

Market Recap Q4 Jerry Chafkin – AssetMark CIO

In many ways 2020 was a terrible year...I'm not aware of any market forecasters at the start of 2020 who predicted a global pandemic that would shortly shut down large portions of the world's biggest economies. Likewise, I do not recall any market forecasters (including myself) who predicted that, while the economy contracted and the pandemic raged, the stock market's reaction would be to rise to new highs. US and global stocks returned 18.4% and 16.8%, respectively, in 2020.

Index	Q3 2020	YTD 2020	5 Year	10 Year
S&P 500	+ 12.15%	+18.40%	+15.22%	+13.88%
MSCI ACWI	+14.68%	+16.25%	+12.26%	+ 9.13%
Bloomberg Barclays Global Bond Aggregate	+ 3.28%	+ 9.20%	+ 4.79%	+ 2.83%
Bloomberg Commodity	+10.19%	(- 3.12%)	+ 1.03%	(- 6.50%)

*Clark Capital Review 12/31/2020

The best estimate of the future brings us back to the timeless values of diversification... If investors try to drive relying only on the rear-view mirror, they risk doubling down on assets that have recently peaked rather than supplementing them with exposure to assets and sectors that have not performed because they are off cycle, but likely to come back into favor in the future.

Disclaimer: This material represents an assessment of the market environment at a specific point in time and is not intended to be a forecast of future events. Index returns are for illustrative purposes only. Indexes are unmanaged and cannot invest directly in an index. Past performance does not guarantee future results. Diversification does not ensure a profit or guarantee against loss. Companies mentioned are illustrative purposes only and is not a recommendation or an offer or solicitation to buy or sell any securities.

KSH Advisors News/Updates

Third Annual Charity Client Contest – Photography Contest

We're changing it up this year in an effort to include more clients in our annual charity contest. We're taking photos! Photos of anything you'd like. Logistics, rules and drop box information is on Page Two of this newsletter.

Tax Information

Tax preparation is around the corner or April 15th. A few important points this tax season:

- Two tax forms per account. For those of you who experienced a switch in custodian from Pershing to AssetMark Trust in 2020, you are likely to receive a form from each of the custodians if you took distributions from an IRA or had a taxable account in 2020.
- Date of forms release/ mailing:
 - Pershing: February 1st – March 15th
 - AssetMark Trust: January 21st – March 15th

Please let me know if you have questions or need assistance with your tax documents.

What is a Family Meeting?

It is a gathering of family members to discuss topics related to your estate plan and other end-of-life decisions to equip those you love with the information they will need when you may no longer be available or mentally capable to provide it.

The family meeting fosters open, honest conversation as items within the estate plan are explained. This forum provides a safe environment to ask questions, learn why decisions were made, and discuss the sensitive topics of life, death, wealth, and taxes.

Family meetings are also a great way to introduce other important topics to prepare future generations for their own financial journeys. Along with topics related to estate planning, you can talk about the importance of investing at an early age, explain various forms of insurance and share the benefits of retirement vehicles such as IRAs and Roth IRAs.

Family meetings can encourage unity within a family because education and knowledge bring understanding and acceptance - building bridges around difficult topics. It took time and planning to prepare your financial affairs; sharing those plans with your family is the best measure you can take to enable them to continue your legacy. If you need assistance in facilitating these kinds of discussions, contact me and I will help arrange a family meeting at your convenience.

Do you have a “Trusted Contact” on file with me?

In recent years, we've begun adding what's called a “trusted contact person” to account information as a back-up for clients in case we suspect attempted fraud, exploitation or other risks that may affect your accounts and investments.

When you designate a trusted contact, you're giving us permission to reach out to that person if we see signs of questionable activity or direction on your accounts, or if we're unable to reach you directly for confirmation. A trusted contact person is not able to transact business, request trades or move money on your behalf, but they can help prevent or limit risks by verifying your wishes, helping us to connect with other professionals on your advice team (like your CPA or attorney), and letting us know if you've become sick or incapacitated. Assigning a trusted account person helps us to react quickly to protect your assets in case we believe they're at risk from anyone who may not have your best interests at heart.

If you're interested in designating a trusted contact person for your accounts or don't know if you have one on file yet, please give me a call so we can discuss. We will put that information on file and continue to help preserve your assets, plans and financial future.

Client Corner – 3rd Annual Client Charity Contest - Photography

To get more clients involved, I discussed with a few of you and we arrived at the idea of a photography contest this year instead of growing pumpkins. Help me support your favorite cause by snapping pics so I can donate \$600 to your favorite charities this year.

With most of you having at least a phone with a camera, this leaves no one out, I hope! I look forward to seeing what and who brings you joy. And, best of all, your pictures will be featured in the annual photo scratch pad! Rules and logistics are below... did I forget anything?

- 1) Contest will run over 3 quarters. And, Quarter 1 and Quarter 2 winner will be awarded \$100 for their favorite charity!
- 2) You will upload your photos to me via email throughout the quarter.
- 3) Each quarter, you will vote on your top 3 favorites. I will provide a link for you to vote on the photos entered that quarter at end of each quarter: March 30th, June 30th, September 30th. I'll remind you – don't worry.
- 4) At end of September, we will have 9 winners and you will vote on your top 1, 2 and 3 photos of the year.

Kathy's Corner – Milestone Birthdays



I had a milestone birthday recently and enjoyed an adventure absolutely befitting a milestone birthday.

“Be ready by 10 AM Saturday” I was told. Jay dropped me off outside Kate’s Green Lake apartment and handed me my passport and an airline ticket to “Dublin, Ireland”. Whaaaat? I looked at Kate and started babbling... “Dublin? As in Ireland? I didn’t pack anything. My coat isn’t heavy enough. Aren’t I going to Maui tomorrow?” Kate reassured me... “It’s okay Mom. Let’s go to my apartment and talk about it there.”

A sign on her apartment door said “Aer Lingus Lounge”... Irish music, décor, yummy food and lovely conversation greeted me. Kate and I were “in” Dublin enjoying the heck out of all things “Irish” for the next two hours until Kate gave me my next plane ticket and dropped me at Andrew and Nina’s... They opened the door, put the safari hat on my head, Simba licked me, and I was in Africa. We enjoyed similarly amazing food, ambience, travels and even a long walk. A few hours later, I received the final “plane ticket”.



I arrived home to “begin” my long-awaited Croatian bike trip. The decorations were amazing, Croatian placemats and flags strung around the house with an incredible balloon display. We enjoyed typical Croatian fare, talked about the amazing day I had had and the travels we’d like to take together when safe to do so. With gratitude in my heart, I watched a video with messages from friends and family and felt touched and loved. Bring on “60”! Family rocks!



Dublin, Ireland



African Safari



Croatia Bike Trip



Maui