

One for the history books!

As we charge forward into the new year, we wanted to take the opportunity to reflect on the past year and express our thanks to our clients, colleagues, and friends who contributed to making it a banner year. This past year will go into the Blue Ocean history books as one in which our family experienced explosive growth, tremendous success, and terrific momentum.

Here are just a few of our noteworthy accomplishments:

- We've changed thousands of people's lives by providing a means for them to achieve financial security.
- In 2018, we welcomed 65 talented professionals who share in our mission to provide exemplary service to our clients. Our total team count now hovers around 200, serving clients from our offices in Long Island, Queens, and Brooklyn. We've also welcomed seven new leadership-level team members to provide our advisors with the support, tools, and resources needed to serve our clients' diverse needs. Also, we've made great strides in hiring talented professionals with strong roots in the diverse communities we serve.
- We were honored and privileged to provide support and leadership to several not-for-profit organizations and initiatives in our communities. Together, our team raised nearly \$25,000 for Leukemia and Lymphoma Society, the fourth highest corporate fundraising team on Long Island. In addition, many of our financial professionals gave of their time and treasure throughout the year to the causes near and dear to their hearts. We've also created a state-of-the-art Collaboration Room in our headquarters located at 2200 Northern Boulevard in East Hills and have made it available for use to local businesses, non-profit groups, and associations.
- The firm has been singled out a national leader among MassMutual's vast network of affiliates, earning the prestigious Silver Chairman's Trophy, and ranking as the company's leading firm for workplace whole life insurance solutions.
- Our collegial and entrepreneurial culture has earned us a spot on Newsday's Top Workplaces on Long Island list. More importantly than external recognition, however, was the fun we've had together, the bonds we've forged, and the memories made.

So, before we charge forward in pursuit of our 2019 goals to change even more people's lives, we wanted to give you a heartfelt 3-4-5. For those of you who don't know, we have a habit of communicating in 3, 4 and 5 words, just how much the people around us mean to us.

We love you.

We believe in you.

We are proud of you.

Today, we'd like to add a 6. Thanks for your trust in us.