Q3 2020 | OUTLOOK

# QUARTERLY COORDINATES

# Economic & Financial Market Forecasts in the Wake of COVID-19

RAYMOND JAMES®

Lawrence V. Adam III, CFA, CIMA<sup>®</sup>, CFP<sup>®</sup> Chief Investment Officer

### **MID-YEAR OUTLOOK: AGENDA**

- Introduction: Market Volatility & COVID-19 Update
- 2 Economy: Dawn's Early Light Of An Economic Recovery
- **3** Policymakers: Stimulus Sparks Continue To Fly
- **4** Fixed Income: US Treasurys Earned Their Stripes
  - Equities: We Pledge Our Allegiance To US Equities
- **6** Dollar & Commodities: Oil Prices At The Liberty Of Global Demand
  - Asset Allocation: Shooting For The Stars



### Market Volatility Monitoring Risks O'er The Ramparts

### INSIGHT:

The COVID-19 outbreak was a 'Black Swan' event that resulted in historic levels of market volatility. The critical lockdowns led to an unprecedented halt in economic activity, but as restrictions were lifted, optimism replaced fear. From the anticipated rebound to the possible development of a vaccine, a lot of positive news has been priced into the market. With many risks still outstanding, it is important for investors to cautiously assess potential areas of opportunity.

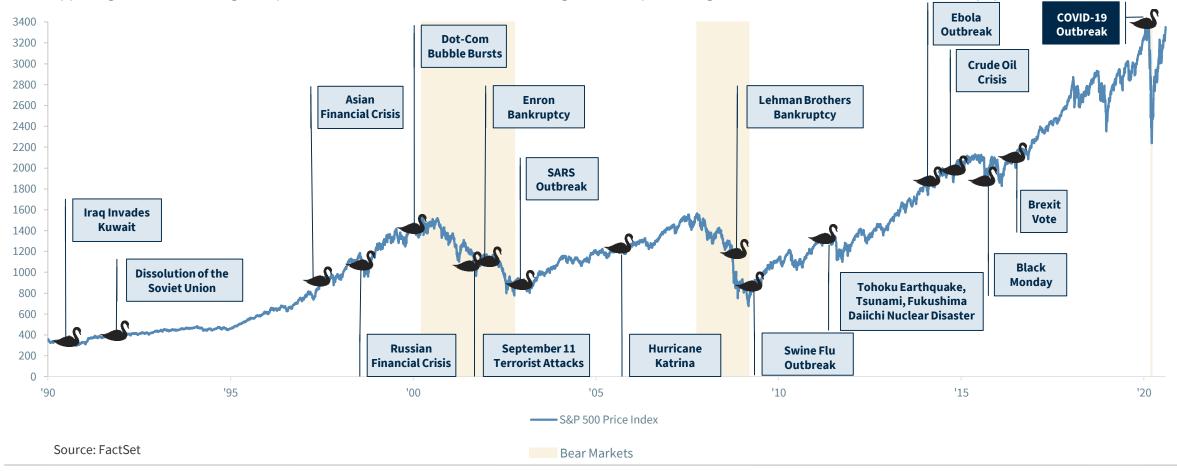
### BOTTOM LINE:

A number of risks remain and we expect volatility to remain elevated over the next 12 months. Between the upcoming election, escalating US/China tensions, a potential second wave of COVID-19, and a possible setback in vaccine development, there is no shortage of volatility-inducing catalysts.

### WHAT IS A BLACK SWAN EVENT?

### 'BLACK SWANS' ARE TYPICALLY OUTSIDE ANYONE'S SCOPE INITIALLY, BUT CAN OFTEN BE RATIONALIZED WITH THE BENEFIT OF HINDSIGHT

• While the individual events can be debated, what holds true is that the US stock market has faced a number of 'surprising' events over the last 30 years alone. While some happenings are less shocking than pandemics or natural disasters, and although some may take longer to recover from, the market has always persevered.



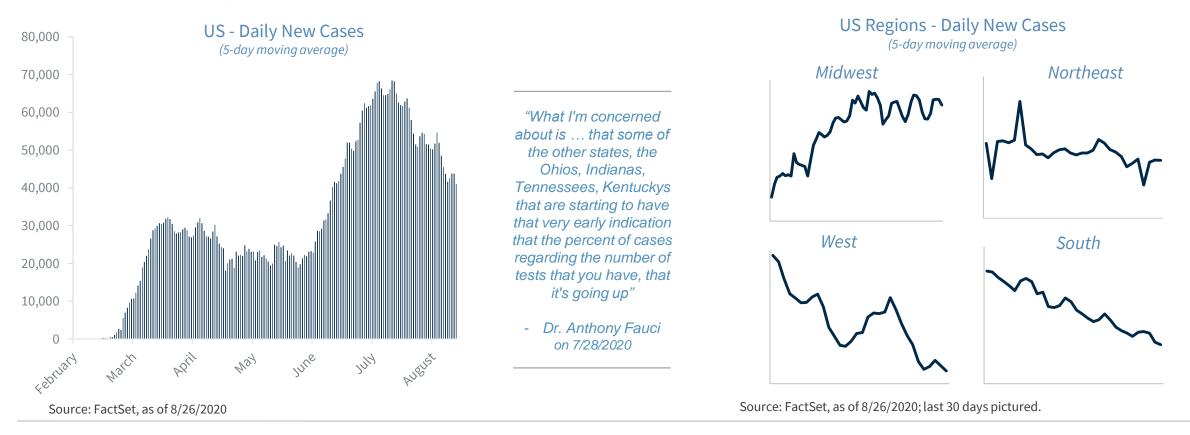


### **COVID-19 UPDATE: DAILY NEW CASE TRENDS WORLDWIDE**

### **COVID-19 UPDATE: SHIFTING PATTERNS IN THE US**

### DAILY NEW CASES IN THE US SEEM TO BE PLATEAUING, BUT LOOKING UNDERNEATH THE SURFACE...

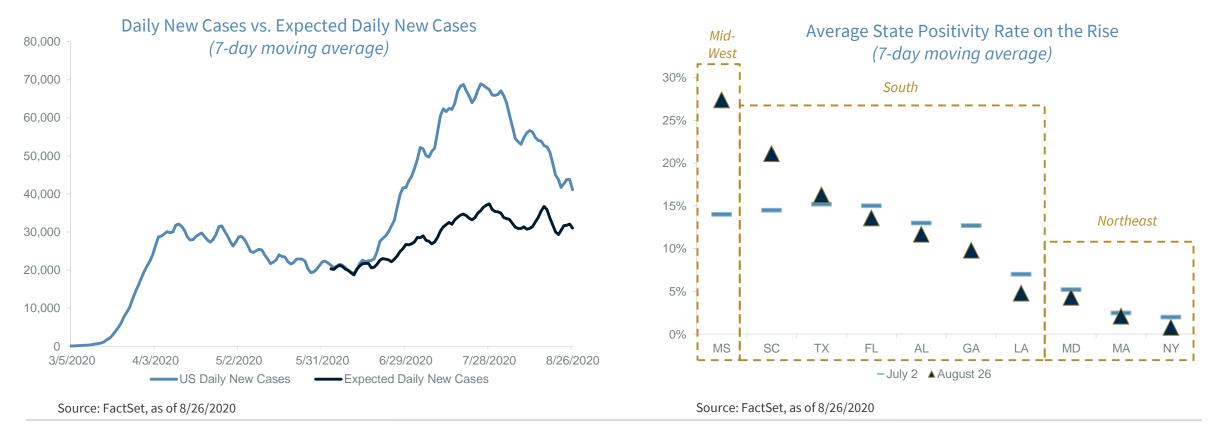
- The number of COVID-19 daily new cases in the US seem to have slowed and hopefully peaked.
- However, looking at individual regions reveal a concerning trend. Hard-hit South and West regions are experiencing a decline in new cases while the Midwest is experiencing a new increase in cases.



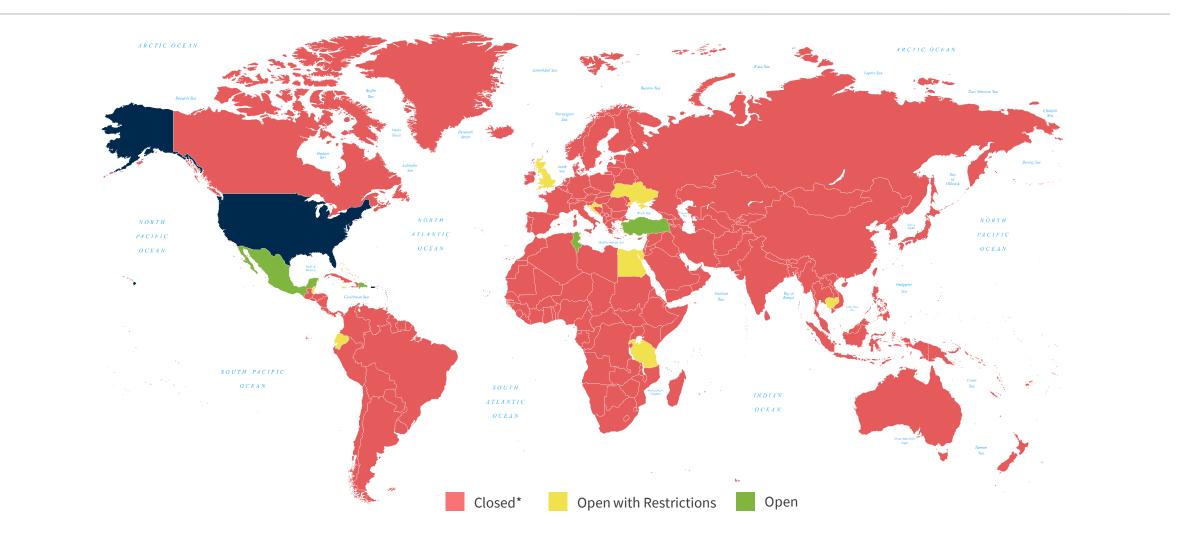
### **COVID-19 UPDATE: POSITIVITY RATE ANALYSIS**

### DOES MORE TESTING MEAN MORE CASES? YES, BUT...

- The number of COVID-19 tests have nearly doubled in the last two months, from ~450,000 tests/day to almost ~800,000 tests/day. However, instead of doubling, the number of daily new cases more than tripled in the same time frame.
- The discrepancy is due to a significant increase in the positivity rate in many states, with the overall positivity rate in the US increasing to ~6.0%.



### **COVID-19 UPDATE : WHERE US CITIZEN ARE ALLOWED TO TRAVEL**



Source: Government embassies, US Department of State, Bureau of Consular Affairs, as of 7/31/2020

\*some exceptions apply

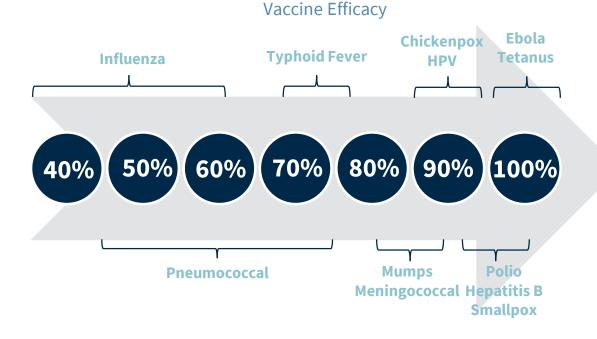
### **FINDING A CURE FOR COVID-19**

### COVID-19 IS ON PACE TO BECOME ONE OF THE LEADING CAUSES OF DEATH IN 2020

- In the US, COVID-19 has resulted in ~180,000 deaths and is now the third leading cause of death.
- As scientists seek to develop a vaccine in order to mitigate this outcome, the key unknown remains the ultimate efficacy. The number of existing strains and mutation rate of the virus will impact the dosages needed and the duration of defense against infection.

### Leading Causes of Death

Heart Disease: 655,381
 Cancer: 599,274
 COVID-19: ~180,000
 Unintentional Injury: 167,127
 Chronic Lower Respiratory Disease: 159,486
 Stroke: 147,810
 Alzheimer's Disease: 122,019
 Diabetes: 84,946
 Flu & Pneumonia: 59,120
 Nephritis: 51,386



Sources: CDC, FDA, NIH, & WHO

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### Source: CDC, 2018 Final Data

### **VOLATILITY-INDUCING CATALYSTS—NOVEMBER ELECTIONS**

### MARKETS CONTINUE TO SHOW A RISING PROBABILITY OF A DEMOCRATIC SWEEP IN NOVEMBER

- Markets currently reflect an ~82% probability that Democrats will maintain the House, while only a 41% probability (and declining over recent months) that Republicans will maintain the Senate.
- As a result, markets now see a Democratic sweep as the most likely scenario in November.

Reelection in 2020? 46% Democratic House Republican Senate

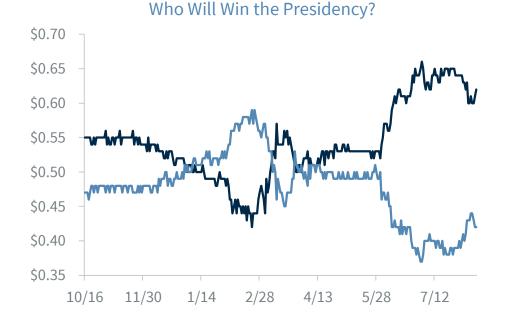
Will Donald Trump Win

57%

Democratic House Democratic Senate

31%

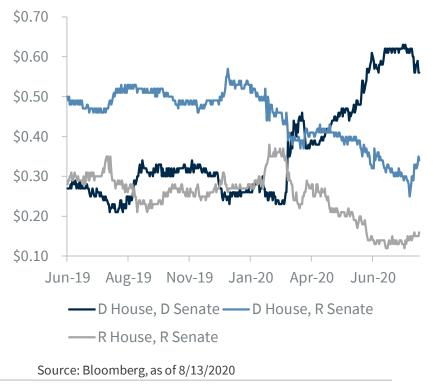
Source: RJ Investment Strategy Sentiment Survey

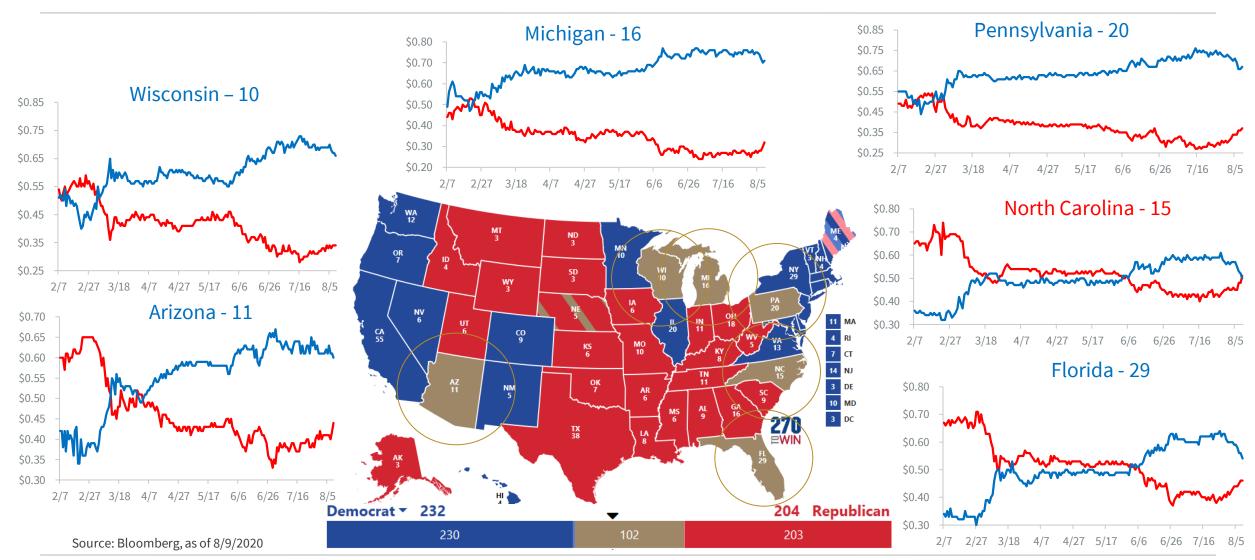


Which Party Will win the 2020 Presidential Election? — Democratic — Republican

Source: Bloomberg, as of 8/13/2020







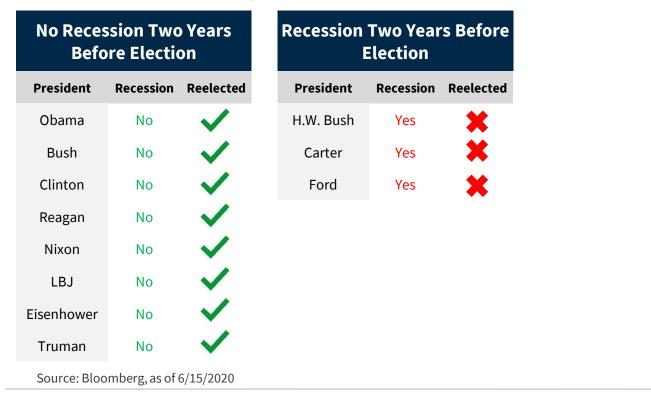
### **2020 ELECTION UPDATE**

### **VOLATILITY-INDUCING CATALYSTS—NOVEMBER ELECTIONS**

### RECESSIONS HAVE HISTORICALLY ENDED PRESIDENTIAL REELECTION BIDS

- If the economy has experienced a recession in the two years leading up to a reelection, that president has lost every time dating back to 1945.
- However, as the recession was short term in nature, and President Trump still has elevated approval ratings on both the economy and within the Republican party, he maintains a chance to buck this trend.

### **Recessions Hamper Re-Election Bids**

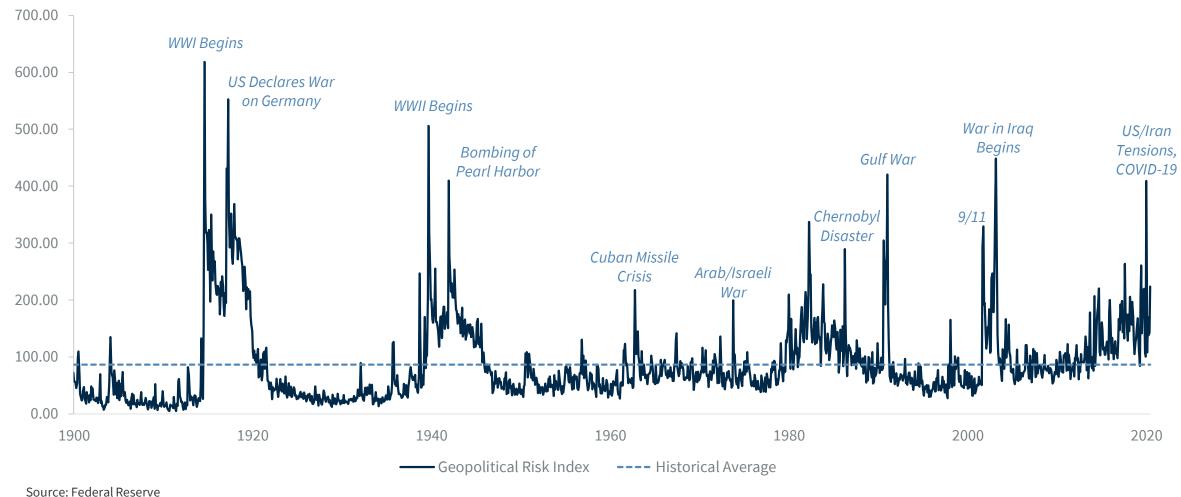


#### 95% 92% 90% 89% 90% 85% 85% 85% 80% 75% 70% 64% 65% 60% 55% 50% Reagan Nixon rump Bush Eisenhower H.W. Bush Approval Rating Within Republican Party Source: Gallup, as of 7/1/2020

### Presidential Approval Rating Through First Term

### VOLATILITY-INDUCING CATALYSTS—GEOPOLITICAL RISKS ELEVATED

### LED BY COVID AND THE ESCALATION OF TENSIONS BETWEEN THE US AND IRAN, GEOPOLITICAL RISK HAS BEEN ELEVATED IN 2020







#### INSIGHT:

The scale of the lockdowns has resulted in the shortest, deepest recession in post-World War II history, but whether it be wars, pandemics, financial crises, or bursting bubbles the US economy has always persevered.

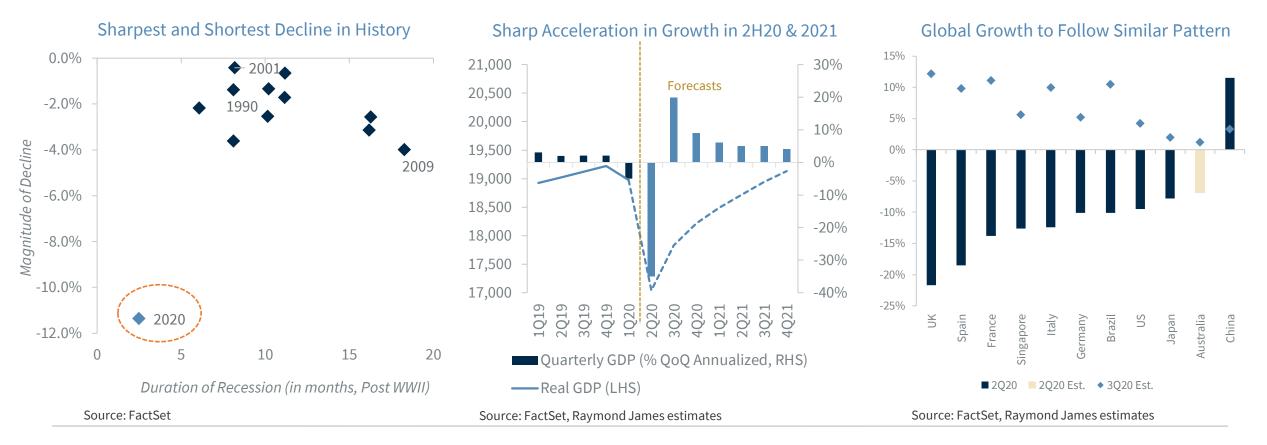
### BOTTOM LINE:

Real-time activity metrics suggest the 'bottom' occurred in April. As states gradually, successfully ease restrictions, pent-up consumer demand combined with policymaker action should lead to an historic rebound. We expect a K-shaped recovery, as some industries were inherently favored during the shutdowns, some will quickly regain traction, some will take longer to bounce back due to psychological barriers, and some may unfortunately be forced to file for bankruptcy.

### THE END OF THE RECESSION?

### THE SHARPEST, YET SHORTEST, RECESSION IN HISTORY APPEARS TO BE OVER

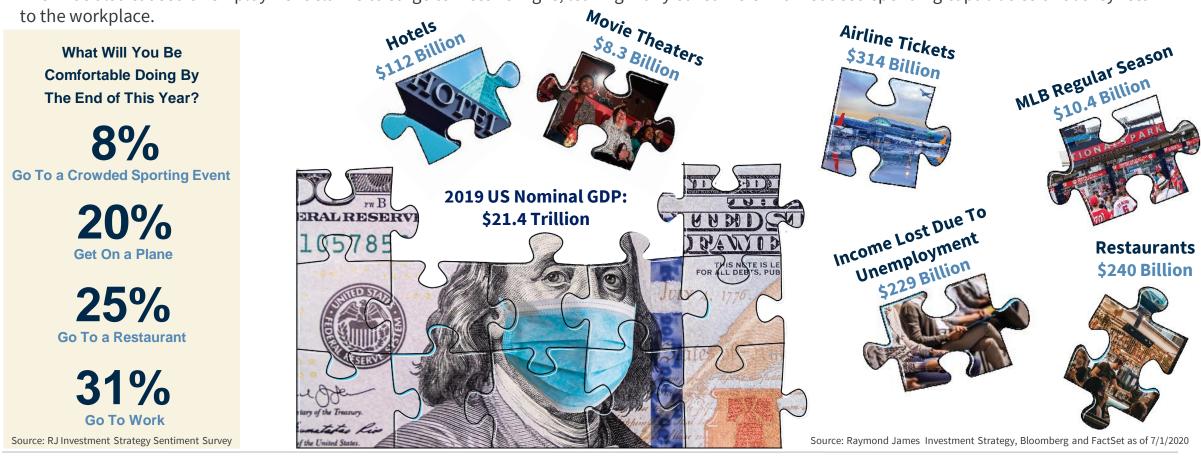
- The COVID-driven recession led the US economy to post the sharpest recession in the post WWII era.
- However, as economic data suggests the bottom is behind us, economic growth is likely to accelerate in 2H20 and 2021.



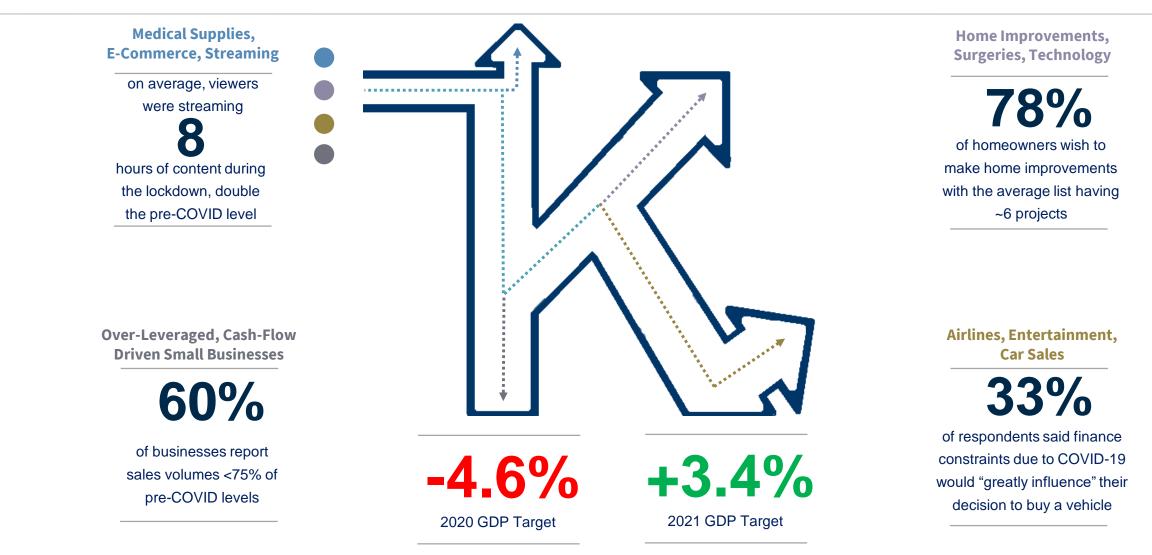
### MANY MILES OF RECOVERY STILL TO GO

DUE TO FACTORS SUCH AS CAPACITY LIMITS AND THE PSYCHOLOGICAL IMPACT OF THE VIRUS, IT WILL TAKE MANY INDUSTRIES SOME TIME BEFORE THEY TRULY ARE 'BACK TO NORMAL'

• The virus also caused unemployment claims to surge to historic highs, leaving many consumers with reduced spending capabilities until they return to the workplace.

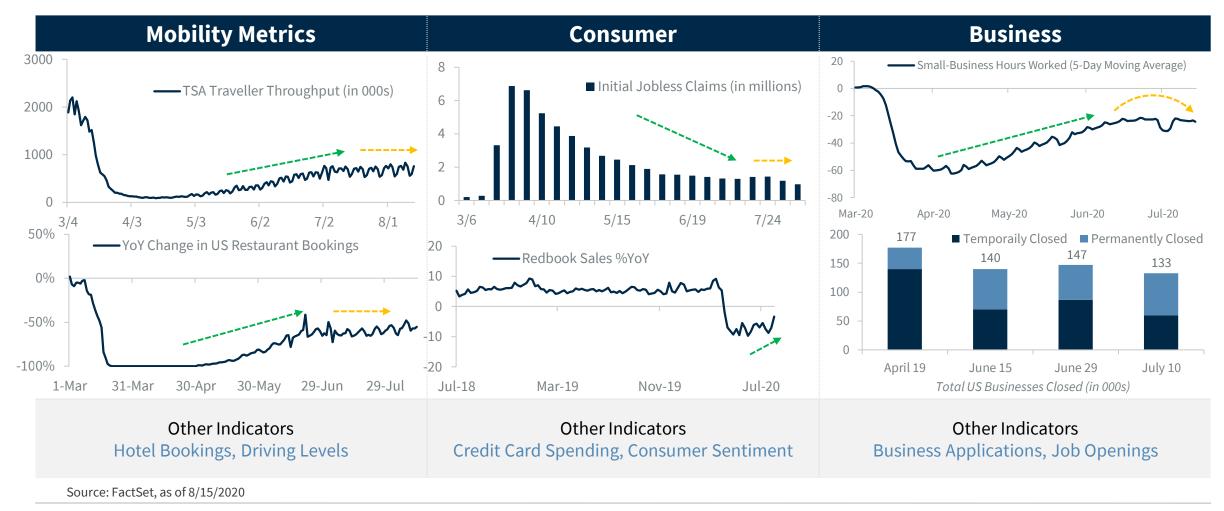


### THE ECONOMIC ROADMAP UNDER THE SURFACE



### **REAL-TIME ACTIVITY LEVEL UPDATE**

### WHILE REAL-TIME ECONOMIC INDICATORS HAS SUGGESTED LOST MOMENTUM, CONSUMER METRICS ARE PICKING UP STEAM





## **Bolicy Makers' Responses** Stimulus Sparks Continue To Fly

### INSIGHT:

The immediate and unprecedented monetary and fiscal stimulus actions undertaken by the Federal Reserve (Fed) and Congress mitigated the downside risks to the economy and helped prevent the worst case scenario from occurring.

### BOTTOM LINE:

The Fed has continued to exercise non-traditional easing tactics, and a number of the established programs are yet to be utilized to their full capacity. Congress is expected to pass additional relief, not only as an emergency response, but in support of the economic recovery.

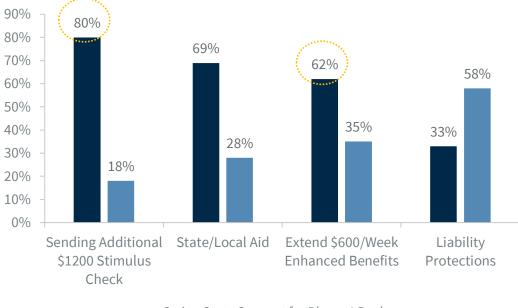
### **REAL-TIME ACTIVITY LEVEL UPDATE**

### CONGRESS IS CURRENTLY NEGOTIATING AN ADDITIONAL ROUND OF STIMULUS, AS MORE IS REQUIRED

- The expiring \$600/week booster in unemployment insurance and the \$1,200 stimulus check has been supportive of personal incomes, as US personal income is up 7% YoY with this stimulus but is down 4% YoY without it.
- There is also public support in the swing states, as 80% and 62% support additional stimulus checks and unemployment insurance, respectively.



### Government Stimulus Has Boosted Personal Income



Strong Support for Further Stimulus

Swing State Support for Phase 4 Package

■ Support ■ Oppose

Source: Bloomberg

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Source: FactSet, as of 8/2/2020

### POTENTIAL PATH TO POLICY

### House Democrats



\$600 Benefit Through January 2021

\$1,200 Second Check; Child Benefit Raised to \$1,200

(Maxed at 3)

Enforceable Business Infection-Control Plans with

**Retaliation Clause to Protect Employees** 

\$200 Billion Second Funding Round of PPP Loans with

**Rehiring Clauses & Designated Use Criteria** 

\$1 Trillion in New Funding

### \$1.5-2 Trillion



Individual/Household Benefits Unemployment Claims \$300-400 Weekly Benefit Stimulus Checks Checks Late Aug – Early Sept

Business Benefits Limited Liability Major Bargaining Chip Payroll Protection Program Second Round With Restrictions

State & Local Governments State & Local Aid

**Targeted Use Funding** 

Schools School Funding Targeted Use Funding

# Senate Republicans

\$200 Benefit Through September; 70% of Pre-Pandemic Wages Thereafter (Capped at \$500)

\$1Trillion

\$1,200 Second Check; Child Benefit Remains \$500

Limited Liability Protections for Businesses, Schools, & Hospitals

\$190 Billion Second Funding Round of PPP Loans with Employee Cap and Revenue Impact Restrictions

Flexibilities on the Previously Allotted \$150 Billion

\$105 Billion Predominantly for Primary & Secondary Schools

\$430 Billion Including Funding for Child-Care Facilities

Source: Raymond James Equity Research

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### FED LIKELY TO KEEP RATES ON HOLD FOR FORESEEABLE FUTURE

### AS CONDITIONS REMAIN A LONG WAY FROM THE FED'S DUAL MANDATE, THE FED WILL REMAIN ACCOMMODATIVE WITH POLICY

- Inflation continues to move lower, and is now at the lowest level since 2011. As inflation remains significantly below the Fed's target of 2%, the Fed will likely keep rates low for the foreseeable future.
- This is also consistent with the labor market, as the unemployment rate remains far from full employment.







Labor Market Far From Full Employment

Source: FactSet, as of 8/15/2020



# Fixed Income US Treasurys Earned Their Stripes

### INSIGHT:

Fears surrounding the virus's impact on global growth led the demand for US Treasurys to spike. While the economic recovery should push yields higher, the upside is limited as the Fed, retirees, buyers from overseas, and institutions will keep demand steady.

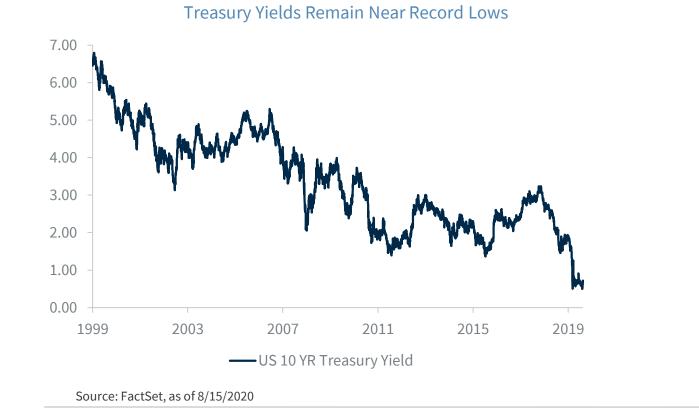
### BOTTOM LINE:

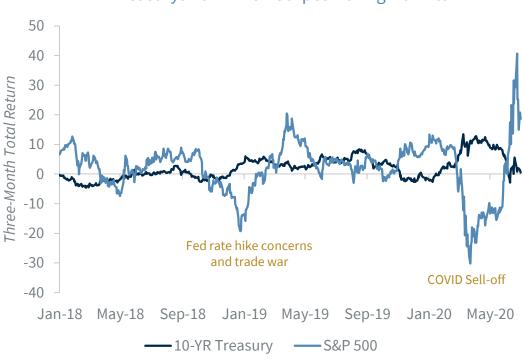
The Fed expanded the scope of its purchases to include a substantial portion of investment-grade debt and municipal bonds, which should lead spreads to narrow further. We continue to favor these sectors over high-yield bonds which will be subject to heightened risks given the expected uptick in defaults and exposure to Energy and brick-and-mortar retailers.

### **TREASURYS EARN THEIR STRIPES**

### DESPITE THE RISK ASSET RALLY IN 2Q20, TREASURY YIELDS REMAIN NEAR RECORD LOWS

- After falling to record lows in 1Q20 as a result of the COVID-19 crisis, Treasury yields continue to hover near record lows.
- Treasurys 'earned their stripes' during the first half of the year, as they proved to be a solid diversifier during periods of elevated volatility, and also remained supportive during the risk asset rally in 2Q.





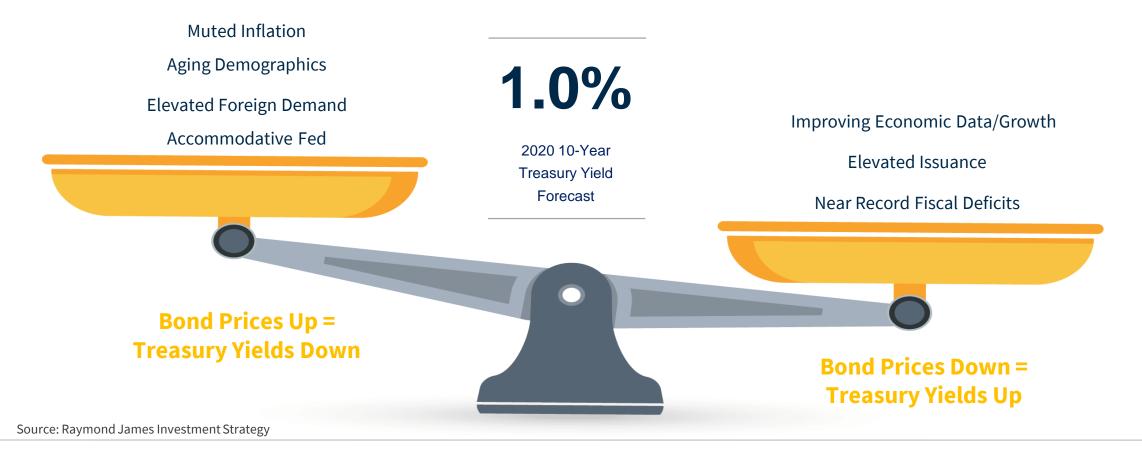
Source: FactSet, as of 8/15/2020

Treasurys Earn Their Stripes During Downturn

### A BALANCING ACT FOR TREASURY YIELDS WEIGHTED TO THE UPSIDE

### INTEREST RATES ARE LIKELY TO RISE INTO YEAR END, BUT THE RISE WILL LIKELY BE CONTAINED

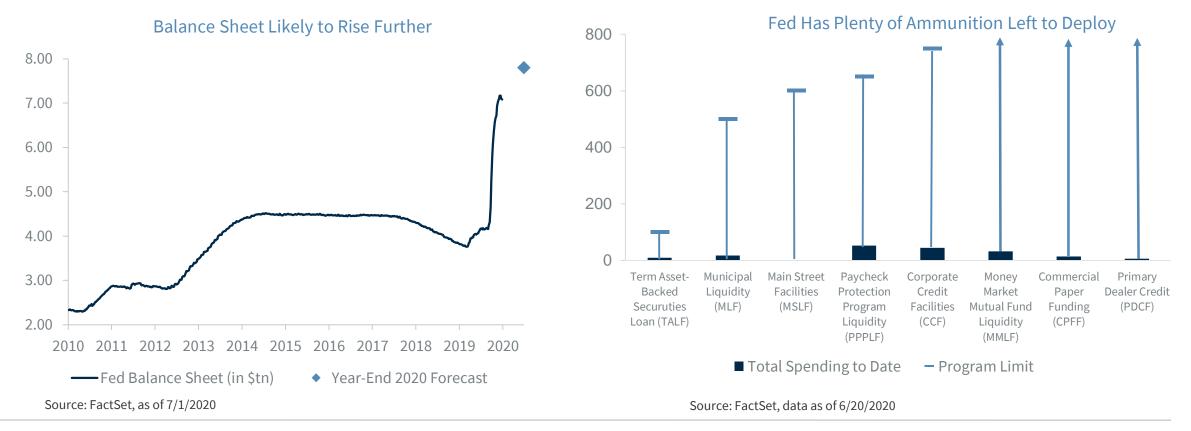
• Due to improving economic data and elevated issuance to finance fiscal deficits, we expect Treasury yields to rise modestly into year end (1.00% 10year Treasury forecast). However, the rise in yields should be contained due to balancing factors.



### FED AND CONGRESS ACTED SWIFTLY AND AGGRESSIVELY

### THE MAGNITUDE OF THE MONETARY STIMULUS HAS BEEN ARGUABLY MORE POWERFUL

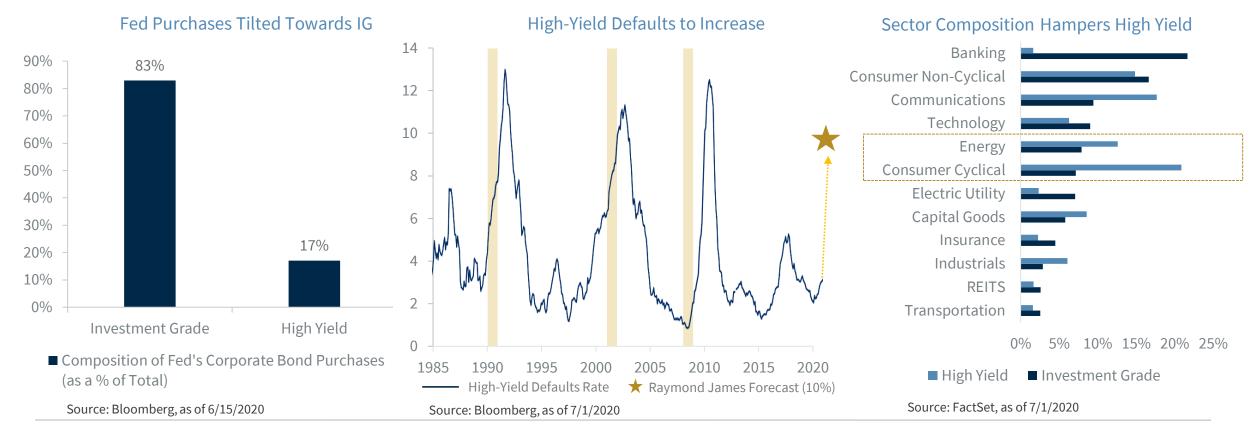
- At the early signs of economic weakness, the Fed brought interest rates to zero with two swift emergency rate cuts, announced an unlimited amount of purchases through quantitative easing measures, and widened the scope of its purchases to include municipal and corporate bonds.
- To date, the Fed has spent little of the full capacity of its programs.



### **FAVOR INVESTMENT GRADE OVER HIGH-YIELD BONDS**

### WITHIN THE CREDIT SPACE, WE CONTINUE TO FAVOR INVESTMENT GRADE OVER HIGH YIELD

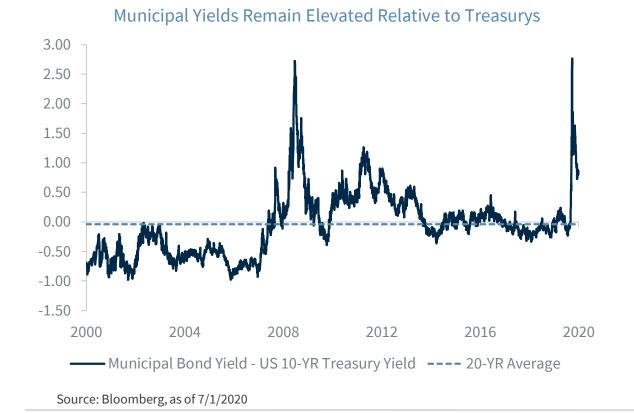
- Fed corporate bond purchases have been tilted toward investment grade, as investment grade makes up ~83% of its corporate bond purchases.
- Additionally, high-yield bonds are likely to face headwinds from rising default rates, and elevated exposure to at risk areas such as Energy and brick and mortar retailers.

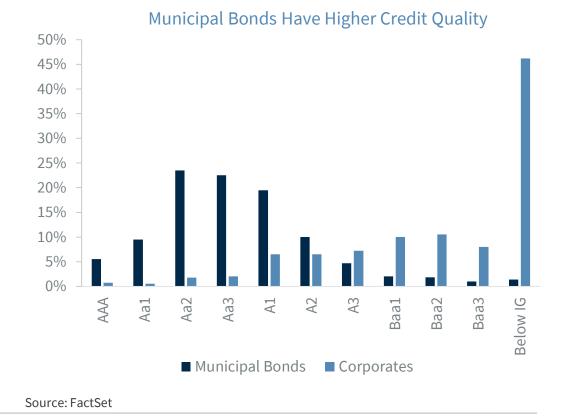


### **RARE OPPORTUNITY FOR MUNICIPAL BONDS**

### RECENT VOLATILITY BRINGS ATTRACTIVE ENTRY-POINT FOR MUNICIPAL BONDS

- While they have narrowed, municipal yields remain significantly elevated to Treasurys from an historical basis.
- As municipal bonds have a significantly higher credit quality relative to corporate bonds, we expect default rates to remain low despite rising budget deficits and increased volatility.







### 5 Equities We Pledge Our Allegiance To US Equities

### INSIGHT:

Substantial stimulus measures, yields remaining lower for longer, states reopening their economies, and promising vaccine trials have contributed to valuations rising to the highest levels since the early 2000s.

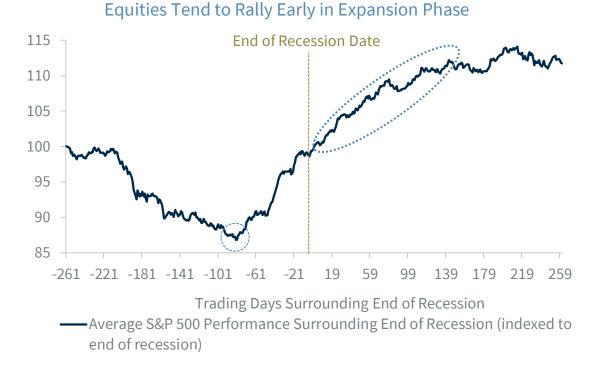
### BOTTOM LINE:

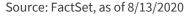
Despite the recent rally, the post-recessionary period should continue to be supportive of equities over the next 12 to 24 months. The US economy has begun its robust recovery, and more cyclical and/or growth-oriented sectors should stand to benefit.

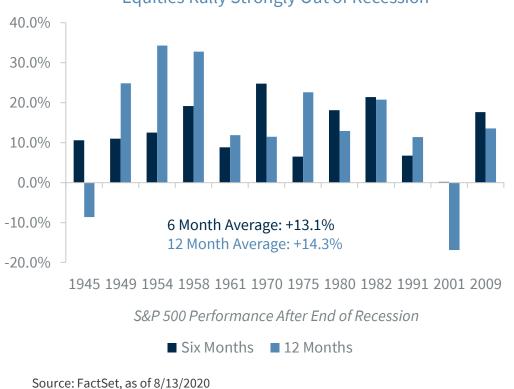
### **REASONS WHY WE ARE BULLISH LONGER TERM**

### EQUITIES TYPICALLY RALLY STRONGLY COMING OUT OF RECESSION

- The sharp current rally is not unusual, as equities typically bottom ~3-4 months before the end of the recession.
- The market typically rallies following the end of the recession, as equities are up~14% on average in the 12 months following the end of the recession on average, dating back to 1945.





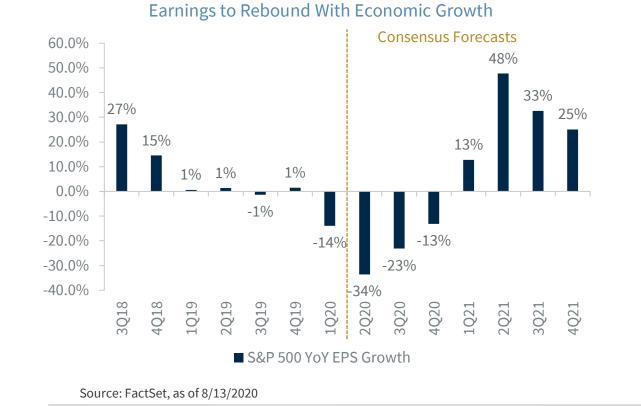


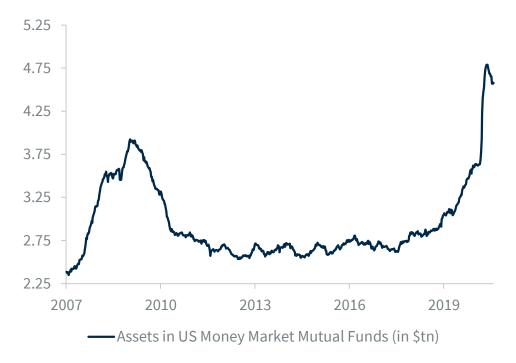
### Equities Rally Strongly Out of Recession

### **REASONS WHY WE ARE BULLISH LONGER TERM**

### EQUITIES WILL ALSO BE SUPPORTED BY IMPROVING EARNINGS GROWTH AND ELEVATED CASH LEVELS

- Earnings growth is likely to accelerate along with the rebound in economic activity. Currently, earnings growth is expected to rise 29% in 2021.
- Additionally, the amount of cash on the sidelines (in money market mutual funds) remains near record highs at ~\$4.6 trillion. Elevated levels of cash should be supportive of equity markets going forward.





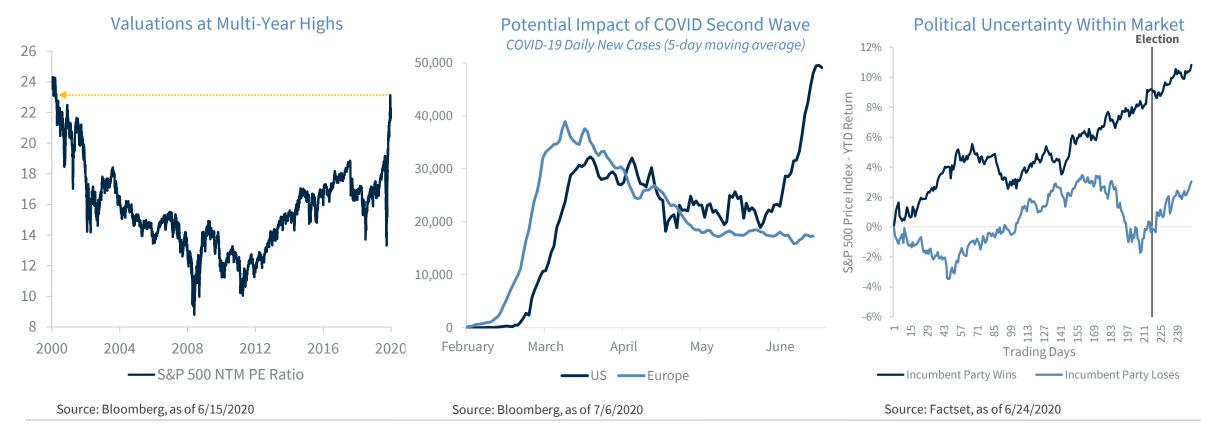
Source: FactSet, as of 8/13/2020

### Money Market Assets Near Record High

### **NEAR-TERM CAUTIOUS ON THE MARKET**

### WHILE WE REMAIN POSITIVE LONGER TERM, WE ARE CAUTIOUS ON THE EQUITY MARKET NEAR TERM

- Following the sharp rally in the equity market in the second quarter, next 12-month valuations for the S&P 500 are at the highest level since 2001.
- Additionally, rising probabilities for a potential second wave of COVID-19 and elevated political risks will likely be headwinds for the market over the near term.



### **RATIONALE FOR OVERWEIGHT SECTORS**

### **OVERWEIGHT FOUR SECTORS HEADING INTO 2H20**

• Info Tech, Communication Services, Health Care and Consumer Discretionary are our four favorite sectors heading into 2H20.

	Info Tech	Health Care	<b>Communication Services</b>	Consumer Discretionary
Reasons for Optimism	<ol> <li>Software-related fixed investment growing ~8% annually.</li> </ol>	<ol> <li>Aging demographics to support overall Health Care sector.</li> </ol>	<ol> <li>Will be supported by increased broadband and 5G spending.</li> </ol>	1. Additional round of fiscal stimulus supportive of consumer spending.
	2. Largest cash stockpile for shareholder friendly actions.	2. Historically cheap on a relative basis to the S&P 500.	2. On a historical PE basis, the sector is attractive relative to the S&P 500.	2. Sector weighting benefits trends to online shopping.
	3. Spending for 5G and the potential for broadband in infrastructure	3. Increased spending for PPE and hospital supplies is supportive.	3. Combination of both growth and defensive characteristics are	3. Debt payments as a % of disposable income at record lows.
	<ul><li>should bring spending to the sector.</li><li>4. Will benefit from work-from-home.</li></ul>	4. Potential for a COVID-19 vaccine should boost biotech.	attractive in current environment. 4. EPS growth stronger than S&P 500.	4. Rising consumer confidence supportive of future spending.
	3. Spending for 5G and the potential for broadband in infrastructure should bring spending to the sector.	<ol> <li>Increased spending for PPE and hospital supplies is supportive.</li> <li>Potential for a COVID-19 vaccine</li> </ol>	3. Combination of both growth and defensive characteristics are attractive in current environment.	<ol> <li>Debt payments as a % of disposa income at record lows.</li> <li>Rising consumer confidence</li> </ol>

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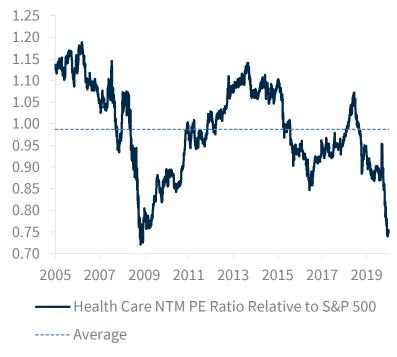
### FAVORITE SECTORS TURNING MORE POSITIVE ON A FUNDAMENTAL BASIS

### DESPITE OUTPERFORMANCE, OUR SECTORS HAVE BECOME FUNDAMENTALLY MORE ATTRACTIVE

- Information Technology, Health Care and Communication Services (three of our favorite sectors) have been three of the best performing sectors year-to-date.
- Despite this, all have turned fundamentally more attractive on a next twelve-month relative PE basis to the S&P 500 and all are below historical averages.

Health Care PE Near Multi-Year Lows





### Source: Bloomberg, as of 7/2/2020

### Comm Services Also Declining



Source: Bloomberg, as of 7/2/2020

### **POWER OF THE TECH SECTOR**

### THE INFO TECH SECTOR (AS WELL AS TECH-ORIENTED NAMES) HAVE REMAINED RESILIENT THROUGHOUT THE COVID-19 PANDEMIC.

- The current top five holdings of the S&P 500 are all tech-oriented companies (Alphabet, Amazon, Apple, Facebook, & Microsoft), and their combined share of the index's market capitalization has more than tripled from 2013.
- The Info Tech sector is up 21.4% year-to-date, and has powered the market capitalization of the NASDAQ above that of the MSCI World ex US Index.



### EQUITY MARKET PREDICTABILITY

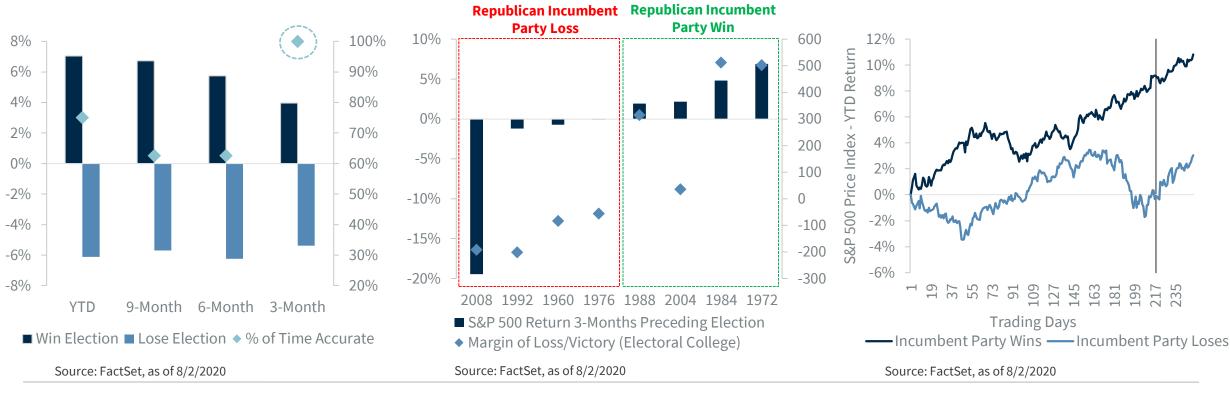
### STOCK MARKET ON THE MIND OF VOTERS HEADING INTO THE PRESIDENTIAL ELECTION.

- The performance of the S&P 500 in the three months preceding the election has accurately predicted the outcome for the last eight Republican incumbents.
- The three months preceding an incumbent's election defeat are often plagued by market volatility as well.

Performance Leading Up to Election With Republican Incumbent Party

3-Month Return & Margin of Victory/Defeat

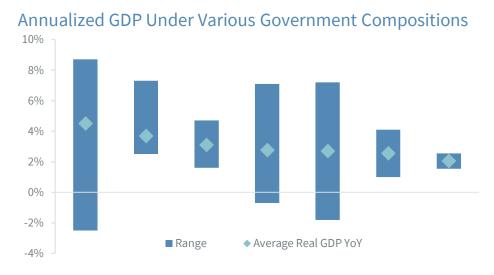
Elevated Volatility If Incumbent Loses



# THE DYNAMICS OF WASHINGTON DC ON THE ECONOMY AND EQUITY MARKET

# HEADLINE VS. DETAILED ANALYSIS OF THE WASHINGTON EFFECT

- It is important to look beyond the simple average of performance of various political compositions in Washington as the volatility in observations and the lack of occurrences can impact the reliability of the results.
- While the composition of Washington is important, it is only one factor in our analysis. Other important factors include the business cycle, Fed policy, earnings growth, trends and valuations.



President	D	D	R	R	R	R	D
Senate	D	R	R	D	R	D	D
House	D	R	R	D	D	R	R
Occurrence	28%	11%	11%	30%	11%	3%	6%

Source: Raymond James Investment Strategy / all data is post World War II

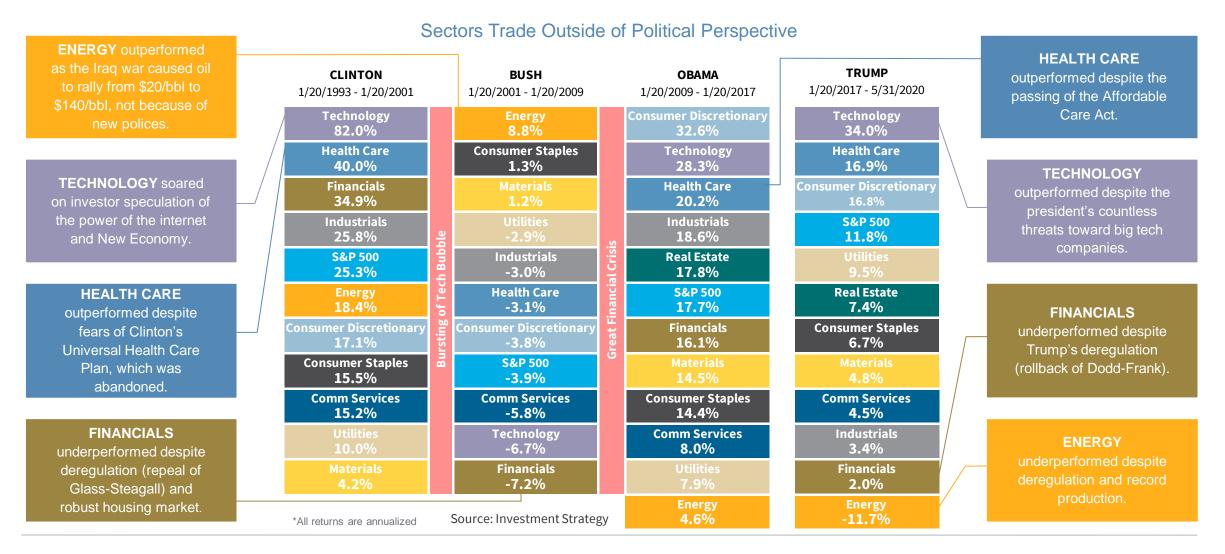
S&P 500 Performance Under Various Government Compositions



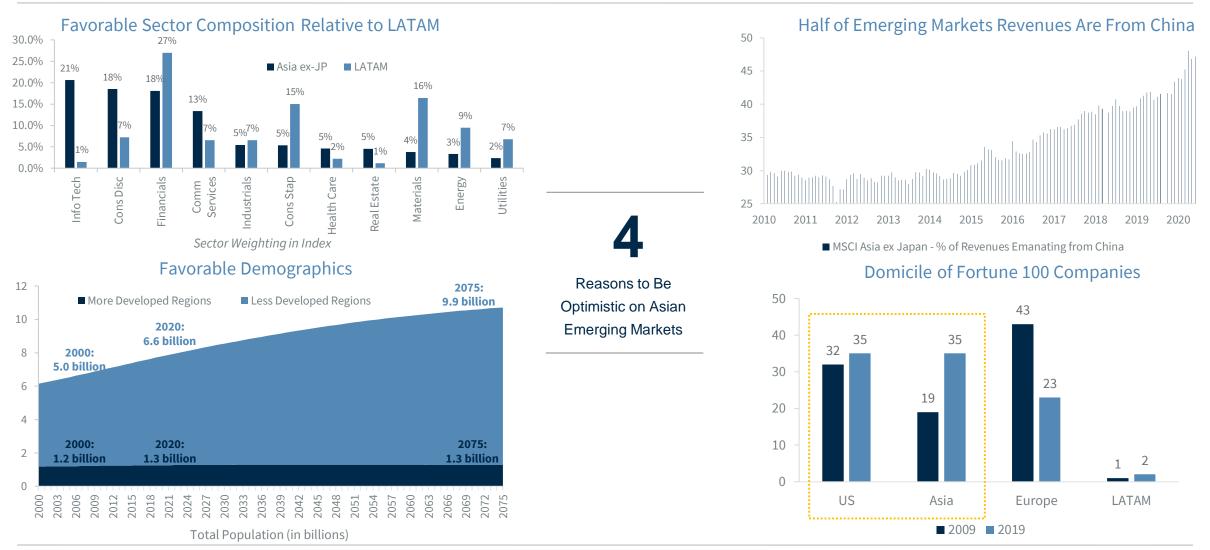
President	D	D	R	R	D	R	R
Senate	R	D	R	R	D	D	D
House	R	R	D	R	D	D	R
Occurrence	11%	6%	11%	11%	28%	30%	3%

Source: Raymond James Investment Strategy / all data is post World War II

# **DOUBLE VISION OF FAVORITE SECTORS**



# **ASIAN EMERGING MARKETS – LONG-TERM TAILWINDS**

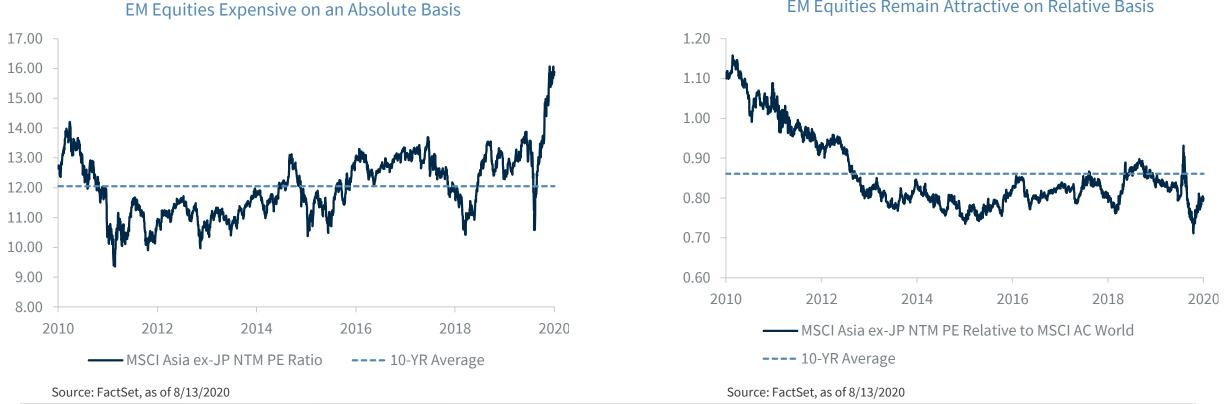


Sources: FactSet, as of 7/1/2020

# **ASIAN EMERGING MARKETS – LONG-TERM TAILWINDS**

# EM ASIA EQUITIES BRING ATTRACTIVE VALUATIONS

- On an absolute basis, EM equities (similar to equities around the globe) look expensive relative to historical averages.
- However, EM equities look attractive relative to global equities as they are trading at a 20% discount relative to global equites.



### **EM Equities Remain Attractive on Relative Basis**





#### INSIGHT:

Oil demand should begin to normalize as economies across the globe reopen, with the fallout from the COVID-19 outbreak having peaked during the shutdowns. The production cut agreement between OPEC and Russia as well as reduced supply within the US should also help oil prices rebound.

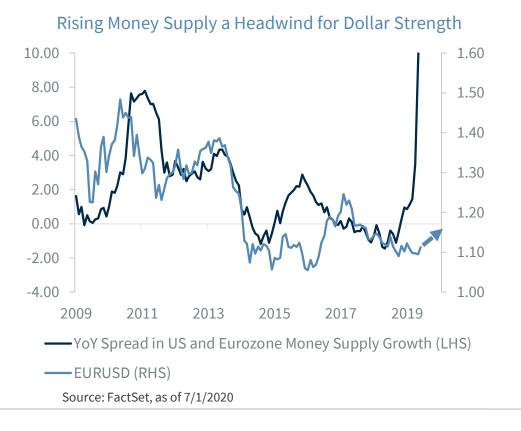
#### BOTTOM LINE:

Oil prices reached record lows due to weakened global demand and excess supply amid the Saudi-Russia price war. While it will take time for demand to return to pre-COVID-19 levels, the gradual improvement should be supportive of oil prices over the next 12 months.

# A PANORAMIC VIEW OF THE DOLLAR AND OIL

# DOLLAR HEADWINDS GOING FORWARD

- Rising money supply growth as a result of Fed accommodative policy will likely weigh on the dollar.
- Additionally, falling interest rate differentials should limit further dollar strength going forward.





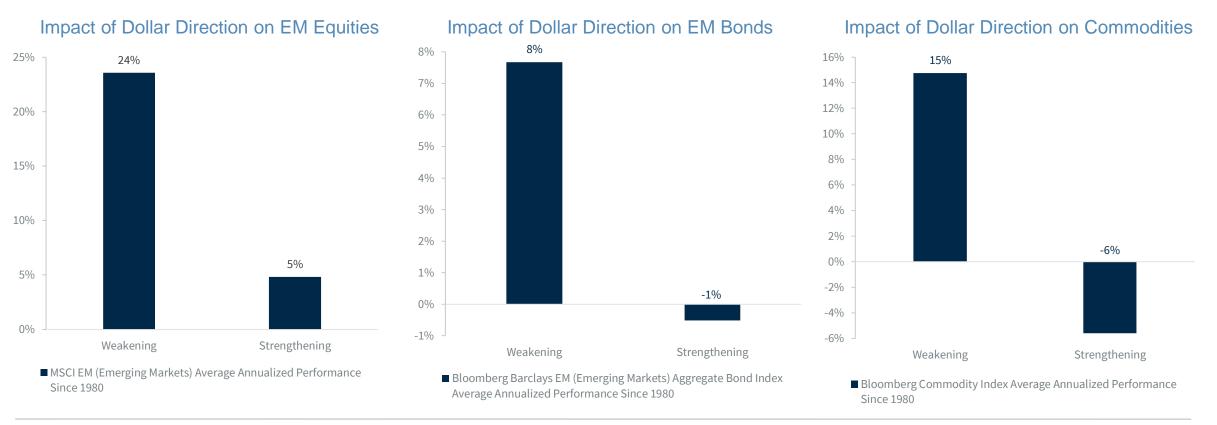
Source: FactSet, as of 7/1/2020



# A PANORAMIC VIEW OF THE DOLLAR AND OIL

# THE IMPACT OF THE US DOLLAR ON VARIOUS ASSET CLASSES

• Given their negative correlation to the US dollar, EM equities, EM bonds, and commodities should benefit from our expectation of a slight weakening in the dollar over the next 12 months.



# **RAYMOND JAMES**

Sources: FactSet, as of 7/1/2020

# LIMITED UPSIDE FOR CRUDE OIL AT CURRENT LEVELS

# CRUDE OIL HAS RALLIED AS ECONOMIC ACTIVITY HAS RECOVERED AND US PRODUCTION CAME OFFLINE

- Given the decline in crude oil prices in 1Q20, US production has fallen sharply over the past three months, as 2.5 million barrels per day of production has come offline over that time period.
- However, as prices have rallied, oil rigs counts will likely recover as well, which should lead to an uptick in production and limit the rise in prices.





# Asset Allocation Shooting For The Stars

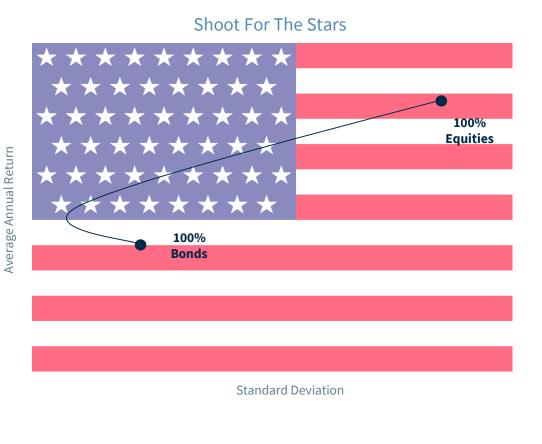
#### INSIGHT:

The COVID-19 outbreak was not the first volatility inducing event in US stock market history, and it will surely not be the last. Events such as this prove that the principles of asset allocation and selectivity are a perfect union, that can help your portfolio endure times of heightened uncertainty.

#### BOTTOM LINE:

Portfolio decisions should account for both long-term investment goals and risk tolerance, ultimately seeking an allocation that maximizes return for a given amount of risk.

# 2020 LESSONS OF ASSET ALLOCATION



Source: Raymond James Investment Strategy

# **10** Things investors should remember

- 1. Take care of yourself
- 2. Stay calm and do not panic
  - Do not make emotionally charged, panic decisions
- 3. Stick to your plan

You and your advisor created the right allocation for you in calmer times don't abandon it now

- 4. Make sure you are properly diversified and know what you own
- 5. Remember your time horizon
- 6. Have cash on hand for short-term liquidity needs
- 7. Talk with your advisor & Shoot For The Stars

Review your risk tolerance Rebalance your portfolio if applicable Tax-loss harvesting if appropriate

- 8. Dollar-cost average
- 9. It's about percentages, not points.

1,000 points on the Dow is now ~4%, while 1,000 points in 2009 was ~14%

10. Remain long-term optimistic

We have had both volatility and viral outbreaks before

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INTERNATIONAL INVESTING | International investing involves additional risks such as currency fluctuations, differing financial accounting standards, and possible political and economic instability. These risks are greater in emerging markets. Investing in emerging markets can be riskier than investing in well-established foreign markets.

SECTORS | Sector investments are companies engaged in business related to a specific economic sector and are presented herein for illustrative purposes only and should not be considered as the sole basis for an investment decision. Sectors are subject to fierce competition and their products and services may be subject to rapid obsolescence. There are additional risks associated with investing in an individual sector, including limited diversification.

OIL | Investing in oil involves special risks, including the potential adverse effects of state and federal regulation and may not be suitable for all investors.

CURRENCIES | Currencies investing are generally considered speculative because of the significant potential for investment loss. Their markets are likely to be volatile and there may be sharp price fluctuations even during periods when prices overall are rising.

GOLD | Gold is subject to the special risks associated with investing in precious metals, including but not limited to: price may be subject to wide fluctuation; the market is relatively limited; the sources are concentrated in countries that have the potential for instability; and the market is unregulated.

FIXED INCOME | Fixed-income securities (or "bonds") are exposed to various risks including but not limited to credit (risk of default of principal and interest payments), market and liquidity, interest rate, reinvestment, legislative (changes to the tax code), and call risks. There is an inverse relationship between interest rate movements and fixed income prices. Generally, when interest rates rise, fixed income prices fall and when interest rates fall, fixed income prices generally rise.

US TREASURIES US Treasury securities are guaranteed by the US government and, if held to maturity, generally offer a fixed rate of return and guaranteed principal value.

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#### FIXED INCOME DEFINITION

AGGREGATE BOND | Bloomberg Barclays US Agg Bond Total Return Index: The index is a measure of the investment grade, fixed-rate, taxable bond market of roughly 6,000 SEC-registered securities with intermediate maturities averaging approximately 10 years. The index includes bonds from the Treasury, Government-Related, Corporate, MBS, ABS, and CMBS sectors.

HIGH YIELD | **Bloomberg Barclays US Corporate High Yield Total Return Index:** The index measures the USD-denominated, high yield, fixed-rate corporate bond market. Securities are classified as high yield if the middle rating of Moody's, Fitch and S&P is Ba1/BB+/BB+ or below.

CREDIT | Bloomberg Barclays US Credit Total Return Index: The index measures the investment grade, US dollar-denominated, fixed-rate, taxable corporate and government related bond markets. It is composed of the US Corporate Index and a non-corporate component that includes foreign agencies, sovereigns, supranationals and local authorities.

US DOLLAR | The U.S. Dollar Index is an index (or measure) of the value of the United States dollar relative to a basket of foreign currencies, often referred to as a basket of U.S. trade partners' currencies. The Index goes up when the U.S. dollar gains "strength" (value) when compared to other currencies.

200 DAY MOVING AVERAGE | The 200-day moving average is a popular technical indicator which investors use to analyze price trends. It is simply a security's average closing price over the last 200 days

#### US INDEXES AND EQUITY SECTORS DEFINITION

S&P 500 | The S&P 500 Total Return Index: The index is widely regarded as the best single gauge of large-cap U.S. equities. There is over USD 7.8 trillion benchmarked to the index, with index assets comprising approximately USD 2.2 trillion of this total. The index includes 500 leading companies and captures approximately 80% coverage of available market capitalization.

RUSSELL 2000 | Russell 2000 Total Return Index: This index covers 2000 of the smallest companies in the Russell 3000 Index, which ranks the 3000 largest US companies by market capitalization. The Russell 2000 represents approximately 10% of the Russell 3000 total market capitalization. This index includes the effects of reinvested dividends.

#### INTERNATIONAL EQUITY DEFINITION

EMERGING MARKETS EASTERN EUROPE | MSCI EM Eastern Europe Net Return Index: The index captures large- and mid-cap representation across four Emerging Markets (EM) countries in Eastern Europe. With 50 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

EMERGING MARKETS | MSCI Emerging Markets Net Return Index: This index consists of 23 countries representing 10% of world market capitalization. The index is available for a number of regions, market segments/sizes and covers approximately 85% of the free float-adjusted market capitalization in each of the 23 countries.

MSCI EAFE | The MSCI EAFE (Europe, Australasia, and Far East) is a free float-adjusted market capitalization index that is designed to measure developed market equity performance, excluding the United States & Canada. The EAFE consists of the country indices of 22 developed nations.

GERMAN BUND | A bund is a debt security issued by Germany's federal government, and it is the German equivalent of a U.S. Treasury bond.

SMALL CAP | Investing in small-cap stocks generally involves greater risks, and therefore, may not be appropriate for every investor. The prices of small company stocks may be subject to more volatility than those of large company stocks.

LARGE-CAP STOCK | also known as big caps are shares that trade for corporations with a market capitalization of \$10 billion or more. Large-cap stocks tend to be less volatile during rough markets as investors fly to quality and stability and become more risk-averse

MSCI AC WORLD EX-US | The MSCI AC ex USA Index captures large and mid cap representation across 22 of 23 Developed Markets (DM) countries (excluding the US) and 26 Emerging Markets (EM) countries\*. With 2,215 constituents, the index covers approximately 85% of the global equity opportunity set outside the US.

LATAM | MSCI EM Latin America Net Return Index: The index captures large- and mid-cap representation across five Emerging Markets (EM) countries in Latin America. With 116 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

ASIA EX-JAPAN | MSCI Pacific Ex Japan Net Return Index: The index captures large- and mid-cap representation across four of 5 Developed Markets (DM) countries in the Pacific region (excluding Japan). With 150 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in each country.

JAPAN | MSCI Japan Net Return Index: The index is designed to measure the performance of the large and mid cap segments of the Japanese market. With 319 constituents, the index covers approximately 85% of the free float-adjusted market capitalization in Japan.

#### COMMODITIES DEFINITION

BLOOMBERG BARCLAYS COMMODITY INDEX | Bloomberg Barclays Commodity Index is a commodity group sub index of the Bloomberg CITR. The index is composed of futures contracts on crude oil, heating oil, unleaded gasoline and natural gas. It reflects the return on fully collateralized futures positions and is quoted in USD.

BLOOMBERG BARCLAYS EMERGING MARKETS AGGREGATE BOND INDEX | The Bloomberg Barclays Emerging Markets Aggregate Bond Index is a flagship hard currency Emerging Markets debt benchmark that includes USD-denominated debt from sovereign, quasi-sovereign, and corporate EM issuers.

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#### DATA SOURCES:

FactSet and Bloomberg.

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