

As a follow-up to the newsletter that introduced Daniele, I would like to further explain both her immediate priorities on the investment team as well as how her role will evolve over time.

Initially, Daniele will leverage her analytical skills to assess all of our firm's stock holdings. Working in conjunction with Mary and Treven, she will be focused on ensuring that we have adequate coverage across various sectors with those companies our investment team believes to be best positioned to take advantage of current and future economic cycles.

Daniele's focusing on stocks will permit Mary and Treven to give even more attention to mutual funds, exchange traded funds (ETFs) and our hybrid category of investments which contain holdings such as real estate, commodities and absolute return strategies such as hedge funds. These investment categories have expanded significantly in recent years and our team would like to devote more time to assessing and deciding if these new types of investments can be leveraged even further in our client's portfolios.

In the coming weeks and months we hope to begin including Daniele in client meetings, which will serve as a first step toward her managing client portfolios. While we are eager to get her involved in client relationships, it is important that it be done in a measured way to allow her adequate time to get familiar with our firm's investment holdings. Meeting clients over time and becoming familiar with their portfolios will facilitate Daniele's becoming an integral part of the team that manages each client relationship, along with the Financial Advisor and Client Service Associate.

Recognizing that it will take a significant amount of time for Daniele to meet so many clients, we are looking for opportunities to have small gatherings of clients to accelerate her introduction. We will be investigating the feasibility of scheduling these open house type events this summer and hope to have several on the calendar for the fall.

Daniele's impact will initially be felt through her work in assessing our stock positions, but over time, she will meet our clients and assume responsibility for managing portfolios and eventually oversee all of our firm's investments.