



Dear Clients,

Happy almost spring! January seemed to creep by very slowly and then February came along and did the exact opposite! It's hard to believe we are closing in on the first quarter of 2020. I pray that as we do, you are finding joy, peace, and great contentment in your lives. I wanted to touch base quickly with some updates and reminders from the team here at Cornerstone.

We've been busy transitioning many accounts to TD Ameritrade. We are SO excited about the new technology that this will offer us and YOU! We are working hard to be able to roll out some really cool new tools for you that we believe will enhance your experience and ultimately enable you to continue to "worry less and live well."

You've asked and we're listening! There have been some exciting new advances in the world of "Faith-Based Investing." We are researching some index-like investments that will allow us to provide better diversified portfolios while accounting for faith-based convictions for those who are interested. If this is something you're interested in, please let us know.

I'm pretty sure you have all heard about the coronavirus with all of the attention it's getting in the media. Here's what we want you to know and remember:

In your investing lifetime, you may only see a situation like the recent novel coronavirus (COVID-19) a few times. The truth is that we can't yet gauge the full economic impact, and by the time we can, the volatility may have passed. It's important to remember that, in terms of market declines, the recent drop isn't unprecedented.

Right now, markets are reacting to the news because the outcome is unknown. In a way, COVID-19 has "infected" markets all around the world. In times of market uncertainty, some traders believe the best approach is to sell. Fear is driving decisions. This causes markets to decline over the short term.

Some of you will give me grief about even addressing what the market is doing over a period of just a couple days. If you are one of those people, it makes me happy to know that you have heard and embraced our message at Cornerstone. In case anyone needs to hear it again, here it is:

One of the only certainties in life is uncertainty. The measure of your happiness can't be in your net worth. You can't take that with you. The measure of your happiness must be in higher, noble things. For many of you that is faith and dedication to the Creator. For many of you it is relationships. For many of you it is calling and purpose in life. This

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doesn't mean that money and finances aren't important – they are. That's why we start with financial planning. If you are on track for your long-term goals and have a portfolio built to allow your income needs to come from less volatile investments (that's the vast majority of you), then short-term market volatility is irrelevant. As always, our advice is to “stay the course” and focus on what you can control. As you stay educated on the topic, take care not to get pulled into the hype. Take a walk. Call a loved one. Remember that media is incentivized to incite fear, not to present factual information.

It is truly an honor to serve you. Thank you for the privilege. We do not take it lightly. If you have questions, if you'd like to have a phone call, or if you'd like to schedule a meeting, please do not hesitate to contact us.

Sincerely,

Nate Oltmans, Partner

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