most days of the week, Faye works from home. Technology is a wonderful thing! Please feel free to call her on her cell at (304) 268-8372 or me on my cell at (703) 932-1794 if we are not picking up your call on the office line. Equally useful is her email at fayewest@pfsinc.info or my email at bobtucker@pfsinc.info.

Best wishes for a good year end, and don't forget:

- Wear your mask!
- Get your flu shot!
- Vote!
- Reach out to us at any time!

Warmest Personal Regards,



Robert E. Tucker, CLU
Chartered Financial Consultant

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Enclosure

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.