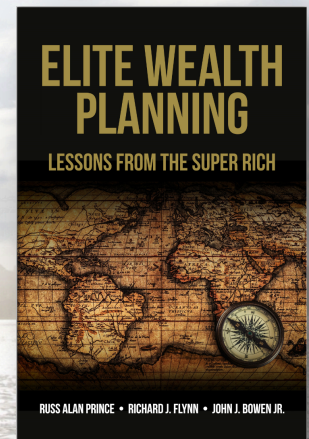




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Q1

Global Market Review

First Quarter 2019

Quarterly Market Review

First Quarter 2019

This report features world capital market performance and a timeline of events for the past quarter. It begins with a global overview, then features the returns of stock and bond asset classes in the US and international markets.

The report leads with our quarterly topic of “Why Should You Diversify Globally?”, and illustrates the impact of globally diversified investing.

Overview:

View from the Hill: Why Should You Diversify Globally?

Market Summaries—Quarterly and Long Term

World Stock Market Performance

Impact of Diversification

US Stocks

International Developed Stocks

Emerging Markets Stocks

Real Estate Investment Trusts (REITs)

Fixed Income

Global Fixed Income

Wealth Stress Testing

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Why Should You Diversify Globally?

First Quarter 2019

As 2019 begins, and with US stocks substantially outperforming non-US stocks over the last five years, some investors are reconsidering the role that global diversification should play in their portfolio strategy.

For the five-year period ending March 31, 2019, the S&P 500 Index had an annualized return of 10.9% while the MSCI World ex USA Index returned 2.7%, and the MSCI Emerging Markets Index returned 4.1%. As US stocks have outperformed international and emerging markets stocks over the last several years, some investors might be reconsidering the wisdom of investing outside the US.

While there are many reasons why a US-based investor may prefer a degree of home bias in their equity allocation, using return differences over a period of five years as the sole input into this decision may result in missing opportunities that the global markets offer. While international and emerging markets stocks have delivered disappointing returns relative to the US over the last few years, it is important to remember that:

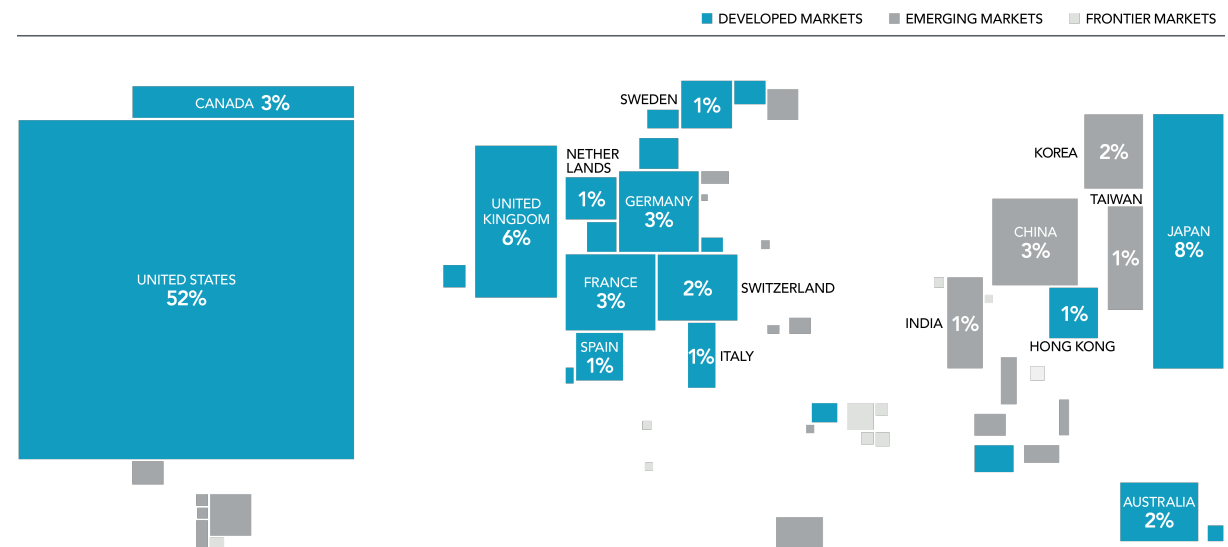
- Non-US stocks help provide valuable diversification benefits.
- Recent performance is not a reliable indicator of future returns.

THERE'S A WORLD OF OPPORTUNITY IN EQUITIES

The global equity market is large and represents a world of investment opportunities. As shown in **Exhibit 1**, nearly half of the investment opportunities in global equity markets lie outside

the US. Non-US stocks, including developed and emerging markets, account for 48% of world market capitalization¹ and represent thousands of companies in countries all over the world. A portfolio investing solely within the US would not be exposed to the performance of those markets.

Exhibit 1. World Equity Market Capitalization



As of December 31, 2017. Data provided by Bloomberg. Market cap data is free-float adjusted and meets minimum liquidity and listing requirements. China market capitalization excludes A-shares, which are generally only available to mainland China investors. For educational purposes; should not be used as investment advice.

1. The total market value of a company's outstanding shares, computed as price times shares outstanding.

Why Should You Diversify Globally?

(continued from page 3)

THE LOST DECADE

We can examine the potential opportunity cost associated with failing to diversify globally by reflecting on the period in global markets from 2000–2009. During this period, often called the “lost decade” by US investors, the S&P 500 Index recorded its worst ever 10-year performance with a total cumulative return of –9.1%. However, looking beyond US large cap equities, conditions were more favorable for global equity investors as most equity asset classes outside the US generated positive returns over the course of the decade. **(See Exhibit 2.)** Expanding beyond this period and looking at performance for each of the 11 decades starting in 1900 and ending in 2010, the US market outperformed the world market in **five** decades and underperformed in the other **six**.² This further reinforces why an investor pursuing the equity premium should consider a global allocation. By holding a globally diversified portfolio, investors are positioned to capture returns wherever they occur for planning more reliable outcomes.

Exhibit 2. Global Index Returns, January 2000–December 2009

	Total Cumulative Return (%)
S&P 500 Index	–9.10
MSCI World ex USA Index (net div.)	17.47
MSCI World ex USA Value Index (net div.)	48.71
MSCI World ex USA Small Cap Index (net div.)	94.33
MSCI Emerging Markets Index (net div.)	154.28
MSCI Emerging Markets Value Index (net div.)	212.72

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PICK A COUNTRY?

Are there systematic ways to identify which countries will outperform others in advance? **Exhibit 3** illustrates the randomness in country equity market rankings (from highest to lowest) for 22 different developed market countries over the past 20 years. This graphic conveys how difficult it would be to execute a strategy that relies on picking the best country and the resulting importance of diversification.

In addition, concentrating a portfolio in any one country can expose investors to huge variations in returns. The difference between the best- and worst-performing countries can be significant. For example, since 1998, the average return of the best-performing developed market country was approximately 44%, while the average return of the worst-performing country was approximately –16%. Diversification means an investor’s portfolio is unlikely to be the best or worst performing relative to any individual country, but diversification also provides a means to achieve a more consistent outcome and more importantly helps reduce and manage catastrophic losses that can be associated with investing in just a small number of stocks or a single country.

A DIVERSIFIED APPROACH

Over long periods of time, investors may benefit from consistent allocation of portfolios to both US and non-US equities. While both asset classes offer the potential to earn positive expected returns in the long run, they may perform quite differently over short periods.

While the performance of different countries and asset classes will vary over time, there is no reliable evidence that this performance can be predicted in advance. An approach to equity investing that uses the global opportunity set available to investors can provide diversification benefits as well as potentially higher expected returns, as well as greater peace of mind from planning long-term outcomes with more confidence.

2. Source: Annual country index return data from the Dimson-Marsh-Staunton (DMS) Global Returns Data, provided by Morningstar, Inc.

Why Should You Diversify Globally?

(continued from page 4)

Exhibit 3. Equity Returns of Developed Markets

	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Finland	121.6	152.6	5.9	8.4	24.2	64.5	71.5	28.3	49.4	48.7	-29.2	87.1	33.8	13.7	39.6	46.0	12.7	23.4	24.6	58.3
Belgium	67.7	99.4	5.3	1.7	16.5	63.8	53.3	25.5	47.4	41.2	-30.5	76.4	30.7	5.5	31.3	41.2	7.3	16.5	18.4	36.2
Italy	52.5	79.7	3.4	-2.8	-1.3	58.5	43.5	24.6	46.8	35.2	-37.6	74.0	23.2	1.4	31.0	31.8	6.2	12.1	13.3	35.6
Spain	49.9	61.5	-0.9	-5.6	-7.3	57.0	43.1	24.5	46.7	31.4	-40.6	64.2	22.1	-2.6	30.9	31.4	5.1	9.6	11.4	34.7
France	41.5	59.5	-1.3	-10.9	-7.3	55.4	36.3	24.3	45.1	29.6	-43.3	60.2	20.5	-6.8	29.3	31.3	4.1	3.5	11.3	32.2
Ireland	35.3	53.7	-4.1	-11.4	-10.3	54.6	35.2	16.7	43.4	28.4	-45.5	57.5	15.4	-10.0	28.3	31.3	3.0	2.3	10.9	28.7
USA	30.1	31.7	-4.3	-12.2	-10.3	49.5	32.5	16.3	38.8	28.3	-45.9	56.2	14.8	-10.6	25.9	27.6	2.3	2.0	4.9	28.4
Germany	29.4	29.3	-10.0	-12.4	-11.0	49.3	30.8	16.0	36.7	25.6	-47.4	50.4	14.5	-11.0	22.1	27.2	1.5	1.3	4.8	28.3
Portugal	27.5	21.9	-10.3	-14.0	-13.2	48.1	30.3	14.4	36.5	24.0	-47.6	43.5	11.8	-12.1	22.0	26.6	-0.1	0.9	3.6	27.7
Switzerland	23.5	20.0	-11.5	-14.8	-13.8	43.8	28.9	13.9	36.0	24.0	-48.2	43.3	10.9	-12.3	21.3	26.3	-0.7	0.7	2.8	27.0
Netherlands	23.2	17.6	-12.0	-18.6	-15.0	43.0	25.0	10.3	34.5	20.6	-48.3	43.2	10.3	-12.7	20.6	25.2	-3.4	0.4	2.4	24.0
UK	17.8	12.9	-12.7	-20.4	-15.2	40.2	24.7	9.9	32.5	13.2	-49.9	42.3	9.9	-14.3	20.4	24.5	-3.5	-0.1	2.3	23.8
Sweden	14.0	12.5	-12.8	-21.4	-15.3	38.1	22.3	9.9	31.4	8.9	-50.0	40.4	8.8	-16.0	18.7	20.7	-4.0	-0.5	1.4	22.5
Denmark	9.0	12.1	-14.2	-22.0	-16.0	37.8	22.2	9.0	30.9	8.4	-50.7	36.6	8.4	-16.0	15.3	20.4	-4.7	-1.9	0.6	22.5
Australia	6.1	6.9	-14.7	-22.1	-17.8	37.6	19.6	8.4	30.6	6.1	-51.2	31.8	8.3	-16.0	15.3	13.4	-5.4	-5.0	-0.1	22.3
Japan	5.1	4.8	-15.6	-22.4	-20.8	35.9	18.5	7.4	30.4	5.4	-52.2	26.6	1.7	-16.9	14.6	11.3	-7.5	-6.3	-1.0	21.2
Austria	0.4	-0.3	-15.9	-22.4	-21.2	35.3	16.2	5.1	30.4	5.3	-53.8	26.3	-0.4	-17.9	12.5	11.1	-9.5	-7.6	-4.7	20.6
Hong Kong	-2.9	-7.0	-16.8	-23.4	-23.1	34.1	15.9	4.4	27.4	2.2	-55.2	25.3	-4.1	-18.1	9.1	11.0	-9.9	-10.0	-4.9	19.9
Canada	-6.1	-8.9	-21.3	-26.6	-26.2	32.1	15.0	1.9	17.8	0.6	-64.2	25.2	-11.3	-23.1	8.2	9.4	-10.4	-15.0	-7.1	18.6
Singapore	-12.9	-9.1	-27.7	-30.3	-28.4	28.4	12.2	1.7	16.6	-2.7	-66.5	12.3	-15.0	-23.2	5.7	5.6	-22.0	-15.6	-7.6	18.1
New Zealand	-22.6	-12.6	-28.2	-29.4	-30.5	28.1	10.1	-1.9	14.7	-4.2	-68.4	11.1	-18.1	-31.9	3.5	4.2	-29.8	-17.7	-10.5	16.1
Norway	-30.1	-14.3	-33.5	-38.2	-33.2	19.4	6.1	-2.3	6.2	-20.1	-71.9	6.3	-22.0	-36.4	3.0	1.7	-38.2	-24.2	-15.8	11.7

Source: MSCI country indices (net dividends) for each country listed. Does not include Israel, which MSCI classified as an emerging market prior to May 2010. MSCI data © MSCI 2019, all rights reserved. Past performance is no guarantee of future results. Indices are not available for direct investment; therefore, their performance does not reflect the expenses associated with the management of an actual portfolio.

Source: Dimensional Fund Advisors LP.







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Quarterly Market Summary

Index Returns



















	US Stock Market	International Developed Stocks	Emerging Markets Stocks	Global Real Estate		US Bond Market	Global Bond Market ex US
Q1 2019	STOCKS					BONDS	
	14.04%	10.45%	9.92%	14.07%		2.94%	2.96%
							

Since Jan. 2001							
Avg. Quarterly Return	2.0%	1.4%	2.9%	2.6%		1.1%	1.1%
Best Quarter	16.8%	25.9%	34.7%	32.3%		4.6%	4.6%
	2009 Q2	2009 Q2	2009 Q2	2009 Q3		2001 Q3	2008 Q4
Worst Quarter	-22.8%	-21.2%	-27.6%	-36.1%		-3.0%	-2.7%
	2008 Q4	2008 Q4	2008 Q4	2008 Q4		2016 Q4	2015 Q2

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Long-Term Market Summary

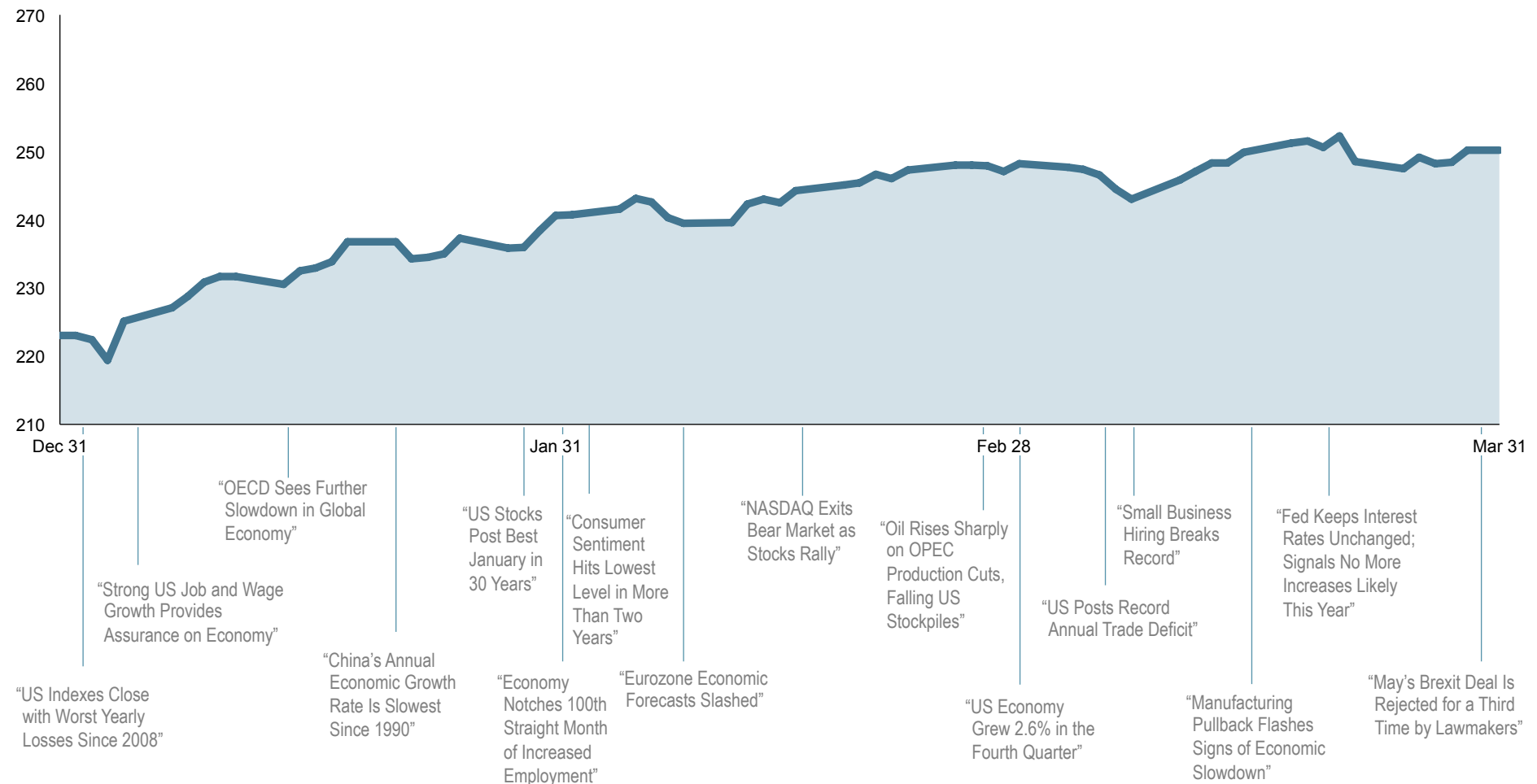
Index Returns

	US Stock Market	International Developed Stocks	Emerging Markets Stocks	Global Real Estate		US Bond Market	Global Bond Market ex US
1 Year	STOCKS					BONDS	
	8.77%	-3.14%	-7.41%	13.93%		4.48%	5.23%
							
5 Years							
	10.36%	2.20%	3.68%	6.63%		2.74%	4.27%
							
10 Years							
	16.00%	8.82%	8.94%	14.84%		3.77%	4.29%
							

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World Stock Market Performance

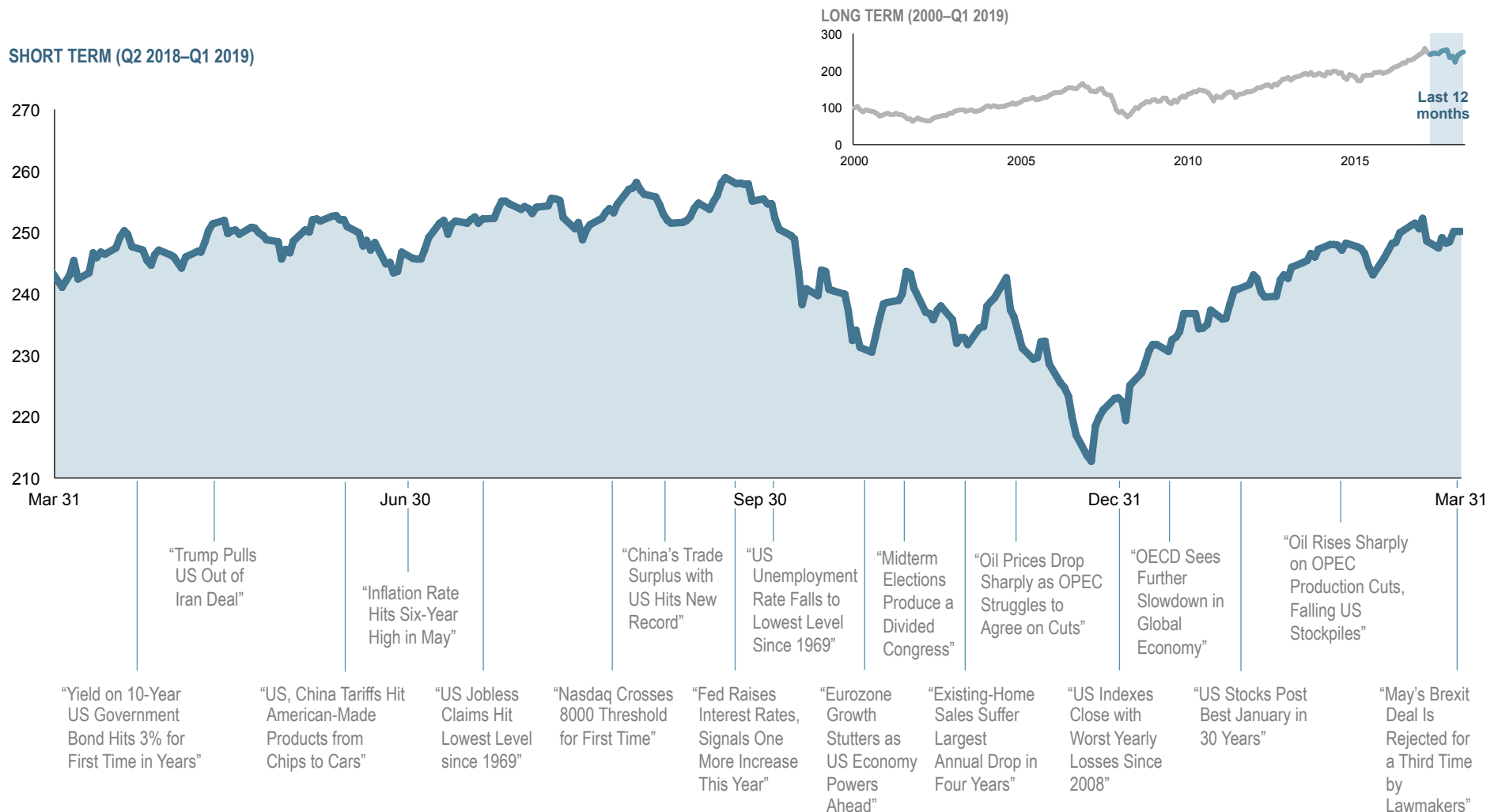
MSCI All Country World Index with selected headlines from Q1 2019



These headlines are not offered to explain market returns. Instead, they serve as a reminder that investors should view daily events from a long-term perspective and avoid making investment decisions based solely on the news.

World Stock Market Performance

MSCI All Country World Index with selected headlines from past 12 months



These headlines are not offered to explain market returns. Instead, they serve as a reminder that investors should view daily events from a long-term perspective and avoid making investment decisions based solely on the news.

Graph Source: MSCI ACWI Index [net div.]. MSCI data © MSCI 2019, all rights reserved.

It is not possible to invest directly in an index. Performance does not reflect the expenses associated with management of an actual portfolio. Past performance is not a guarantee of future results.

Impact of Diversification

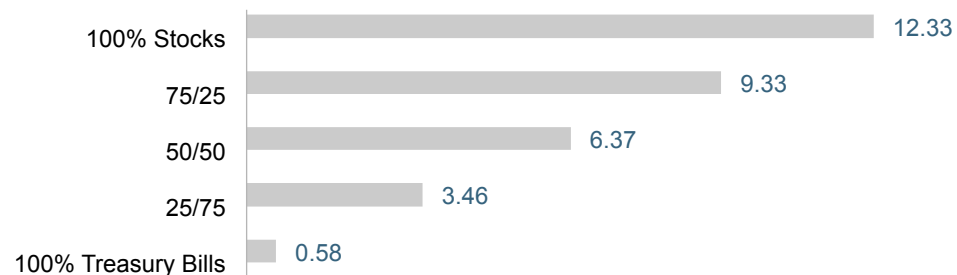
First Quarter 2019 Index Returns

These portfolios illustrate the performance of different global stock/bond mixes and highlight the benefits of diversification. Mixes with larger allocations to stocks are considered riskier but have higher expected returns over time.

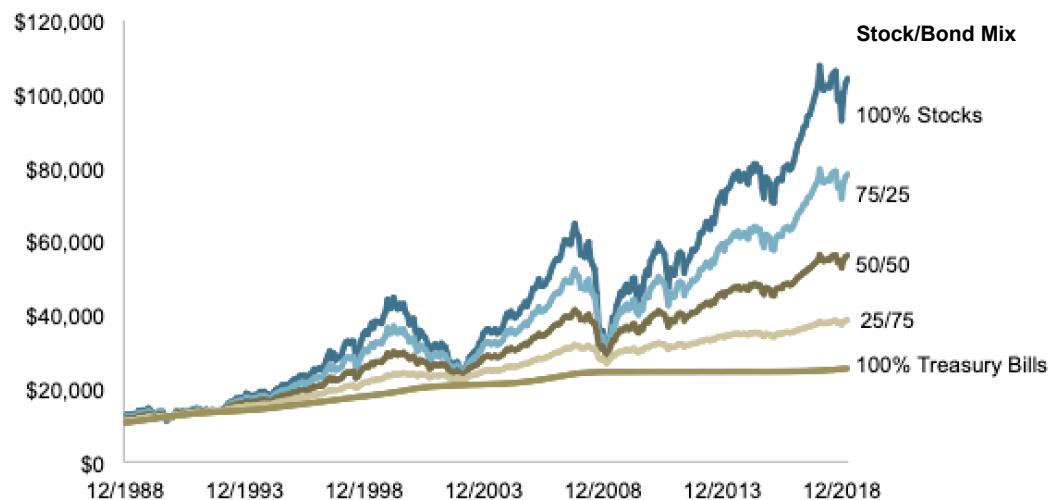
Period Returns (%)

Asset Class	* Annualized				
	1 Year	3 Years*	5 Years*	10 Years*	10-Year STDEV ¹
100% Stocks	3.2	11.3	7.0	12.6	13.9
75/25	3.1	8.8	5.5	9.6	10.4
50/50	2.9	6.2	4.0	6.6	7.0
25/75	2.5	3.7	2.4	3.5	3.5
100% Treasury Bills	2.1	1.1	0.7	0.4	0.2

Ranked Returns (%)



Growth of Wealth: The Relationship between Risk and Return



1. STDEV (standard deviation) is a measure of the variation or dispersion of a set of data points. Standard deviations are often used to quantify the historical return volatility of a security or portfolio. Diversification does not eliminate the risk of market loss. Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect expenses associated with the management of an actual portfolio. Asset allocations and the hypothetical index portfolio returns are for illustrative purposes only and do not represent actual performance. Global Stocks represented by MSCI All Country World Index (gross div.) and Treasury Bills represented by US One-Month Treasury Bills. Globally diversified allocations rebalanced monthly, no withdrawals. Data © MSCI 2019, all rights reserved. Treasury bills © Stocks, Bonds, Bills, and Inflation Yearbook™, Ibbotson Associates, Chicago (annually updated work by Roger G. Ibbotson and Rex A. Sinquefeld).

US Stocks

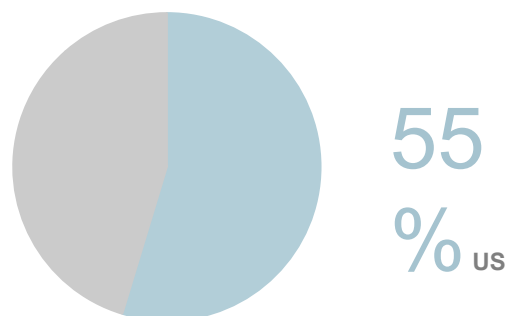
First Quarter 2019 Index Returns

US equities outperformed both non-US developed and emerging markets.

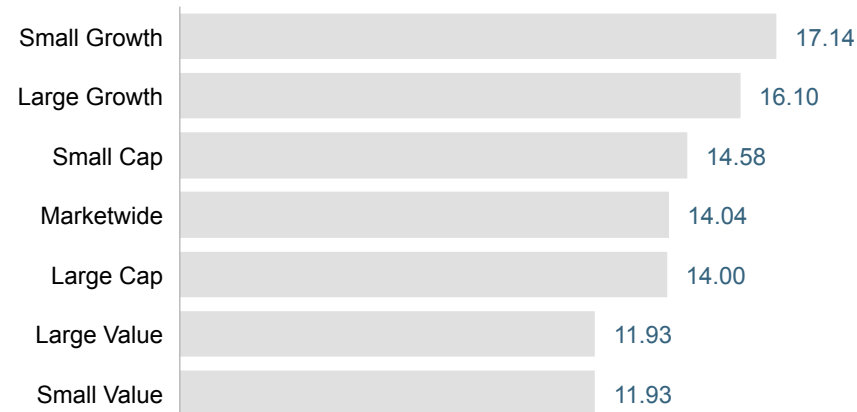
Small caps outperformed large caps in the US.

Value underperformed growth across large and small cap stocks.

World Market Capitalization—US



Ranked Returns for the Quarter (%)



Period Returns (%)

Asset Class	* Annualized			
	1 Year	3 Years*	5 Years*	10 Years*
Large Growth	12.8	16.5	13.5	17.5
Large Cap	9.3	13.5	10.6	16.1
Large Value	5.7	10.5	7.7	14.5
Small Growth	3.9	14.9	8.4	16.5
Small Cap	2.1	12.9	7.1	15.4
Small Value	0.2	10.9	5.6	14.1
Marketwide	8.8	13.5	10.4	16.0

Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Market segment (index representation) as follows: Marketwide (Russell 3000 Index), Large Cap (Russell 1000 Index), Large Cap Value (Russell 1000 Value Index), Large Cap Growth (Russell 1000 Growth Index), Small Cap (Russell 2000 Index), Small Cap Value (Russell 2000 Value Index), and Small Cap Growth (Russell 2000 Growth Index). World Market Cap represented by Russell 3000 Index, MSCI World ex USA IMI Index, and MSCI Emerging Markets IMI Index. Russell 3000 Index is used as the proxy for the US market. Frank Russell Company is the source and owner of the trademarks, service marks, and copyrights related to the Russell Indexes. MSCI data © MSCI 2019, all rights reserved.

International Developed Stocks

First Quarter 2019 Index Returns

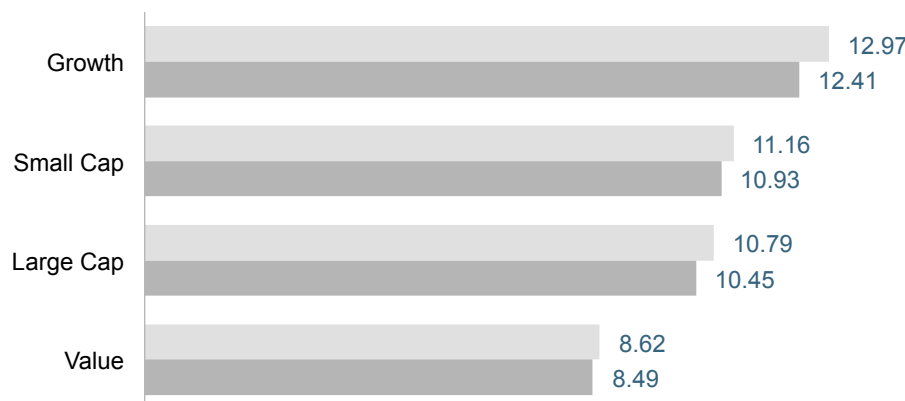
In US dollar terms, developed markets outside the US outperformed emerging markets but underperformed the US equity market during the quarter.

Small caps outperformed large caps in non-US developed markets.

Value underperformed growth across large and small cap stocks.

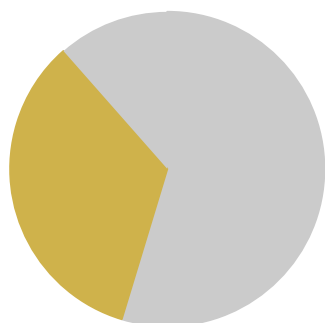
Ranked Returns for the Quarter (%)

Local currency US currency



World Market Capitalization—International Developed

34%



Period Returns (%)

* Annualized

Asset Class	1 Year	3 Years*	5 Years*	10 Years*
Growth	-0.8	7.4	3.7	9.4
Large Cap	-3.1	7.3	2.2	8.8
Value	-5.5	7.1	0.7	8.3
Small Cap	-8.7	7.3	3.7	12.3

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Emerging Markets Stocks

First Quarter 2019 Index Returns

In US dollar terms, emerging markets underperformed developed markets, including the US.

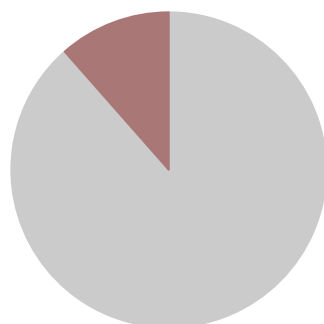
Value outperformed growth across small cap stocks but underperformed in large caps.

Small caps underperformed large caps.

World Market Capitalization—Emerging Markets

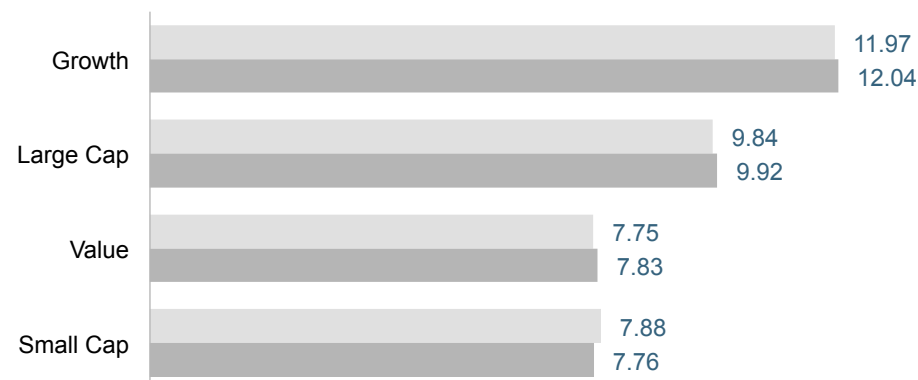
11%

Emerging
Markets



Ranked Returns for the Quarter (%)

Local currency US currency



Period Returns (%)

* Annualized

Asset Class	1 Year	3 Years*	5 Years*	10 Years*
Value	-5.3	9.5	2.2	7.8
Large Cap	-7.4	10.7	3.7	8.9
Growth	-9.5	11.8	5.0	10.0
Small Cap	-12.4	6.0	1.8	10.4

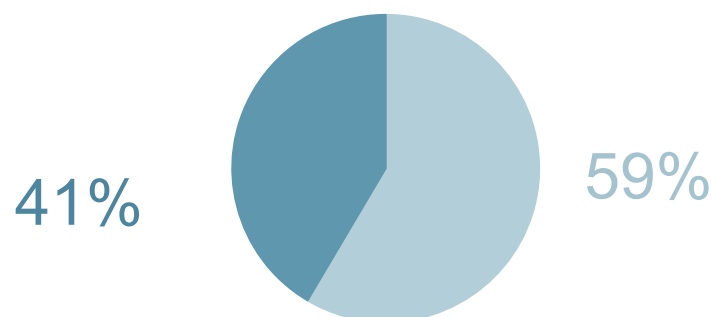
Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Market segment (index representation) as follows: Large Cap (MSCI Emerging Markets Index), Small Cap (MSCI Emerging Markets Small Cap Index), Value (MSCI Emerging Markets Value Index), and Growth (MSCI Emerging Markets Growth Index). All index returns are net of withholding tax on dividends. World Market Cap represented by Russell 3000 Index, MSCI World ex USA IMI Index, and MSCI Emerging Markets IMI Index. MSCI Emerging Markets IMI Index used as the proxy for the emerging market portion of the market. MSCI data © MSCI 2019, all rights reserved. Frank Russell Company is the source and owner of the trademarks, service marks, and copyrights related to the Russell Indexes.

Real Estate Investment Trusts (REITs)

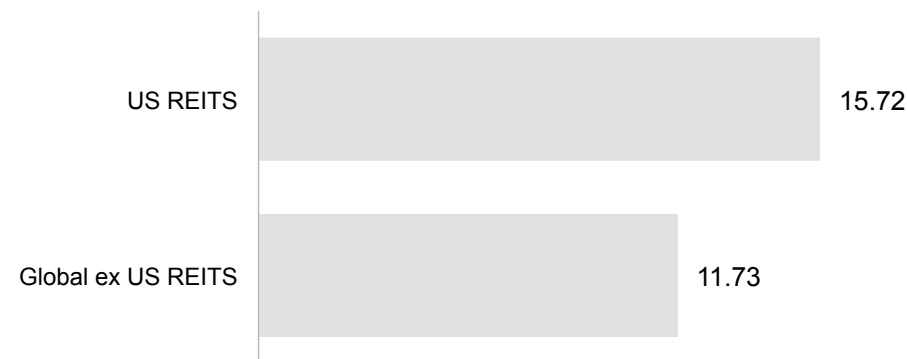
First Quarter 2019 Index Returns

US real estate investment trusts outperformed non-US REITs in US dollar terms.

Total Value of REIT Stocks



Ranked Returns for the Quarter (%)



Period Returns (%)

Asset Class	* Annualized			
	1 Year	3 Years*	5 Years*	10 Years*
US REITs	19.7	5.3	8.9	18.5
Global ex US REITs	4.8	4.3	5.0	12.2

Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Number of REIT stocks and total value based on the two indices. All index returns are net of withholding tax on dividends. Total value of REIT stocks represented by Dow Jones US Select REIT Index and the S&P Global ex US REIT Index. Dow Jones US Select REIT Index used as proxy for the US market, and S&P Global ex US REIT Index used as proxy for the World ex US market. Dow Jones and S&P data © 2019 S&P Dow Jones Indices LLC, a division of S&P Global. All rights reserved.

Fixed Income

First Quarter 2019 Index Returns

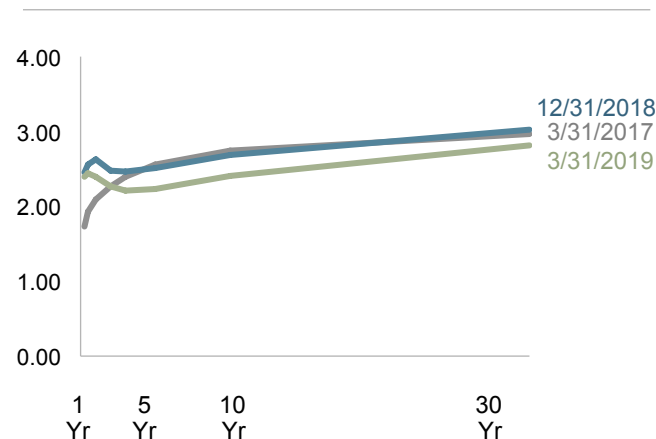
Interest rates decreased in the US Treasury fixed income market during the first quarter. The yield on the 5-year Treasury note declined 28 basis points (bps), ending at 2.23%. The yield on the 10-year Treasury note decreased 28 bps to 2.41%. The 30-year Treasury bond yield fell 21 bps to finish at 2.81%.

On the short end of the curve, the 1-month T-bill yield was relatively unchanged at 2.43%, while the 1-year T-bill yield dipped 23 bps to 2.40%. The 2-year Treasury note finished at 2.27% after a 21 bps decrease.

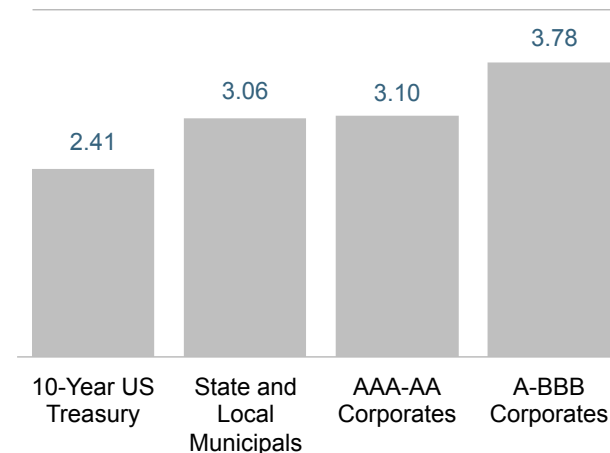
In terms of total returns, short-term corporate bonds gained 1.83%. Intermediate-term corporate bonds had a total return of 3.82%.

Total returns for short-term municipal bonds were 1.33%, while intermediate munis gained 2.78%. Revenue bonds outperformed general obligation bonds.

US Treasury Yield Curve (%)



Bond Yield across Issuers (%)



Period Returns (%)

Asset Class	QTR	1 Year	3 Years*	5 Years*	10 Years*
Bloomberg Barclays Municipal Bond Index	2.9	5.4	2.7	3.7	4.7
Bloomberg Barclays US Aggregate Bond Index	2.9	4.5	2.0	2.7	3.8
Bloomberg Barclays US Government Bond Index Long	4.6	6.2	1.5	5.4	5.2
Bloomberg Barclays US High Yield Corporate Bond Index	7.3	5.9	8.6	4.7	11.3
Bloomberg Barclays US TIPS Index	3.2	2.7	1.7	1.9	3.4
FTSE World Government Bond Index 1-5 Years	0.3	-2.0	0.4	-1.0	0.7
FTSE World Government Bond Index 1-5 Years (hedged to USD)	1.2	3.1	1.6	1.7	1.7
ICE BofAML 1-Year US Treasury Note Index	0.8	2.4	1.2	0.9	0.7
ICE BofAML US 3-Month Treasury Bill Index	0.6	2.1	1.2	0.7	0.4

*Annualized

One basis point equals 0.01%. Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Yield curve data from Federal Reserve. State and local bonds are from the S&P National AMT-Free Municipal Bond Index. AAA-AA Corporates represent the Bank of America Merrill Lynch US Corporates, AA-AAA rated. A-BBB Corporates represent the ICE BofAML Corporates, BBB-A rated. Bloomberg Barclays data provided by Bloomberg. US long-term bonds, bills, inflation, and fixed income factor data © Stocks, Bonds, Bills, and Inflation (SBBBI) Yearbook™, Ibbotson Associates, Chicago (annually updated work by Roger G. Ibbotson and Rex A. Sinquefeld). FTSE fixed income indices © 2019 FTSE Fixed Income LLC, all rights reserved. ICE BofAML index data © 2019 ICE Data Indices, LLC. S&P data © 2019 S&P Dow Jones Indices LLC, a division of S&P Global. All rights reserved.

Global Fixed Income

First Quarter 2019 Yield Curves

Interest rates in the global developed markets generally decreased during the quarter.

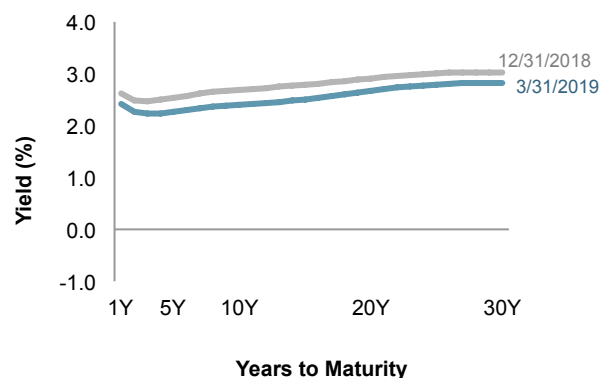
Longer-term bonds generally outperformed shorter-term bonds.

Nominal rates in Germany and Japan are negative out to approximately 10 years.

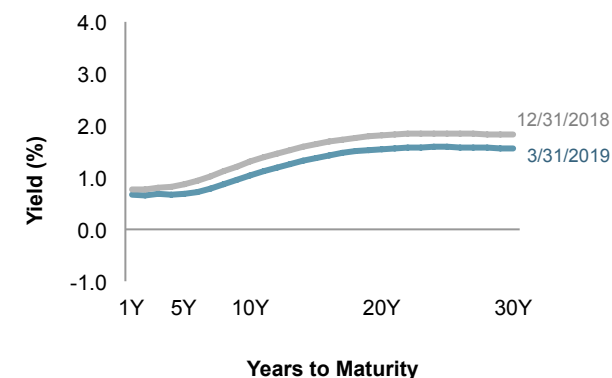
Changes in Yields (bps) since 12/31/2018

	1Y	5Y	10Y	20Y	30Y
US	20.7	26.5	29.1	24.5	20.4
UK	10.2	19.5	26.4	26.4	27.0
Germany	17.9	17.9	33.6	31.0	29.0
Japan	3.4	5.6	9.5	16.8	21.5

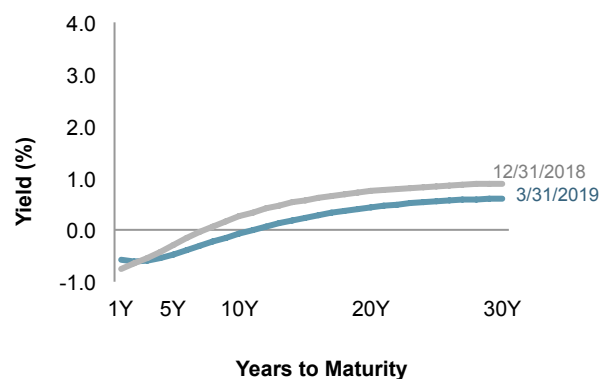
US



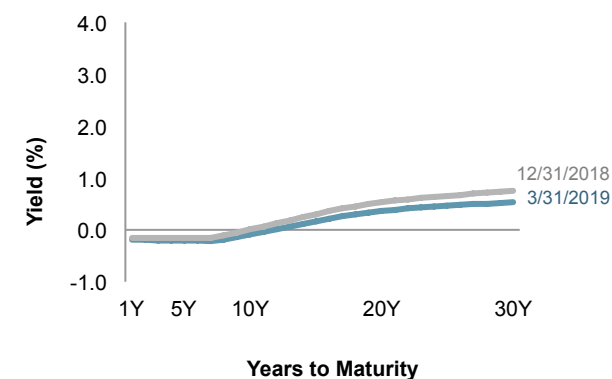
UK



Germany



Japan





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Wealth Stress Testing

In these uncertain times, you may know a friend, family member or colleague who may have a difficult situation, or who wonders whether they are getting the right advice, or simply needs sound professional advice but doesn't get it. That's not uncommon. Studies suggest that over 80 percent of "middle-class millionaires" would value a second opinion.*

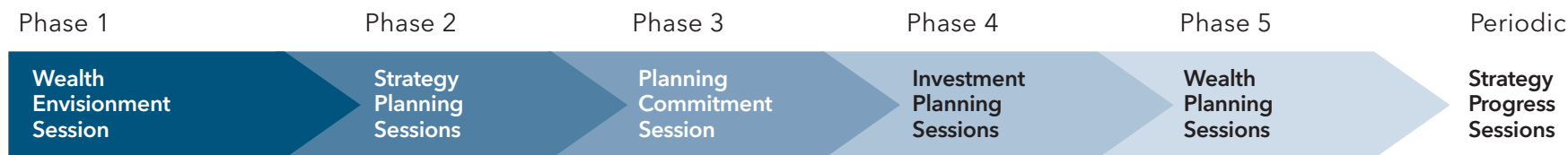
In order to help those you care about achieve their goals and dreams, we provide a complimentary **Wealth Stress Testing** for those people. We're pleased to offer your friends, family and colleagues the same guidance and expertise that you've experienced as a valued client of Professional Financial.

Paul Byron Hill, MBA, MFP, MSFS, ChFC®, CFP® is a internationally recognized Certified Wealth Management Professional, Financial Educator and CEO, written about in *Fortune*, *Forbes*, and *Money*, among others. As co-Author of *Retire Abundantly*, Paul has been interviewed by James Malinchak, of ABC-TV's hit series, *Secret Millionaire*, and been interviewed by Dimensional Fund Advisors for their "Value of an Advisor" series. Reuters recognized Paul as one of 500 "Top Advisers," and featured him on their AdvicePoint website homepage.

Paul founded Professional Financial Strategies, Inc. in 1993 as one of the first independent financial and wealth planning advisory firms for affluent and aspiring families. Paul and his firm act as a personal chief financial officer for clients, bringing together a distinctive wealth management process and a network of experts that help families make smart decisions about money for investing wealth, mitigating excessive taxes, protecting assets from unjust loss, and making a real impact in passing a secure legacy to people they love and causes they care about that make a difference.

Paul earned pioneering designations as a Certified Financial Planner (CFP®), a ChFC® (Chartered Financial Consultant), and as a ATA (Accredited Tax Advisor). A graduate with distinction from the University of Rochester, Paul earned an MBA in Finance from the Simon Business School. His professional education includes MFP (Master of Science in Financial Planning) and MSFS (Master of Science in Financial Services). Finally, Marquis Who's Who presented Paul with the Albert Nelson Marquis Lifetime Achievement Award.

THE PROFESSIONAL WEALTH MANAGEMENT PROCESS



*Source: Russ Alan Prince and David A. Geraciotti, *Cultivating the Middle-Class Millionaire*, 2005.



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Wealth Stress Testing

Working with professionals who redefine the wealth management process

Ask ten investors to define wealth management. Rather, ask ten financial advisors you meet to do so. You'll probably get ten different answers, and most replies will focus only on investing or products. As a client of Professional Financial, however, you benefit from a team of CFPs® with a network of experts sharing a distinctive vision of integrative wealth management.

Our professional planning process

At Professional Financial we approach each engagement with a time-tested, collaborative process. We'll have an open conversation so we can learn about your values, goals and dreams. This proven process enables us to expertly tailor an individual plan that works toward your wealth and legacy goals. As a valued client, you'll recognize each of the six steps above. In **Wealth Stress Testing**, we offer a portion of our consultative service, complimentary, to your friends, family and colleagues.

What to expect from wealth stress testing

We will meet with your friends and family in a conversation to explore their opportunities and concerns to see if we can help. If there is a fit, we will invite them back for a conversation about our findings. We may confirm whether they are on the right track with their existing financial advisors. Or if we are not the right fit, we will suggest another qualified professional firm that may be more appropriate. Either way, they will receive advice regarding their current wealth planning situation—easily a value of \$5,000 or more.

STRESS TESTING CONVERSATION

Phase 1

Phase 2

Wealth
Envisionment
Session

Strategy
Planning
Session

INTEGRATIVE WEALTH MANAGEMENT

INVESTMENT MANAGEMENT

- Strategic planning
- Goal monitoring
- Performance evaluation
- Risk evaluation
- Portfolio structuring
- Manager due diligence

WEALTH PLANNING

- Wealth enhancement, including tax minimization and liability restructuring

- Asset Protection
- Security of Heirs
- Legacy Planning
- Charitable Impact

RELATIONSHIP CONSULTATIONS

- Regularly scheduled calls, emails, reviews and in-person meetings
- Professional network, including accounting, tax, legal, insurance, actuarial and benefits experts



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Let us help those you care about. Contact us today.

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