PRINCIPLES FOR LONG-TERM INVESTING

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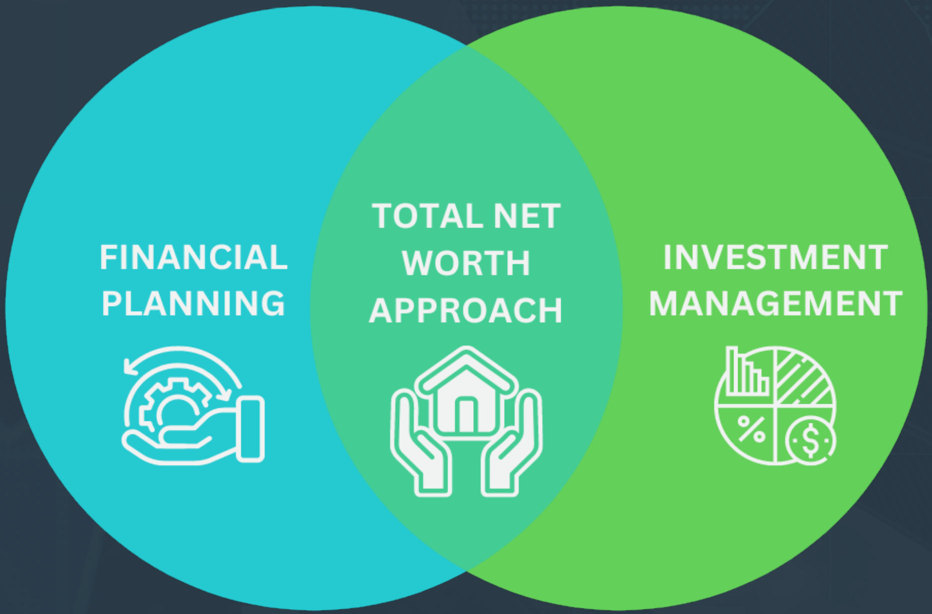


At Winthrop Wealth, we follow a **Total Net Worth Approach** to wealth management that combines both comprehensive financial planning and investment management. The financial plan helps define cash flow needs, seeks to optimize account structures, considers tax mitigation strategies, and determines the appropriate asset allocation based on the client's willingness and ability to take risk. Based on the output of the financial plan, our investment management process designs a well-diversified portfolio constructed with a long-term methodology based on prudent risk management, asset allocation, and security selection. *Financial planning is a tool intended to review your current financial situation, investment objectives and goals, and suggest potential planning ideas and concepts that may be of benefit. Please note that there is no guarantee that financial planning will help you reach your goals.*

As a wealth management firm, we strive to keep our clients on the course outlined by their financial plans by focusing on the long-term. Market volatility is inevitable, and therefore we advise against getting caught up in short-term noise. There is seemingly always an "expert" in the media spouting their opinion on why markets will crash. Unfortunately, we see more fearmongering than sensible analysis in mainstream financial news. As such, the principles for long-term investing and why market timing does not work are frequently discussed topics.

Market timing is an investment strategy that is implemented by selling a large portion of equity holdings when the market is high (keep in mind this could result in substantial capital gains for taxable investors), patiently waiting on the sideline as the market declines, reinvesting at the market low, and then riding the market back up to new highs. Rinse and repeat. Although this might sound easy, the reality is that successful market timing is nearly impossible to execute consistently. Market tops and bottoms are never obvious in real time, only in hindsight. To execute a market timing strategy an investor must get two decisions precisely correct: when to sell out of the market and when to buy back in. Most investors come up short with the second decision, buying back in. We will note that if an investor discovered the magic formula to market timing, they would essentially be able to make an unlimited amount of money. There is no magic formula.

Market timing decisions are often short-term emotional decisions driven by fear or panic rather than fact-based analysis. Given the damaging impact that market timing decisions have on performance, our investment process emphasizes a long-term mindset. Markets have historically increased over time despite frequent drawdowns as successful corporations have been able to figure out ways to generate profits through advances in innovation and productivity. To capitalize on the power of compounding, we believe in the benefits of staying Disciplined, Opportunistic, and Diversified, while striving to Mitigate fees, taxes, and expenses.

- **Disciplined**: consistently applying our investment process and philosophy, which are grounded in a long-term approach.
- **Opportunistic**: rebalancing, repositioning, and tax-loss harvesting to take advantage of market volatility and dislocations.
- **Diversified**: seeking to ensure that portfolios are properly allocated across and among asset classes to enhance consistency.
- **Mitigate**: striving to avoid unnecessary disbursements, including fees, taxes, and expenses.

In our opinion, adhering to a structured process and executing on all these components should help keep our clients on track toward pursuing their long-term objectives. Historically, equity markets have recovered from recessions and downturns. Past performance is no guarantee of future returns. *There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio. Diversification does not protect against market risk.*

Successful investing requires skill and discipline, not reliance on gimmicks like market timing. We hope that the following slides cement the power of diversification and a long-term approach, and that market timing is a loser's game that should not be relied upon as a serious investment strategy.

WINTHROP WEALTH

DON'T TRY TO BUY AT THE BOTTOM AND SELL AT THE TOP. IT CAN'T BE DONE – EXCEPT BY LIARS.

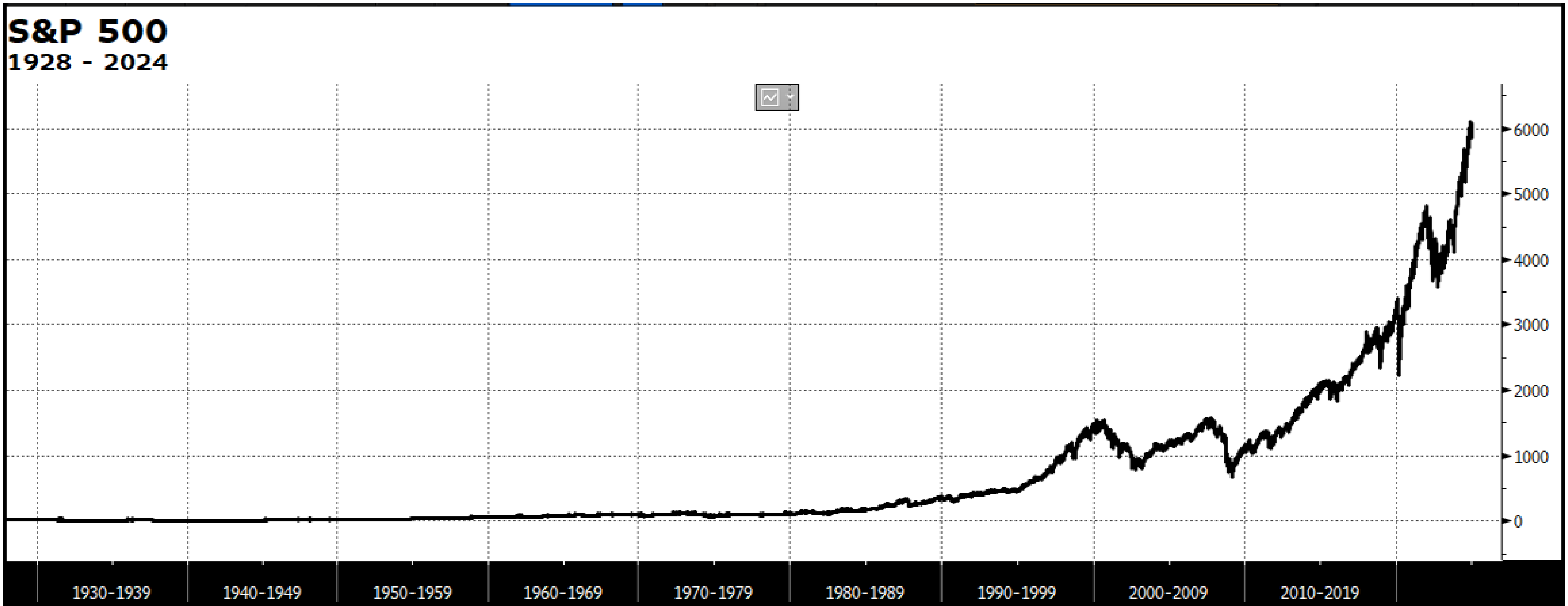
-BERNARD BARUCH

The Stock Market Has Gone Up Over Time

From 1928 to 2024, the stock market produced a total annualized return of +9.7%. A $1 investment in 1928 would have increased to over $8,000 at the end of 2024.

We would also like to highlight that this period includes several of the most challenging market environments in history, including, the Great Depression, World War II, 1970's Stagflation, Crash of 1987, Dot-Com Bubble, Global Financial Crisis, Covid Pandemic, and 2022's inflation and Fed tightening. The total period includes thirteen bear markets, fifteen recessions, and dozens of corrections and pullbacks.

When you buy a share of stock, you are purchasing an ownership stake in the underlying company, which represents a claim on the firm's cash flows, earnings (profits), and dividends. Stock prices reflect the present value of the company's expected future earnings. Markets have historically increased over time as successful corporations have been able to figure out ways to generate profits through advances in innovation and productivity. *Equity markets have historically recovered from recessions and downturns. Past performance is no guarantee of future returns. Consider your own risk tolerance, financial circumstances, and time horizon when investing.*



Positive Performance over Rolling Periods

1-Year	5-Year	10-Year	20-Year
75%	89%	93%	100%

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

The Stock Market Has Gone Up Over Time, but Returns Were Not Linear

Since 1928, the stock market produced positive results in 71 calendar years vs. 26 years with negative returns.

The market went higher in 73% of years with an average return of +21% and declined in 27% of years with an average drop of -14%.

S&P 500 Calendar Year Returns: 1928 - 2024

Total Annualized Return: 9.7%

Positive Years: 71 (73%)

Negative Years: 26 (27%)

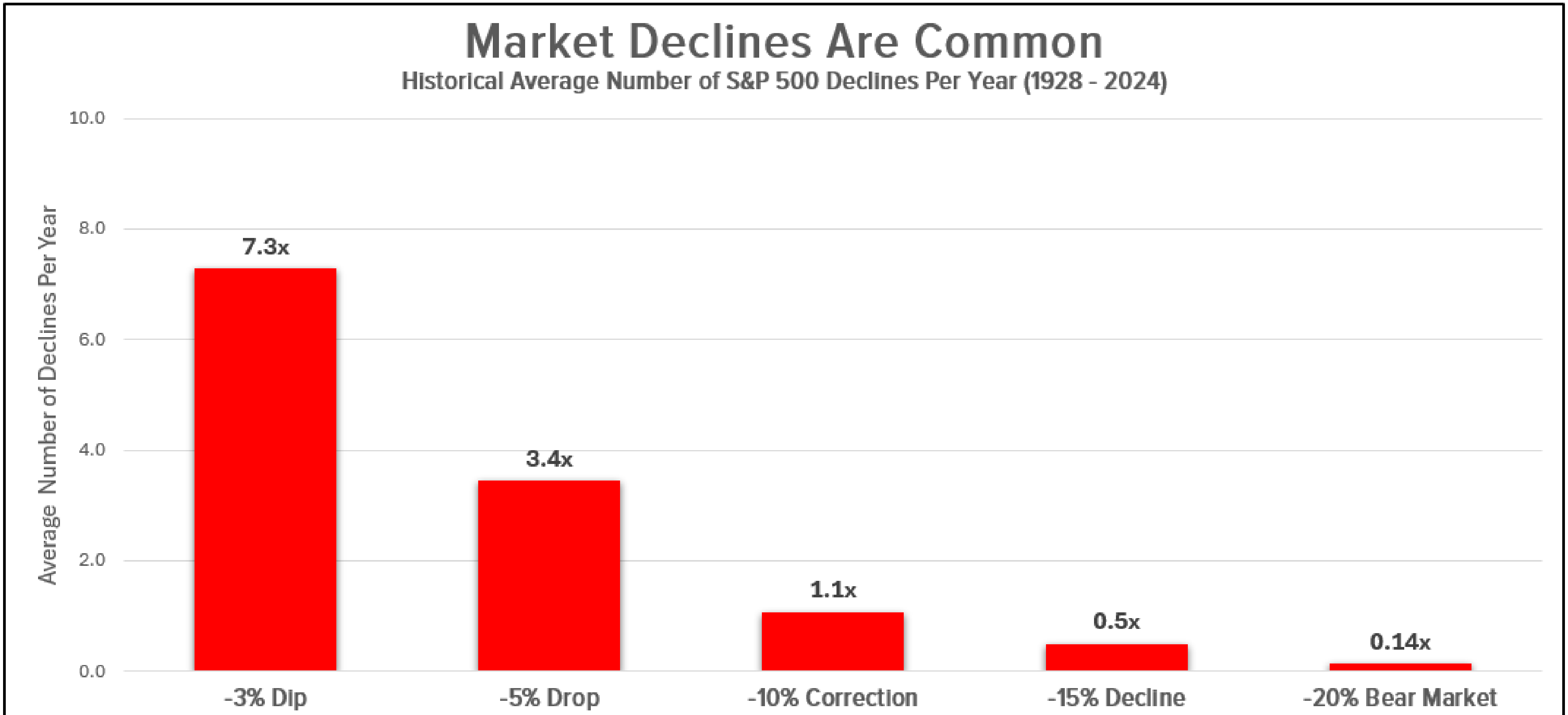
-50% to -40%	-40% to -30%	-30% to -20%	-20% to -10%	-10% to 0%	0% to 10%	10% to 20%	20% to 30%	30% to 40%	40% to 50%	50% to 60%
						1944 19.5%	2021 28.7%			
						1972 19.0%	2003 28.7%			
						1986 18.7%	1998 28.5%			
						1979 18.6%	1961 26.9%			
						2020 18.4%	2009 26.4%	1928 37.9%		
					1992 7.6%	1952 18.2%	2023 26.3%	1995 37.5%		
				1939 -0.1%	1978 6.6%	1988 16.6%	1943 25.6%	1975 37.2%		
				1953 -0.9%	1956 6.5%	1964 16.4%	2024 25.0%	1945 36.3%		
				1990 -3.2%	1984 6.3%	2012 16.0%	1976 23.9%	1936 33.7%		
				2018 -4.4%	1947 5.6%	2006 15.8%	1967 23.9%	1997 33.3%		
				1934 -4.7%	2007 5.6%	2010 15.1%	1951 23.8%	1950 32.6%		
				1981 -4.9%	1948 5.4%	1971 14.3%	1949 23.6%	1980 32.5%		
			1957 -10.7%	1977 -7.2%	1987 5.3%	2014 13.7%	1996 22.9%	2013 32.4%		
			1941 -11.6%	1946 -8.0%	2005 4.9%	1965 12.5%	1963 22.8%	1985 31.7%		
			2001 -11.9%	1969 -8.4%	1970 3.9%	1959 12.0%	1983 22.6%	1989 31.7%		
			1929 -11.9%	1962 -8.7%	2011 2.1%	2016 12.0%	2017 21.8%	2019 31.5%		
		2002 -22.1%	1973 -14.7%	2000 -9.1%	2015 1.4%	1968 11.0%	1982 21.5%	1955 31.4%	1933 44.1%	
	1937 -34.7%	1974 -26.5%	1932 -14.8%	1940 -9.6%	1994 1.3%	2004 10.9%	1999 21.0%	1991 30.4%	1958 43.1%	
1931 -47.1%	2008 -37.0%	1930 -28.5%	2022 -18.1%	1966 -10.0%	1960 0.5%	1993 10.1%	1942 20.1%	1938 30.1%	1935 41.4%	1954 52.3%

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Market Declines Are Common

One of the key pillars to our investment philosophy is to maintain a long-term viewpoint as markets can be incredibly volatile over short time periods. During inevitable market declines, while they can certainly be uncomfortable, we utilize the volatility as an opportunity to make lemonade out of lemons by proactively tax-loss harvesting and repositioning portfolios.

The following chart displays the average annual and total number of occurrences of various market declines in the S&P 500 from 1928 – 2024. For example, the S&P 500 has averaged over seven -3% dips and about one -10% Correction each year, and a Bear Market every 0.14 years (about one every seven years).



Total Number of Occurrences	**699**	**331**	**103**	**47**	**13**

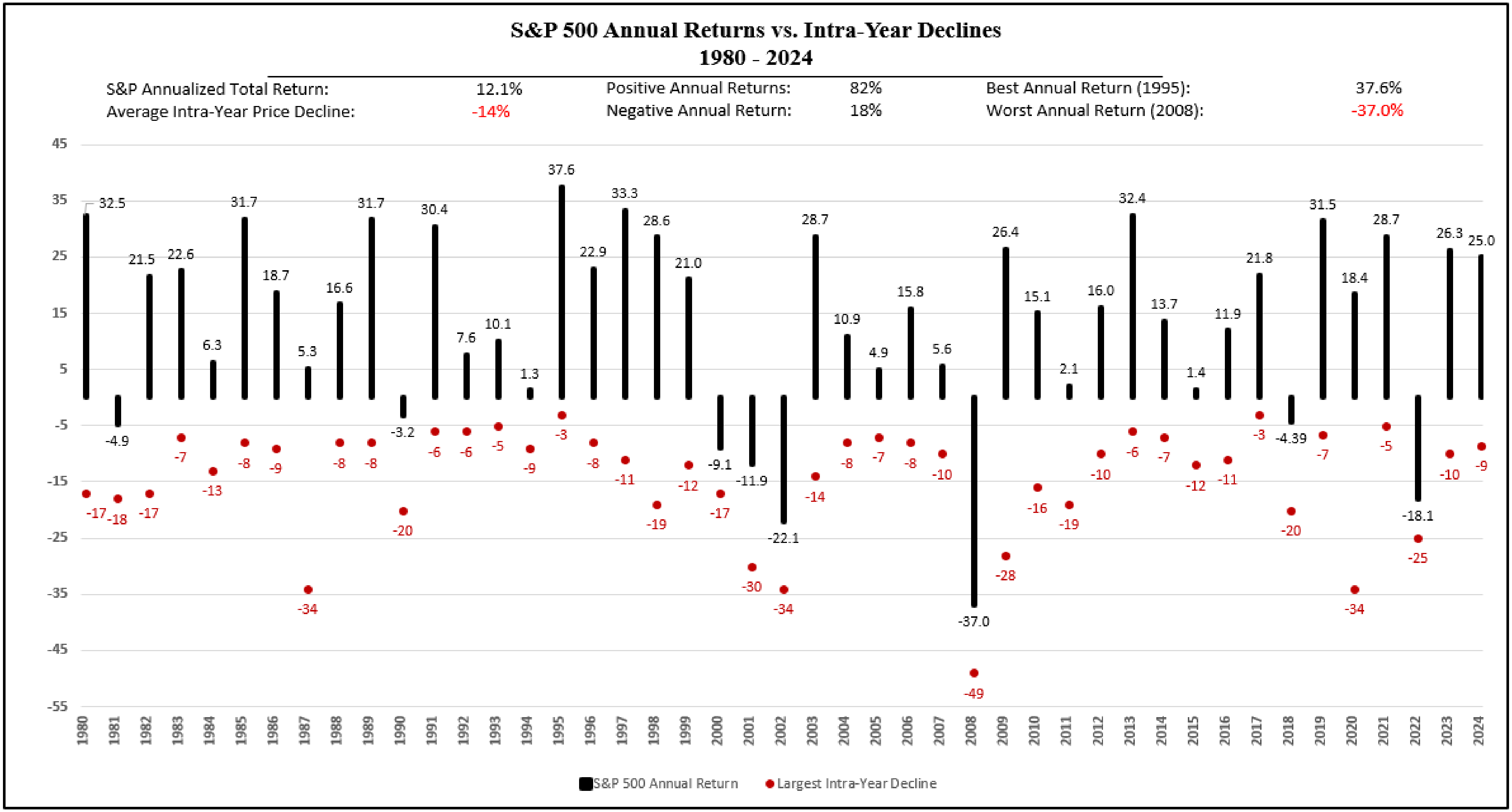
Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Intra-Year Declines Are Common

The following chart displays the S&P 500's annual return and the largest intra-year decline from 1980 through 2024.

Over this period, the S&P 500 has generated a total annualized return of +12.1%. Annual returns ranged from -37.0% to +37.6%.

There were plenty of market drops along the way as the average intra-year price decline was -14%. Note that in 17 instances, the market finished in positive territory for the year despite a decline of at least -10% at some point.



Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Bear Markets Happen

A bear market is defined as a decline of -20% on a closing basis without a subsequent +20% increase.

Since 1929, the S&P 500 has experienced 13 bear markets (about one every seven years). During these periods, the S&P 500 took about 17 months to reach the bottom with a median price decline of -34%.

Historically, bear markets have created strong buying opportunities as the S&P was significantly higher 1-, 3-, and 5- years after the trough.

S&P 500 Bear Markets
1929 - 2024

Market Event	Economic Recession	S&P 500 Peak	S&P 500 Trough	Peak to Trough (Months)	Peak to Trough Price Decline	1-Year Total Return Post Trough	3-Year Total Return Post Trough	5-Year Total Return Post Trough
Great Depression	Yes	September 1929	June 1932	33	-86.2%	121.4%	117.7%	287.9%
1937 Fed Tightening	Yes	March 1937	March 1938	13	-54.5%	34.8%	36.3%	82.8%
Post World War II Crash	Yes	May 1946	June 1949	37	-29.6%	59.9%	132.8%	206.8%
Eisenhower Recession	Yes	July 1957	October 1957	3	-20.7%	36.2%	52.0%	68.9%
Flash Crash of 1962 / Cold War	No	December 1961	June 1962	7	-28.0%	37.5%	75.0%	107.0%
Tech Crash of 1970	Yes	November 1968	May 1970	18	-35.4%	48.9%	71.3%	56.1%
Stagflation	Yes	January 1973	October 1974	21	-48.2%	44.4%	76.4%	122.9%
Volcker Tightening	Yes	November 1980	August 1982	21	-27.1%	66.1%	111.0%	300.3%
Crash of 1987	No	August 1987	December 1987	3	-33.5%	26.0%	61.1%	127.5%
Tech Bubble	Yes	March 2000	October 2002	31	-49.1%	36.1%	62.4%	118.8%
Global Financial Crisis	Yes	October 2007	March 2009	17	-56.8%	72.3%	115.0%	208.7%
Global Pandemic	Yes	February 2020	March 2020	1	-33.9%	77.8%	85.1%	
Inflation / Fed Tightening	No	January 2022	October 2022	9	-25.4%	23.6%		
Average (13)				17	-40.6%	52.7%	82.8%	153.4%
Median (13)				17	-33.9%	44.4%	75.0%	122.9%
Average (12. Ex. Great Depression)				15	-36.9%	47.0%	79.3%	140.0%
Median (12. Ex Great Depression)				15	-33.7%	41.0%	73.1%	120.9%
Average (3. No Recession)				6	-29.0%	29.0%	68.1%	117.3%

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Beware of Dire Market Predictions

As a wealth management firm, we are inundated with a never-ending flow of predictions about what is going to happen in the markets. We also understand that our clients are not isolated from the constant barrage of news, noise, and prognostications as we often have conversations with our clients regarding a so-called expert's prediction on an upcoming market crash. Like a broken clock, these doomsdayers are "right" every now and then when volatility increases and markets sell-off.

One of our favorite research pieces is called '[The Armageddonists]' from JP Morgan Asset Management. Armageddonists are defined as the "market-watchers, forecasters, and money managers whose apocalyptic comments spread like wildfire in print and online financial news." JP Morgan published the original [report] with several failed bearish predictions over the period 2010 – 2016. The most recent iteration includes eight dire predictions from notable market commentators during the beginning stages of the Global Pandemic.

The following chart shows the performance of the S&P 500 from 2020 through 2024, and it highlights the date of each gloom-and-doom prediction. We know how this played out. The world did not end during the pandemic and after declining over a 6-week period from February to March 2020, markets began to recover significantly. Since the bottom on March 23, 2020, the S&P 500 has increased by nearly +183%. Anyone who acted on the bearish advice by selling their equities and retreating to cash likely would have missed out on the subsequent rally, and a taxable investor potentially would have generated a large capital gains tax bill in the process.

Source: Bloomberg and JP Morgan Asset Management. Past performance does not guarantee future results and it is not possible to invest directly into an index.

There Are Always "Reasons to Sell"

The following table displays S&P 500 annual returns from 1974 to 2024 and the top risk or reason why an investor could have been frightened out of the market each year.

An old investment adage is that the stock market climbs a "wall of worry." This simply means that the market has risen over time despite a constant barrage of potential risks that could cause a correction or decline. The market always has risks to overcome and there is never an "all-clear" signal.

The 24-hour news cycle and advent of social media might make it seem as though risks are more prevalent today, but they have always existed. Historically, you might not have found out about economic data or company specific news until you read about it in the newspaper the next day. Now, everything happens in real-time with a never-ending flow of pundits and articles ready to pontificate about what happened and how it may impact the markets.

We caution our clients not to overreact to one data-point, piece of news, or what a so-called market authority might be predicting.

Reasons to Sell Stocks

1974 to 2024: Top Market Risk and S&P 500 Return

Year	Market Risk	Return	Year	Market Risk	Return	Year	Market Risk	Return
1974	Stagflation	-26.5%	1991	Berlin Wall Falls	30.4%	2008	Great Recession Begins	-37.0%
1975	Clouded Economic Prospects	37.2%	1992	Global Recession	7.6%	2009	Double Digit Unemployment Numbers	26.4%
1976	Economic Recovery Slows	23.9%	1993	Health Care Reform	10.1%	2010	European Sovereign Debt Crisis	15.1%
1977	Market Slumps	-7.2%	1994	Fed Raises Interest Rates Six Times	1.3%	2011	U.S. Credit Downgrade	2.1%
1978	Interest Rates Rise	6.6%	1995	Dow Tops 5,000	37.5%	2012	Afghanistan War	16.0%
1979	Oil Prices Skyrocket	18.6%	1996	Dow Tops 6,400	22.9%	2013	Fed Taper Tantrum	32.4%
1980	Interest Rates at All-Time High	32.5%	1997	Hong Kong Reverts to China	33.3%	2014	Oil Prices Plunge 50%	13.7%
1981	Steep Recession Begins	-4.9%	1998	Long Term Capital Mgmt Collapse	28.5%	2015	China Economic Slowdown	1.4%
1982	Worst Recession in 40 Years	21.5%	1999	Y2K	21.0%	2016	Global Economic Slowdown	12.0%
1983	Market Hits New Highs	22.6%	2000	Tech Bubble Burst	-9.1%	2017	High Valuation	21.8%
1984	Record Federal Deficits	6.3%	2001	9/11 Terrorist Attacks	-11.9%	2018	US/China Trade War - Fed Policy Mistake	-4.4%
1985	Economic Growth Slows	31.7%	2002	Recession	-22.1%	2019	US/China Trade War	31.5%
1986	Dow Nears 2,000	18.7%	2003	War in Iraq	28.7%	2020	Covid Pandemic	18.4%
1987	Record-Setting Market Decline	5.3%	2004	Rising Interest Rates	10.9%	2021	Covid Pandemic - Stimulus Withdrawal	28.7%
1988	Election Year	16.6%	2005	Hurricane Katrina	4.9%	2022	Inflation - Fed Tightening	-18.1%
1989	October "Mini Crash"	31.7%	2006	Real Estate Peaks	15.8%	2023	Rising Interest Rates - Geopolitics	26.3%
1990	Persian Gulf Crisis	-3.2%	2007	Subprime Lending	5.6%	2024	High Valuation	25.0%

S&P 500 (1974 - 2024): Total Return: 25,000%. Growth of $1: $251. Total Annualized Return: +11.4%.

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

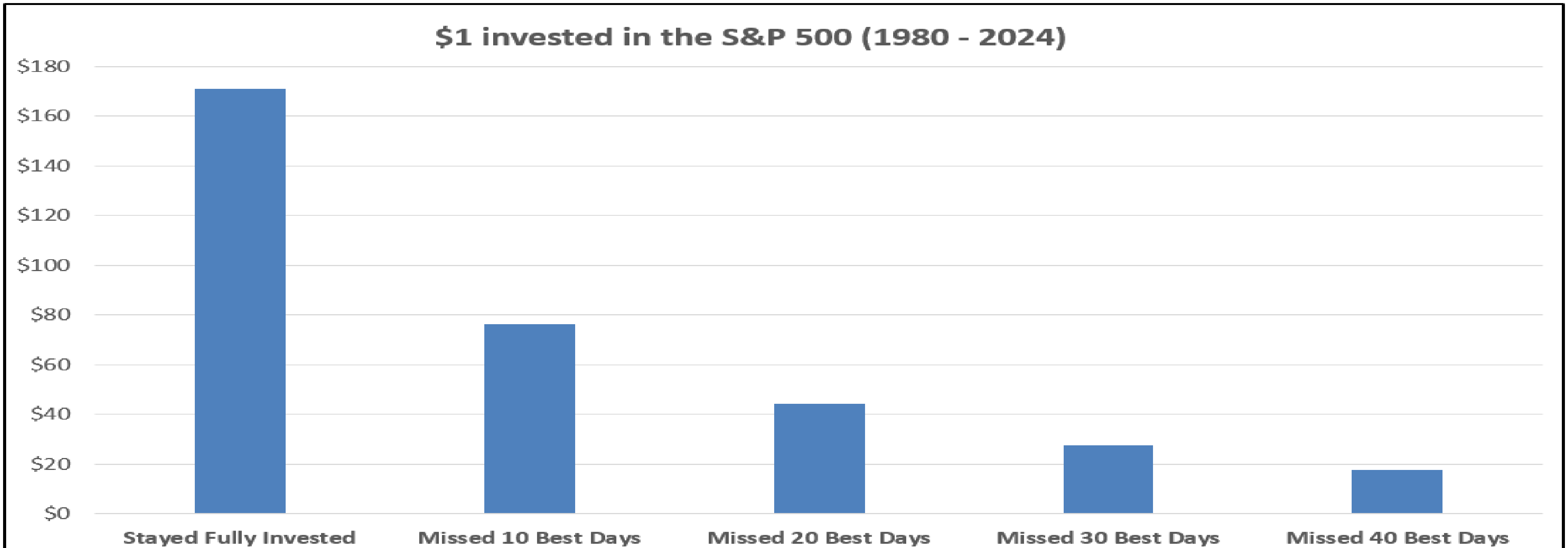
Missing the Best Days Crushes Investor Returns

Investors who wait on the sidelines for the “optimal” time to buy often miss significant rallies.

A $1 investment in 1980 would have increased to about $171 at the end of 2024. Note, this period includes nearly 11,350 trading days and assumes the individual stayed fully invested. If an investor missed only the 10 best days in the market, their total return would have been less than half. If an investor missed the 40 best days, their return would have been about one tenth. *All indexes mentioned are unmanaged indexes which cannot be invested into directly. Unmanaged index returns do not reflect fees, expenses, or sales charges. Index performance is not indicative of the performance of any investment. Past performance is no guarantee of future results.*

To make things more difficult for market timers, the best days have historically occurred during periods of severe market stress. Nine of the ten best days in the market over the last forty-four years occurred during either the Global Financial Crisis (2008-2009) or the Covid Pandemic (2020). Nervous or frustrated investors who threw in the towel would have missed the subsequent market rebound and devastated their portfolios.

During periods of market stress, it is impossible to know when the market bounce will occur, but we do know that missing the bounce has historically had a severe negative impact on total return.



Total Return	**$171**	**$76**	**$44**	**$27**	**$18**
Annualized Return	**12.1%**	**10.1%**	**8.8%**	**7.6%**	**6.6%**

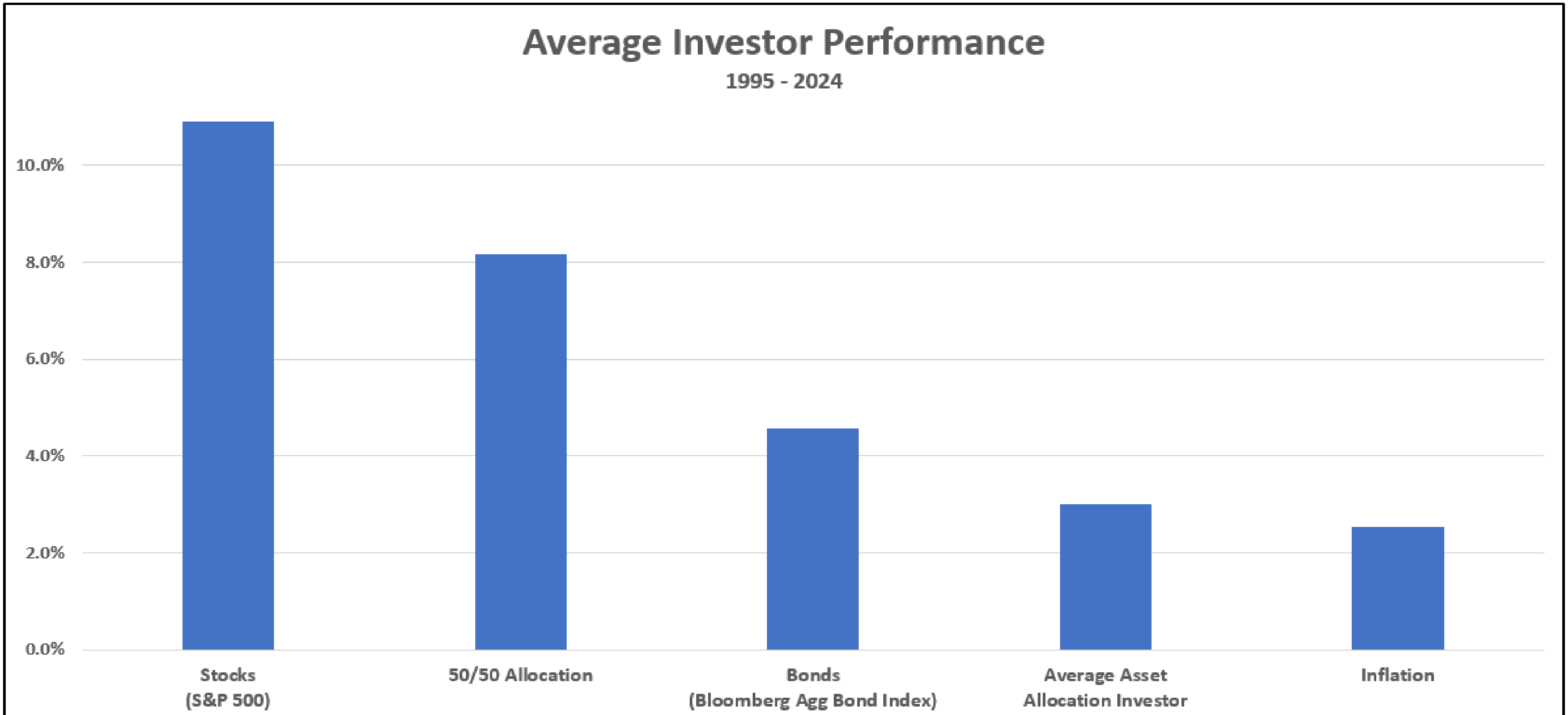
Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

The Average Investor Underperforms Due to Market Timing

The following chart is from a Dalbar study titled "Quantitative Analysis of Investor Behavior" that displays the annualized returns of various asset classes and the average investor for the thirty-year period of 1995 through 2024.

The average asset allocation investor's return is based on an analysis of the net aggregate mutual fund sales, redemptions, and exchanges each month. The study shows that the average investor's return over this period was less than half of stocks and lower than bonds.

Dalbar cites market timing as a main factor for poor investor performance.



Annualized Return	**10.9%**	**8.2%**	**4.6%**	**3.0%**	**2.5%**

Source: Bloomberg and Dalbar Inc. Past performance does not guarantee future results and it is not possible to invest directly into an index.

DALBAR'S Quantitative Analysis of Investor Behavior (QAIB) study examines real investor returns from equity, fixed income and money market mutual funds from January 1995 through December 2024. The study was originally conducted by DALBAR, Inc. in 1994 and was the first to investigate how mutual fund investors' behavior affects the returns they actually earn. https://www.dalbar.com/QAIB/Index

The Benefit of Diversification

Diversification and time are an investor's two best friends. Diversified portfolios can lead to more consistent and less volatile results than a single asset class. We know that markets can be extremely volatile in the short-term, but difficult periods have historically not lasted forever. *Asset allocation does not ensure a profit or protect against loss. There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio.*

To highlight the benefits of diversification, we examined the total return performance of nine separate asset classes and a diversified asset allocation from 2010 to 2024 (see below for the asset class index key and weights of the diversified allocation). Notice that from year-to-year many asset classes rotate from top to bottom performers. We will also highlight that the asset allocation has stayed consistently in the middle.

Asset Class Returns

															2010 - 2024		
2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	Annualized Return	Annualized Volatility	Sharpe Ratio
Small Cap 26.8%	Fixed Income 7.8%	Emerging Markets 18.2%	Small Cap 38.8%	Large Cap 13.7%	Large Cap 1.4%	Small Cap 21.3%	Emerging Markets 37.3%	Cash 1.8%	Large Cap 31.5%	Small Cap 19.9%	Large Cap 28.7%	Commodities 16.1%	Large Cap 26.3%	Large Cap 25.0%	Large Cap 13.9%	Small Cap 19.8%	Large Cap 0.87
Mid Cap 26.6%	High Yield 5.0%	Mid Cap 17.8%	Mid Cap 33.5%	Mid Cap 9.7%	Fixed Income 0.5%	Mid Cap 20.7%	Developed International 25.0%	Fixed Income 0%	Mid Cap 26.2%	Large Cap 18.4%	Commodities 27.1%	Cash 1.5%	Developed International 18.2%	Mid Cap 13.9%	Mid Cap 11.9%	Mid Cap 17.7%	High Yield 0.73
Emerging Markets 18.9%	Large Cap 2.1%	Developed International 17.3%	Large Cap 32.4%	Asset Allocation 7.1%	Cash 0%	High Yield 17.1%	Large Cap 21.8%	High Yield -2.1%	Small Cap 25.5%	Emerging Markets 18.3%	Mid Cap 24.7%	High Yield -11.2%	Small Cap 16.9%	Asset Allocation 12.6%	Small Cap 10.3%	Emerging Markets 17.6%	Asset Allocation 0.73
Commodities 16.8%	Asset Allocation 1.3%	Small Cap 16.4%	Developed International 22.8%	Fixed Income 6.0%	Asset Allocation -0.8%	Large Cap 11.9%	Mid Cap 16.2%	Large Cap -4.4%	Developed International 22.0%	Mid Cap 13.6%	Small Cap 14.8%	Fixed Income -13.0%	Mid Cap 16.4%	Small Cap 11.5%	Asset Allocation 8.3%	Developed International 15.7%	Mid Cap 0.61
High Yield 15.1%	Cash 0.1%	Large Cap 16.0%	Asset Allocation 17.4%	Small Cap 4.9%	Developed International -0.8%	Commodities 11.8%	Asset Allocation 14.8%	Asset Allocation -4.6%	Asset Allocation 20.7%	Asset Allocation 12.5%	Asset Allocation 14.3%	Mid Cap -13.1%	Asset Allocation 16.1%	High Yield 8.2%	High Yield 6.4%	Large Cap 14.6%	Small Cap 0.46
Large Cap 15.1%	Mid Cap -1.7%	High Yield 15.8%	High Yield 7.4%	High Yield 2.5%	Mid Cap -2.2%	Emerging Markets 11.2%	Small Cap 14.6%	Small Cap -11.0%	Emerging Markets 18.4%	Developed International 7.8%	Developed International 11.3%	Developed International -14.5%	High Yield 13.4%	Emerging Markets 7.5%	Developed International 5.2%	Commodities 14.4%	Fixed Income 0.27
Asset Allocation 12.5%	Small Cap -4.2%	Asset Allocation 11.9%	Cash 0%	Cash 0%	Small Cap -4.4%	Asset Allocation 8.8%	High Yield 7.5%	Mid Cap -11.1%	High Yield 14.3%	Fixed Income 7.5%	High Yield 5.3%	Asset Allocation -14.6%	Emerging Markets 9.8%	Commodities 5.4%	Emerging Markets 3.0%	Asset Allocation 9.7%	Developed International 0.26
Developed International 7.8%	Developed International -12.1%	Fixed Income 4.2%	Fixed Income -2.0%	Emerging Markets -2.2%	High Yield -4.5%	Fixed Income 2.6%	Fixed Income 3.5%	Commodities -11.2%	Fixed Income 8.7%	High Yield 7.1%	Cash 0.0%	Large Cap -18.1%	Fixed Income 5.5%	Cash 5.3%	Fixed Income 2.4%	High Yield 7.2%	Emerging Markets 0.10
Fixed Income 6.5%	Commodities -13.3%	Cash 0.1%	Emerging Markets -2.6%	Developed International -4.9%	Emerging Markets -14.9%	Developed International 1.0%	Commodities 1.7%	Developed International -13.8%	Commodities 7.7%	Cash 0.5%	Fixed Income -1.5%	Emerging Markets -20.1%	Cash 5.1%	Developed International 3.8%	Cash 1.2%	Fixed Income 4.4%	Cash 0
Cash 0.1%	Emerging Markets -18.4%	Commodities -1.1%	Commodities -9.5%	Commodities -17.0%	Commodities -24.7%	Cash 0.3%	Cash 0.8%	Emerging Markets -14.6%	Cash 2.2%	Commodities -3.1%	Emerging Markets -2.5%	Small Cap -20.5%	Commodities -7.9%	Fixed Income 1.3%	Commodities -1.0%	Cash 0.5%	Commodities -0.15

Asset Class Key

Large Cap:	S&P 500	Developed International:	MSCI EAFE	Fixed Income:	Bloomberg Barclays US Agg
Mid Cap:	S&P 400	Emerging Markets:	MSCI Emerging Markets	Treasury Bills:	Bloomberg Barclays 1-3M Treasury Bills
Small Cap:	Russell 2000	High Yield	Bloomberg Barclays US Corporate High Yield	Commodities:	Bloomberg Commodity Total Return Index

Asset Allocation Weights

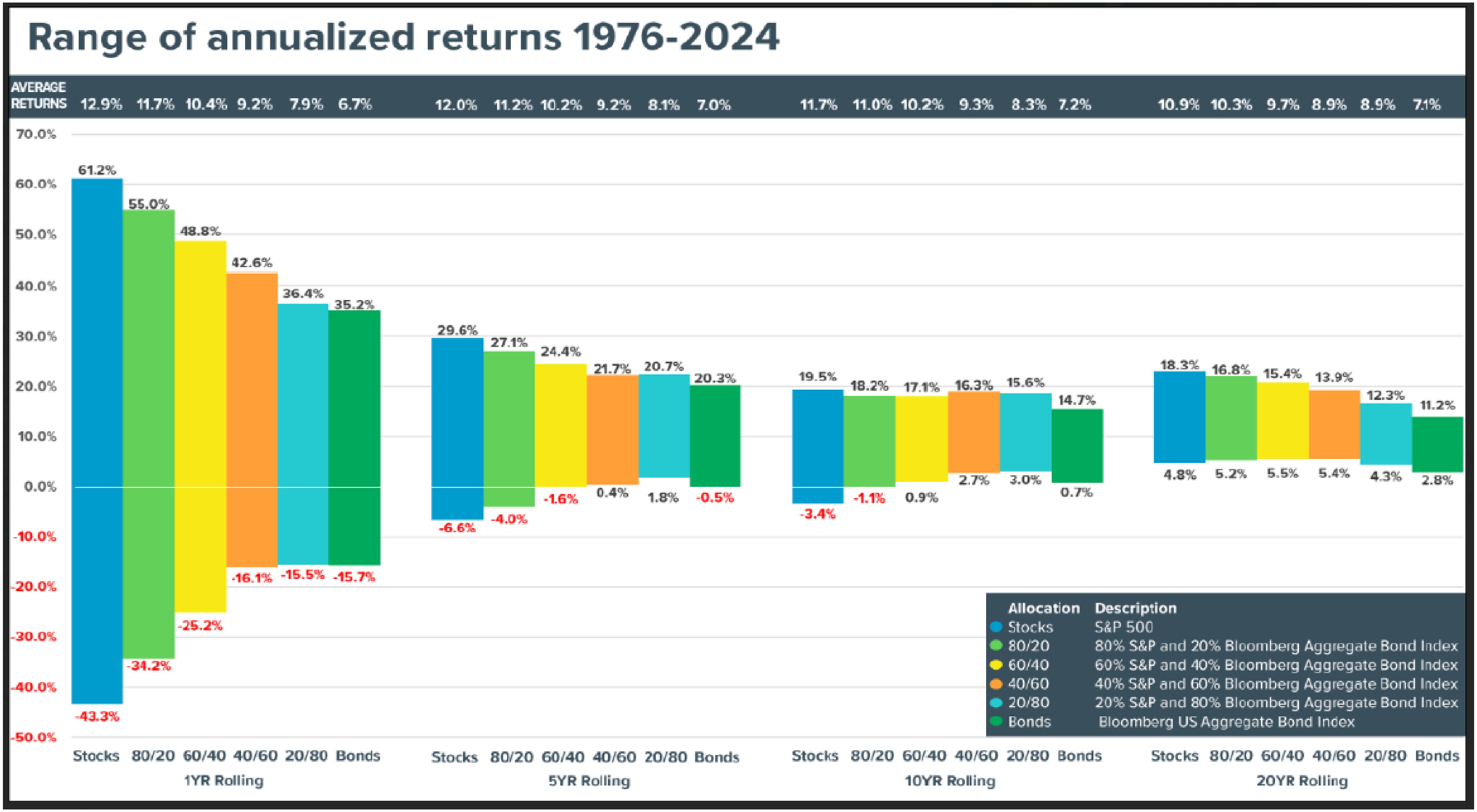
Large Cap:	40%	Developed International:	9%	Fixed Income:	30%
Mid Cap:	4%	Emerging Markets:	3%	Treasury Bills:	3%
Small Cap:	4%	High Yield	5%	Commodities:	2%

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

The Value of Time

The following chart displays the historical high, low, and average performance of various stock and bond benchmarks over rolling periods from 1976 to 2024.

As the rolling time-period increases, the range of outcomes narrows as the highs and lows become less extreme. Our key takeaway from this chart is that the longer the time-period, the greater historical likelihood of generating a positive return. Over the short-term, markets can be extremely volatile with severe drawdowns occurring suddenly. Over the long-term, markets have historically increased and rewarded those who stayed invested. *Past performance is no guarantee of future returns. Consider your own risk tolerance, financial circumstances, and time horizon when investing.*

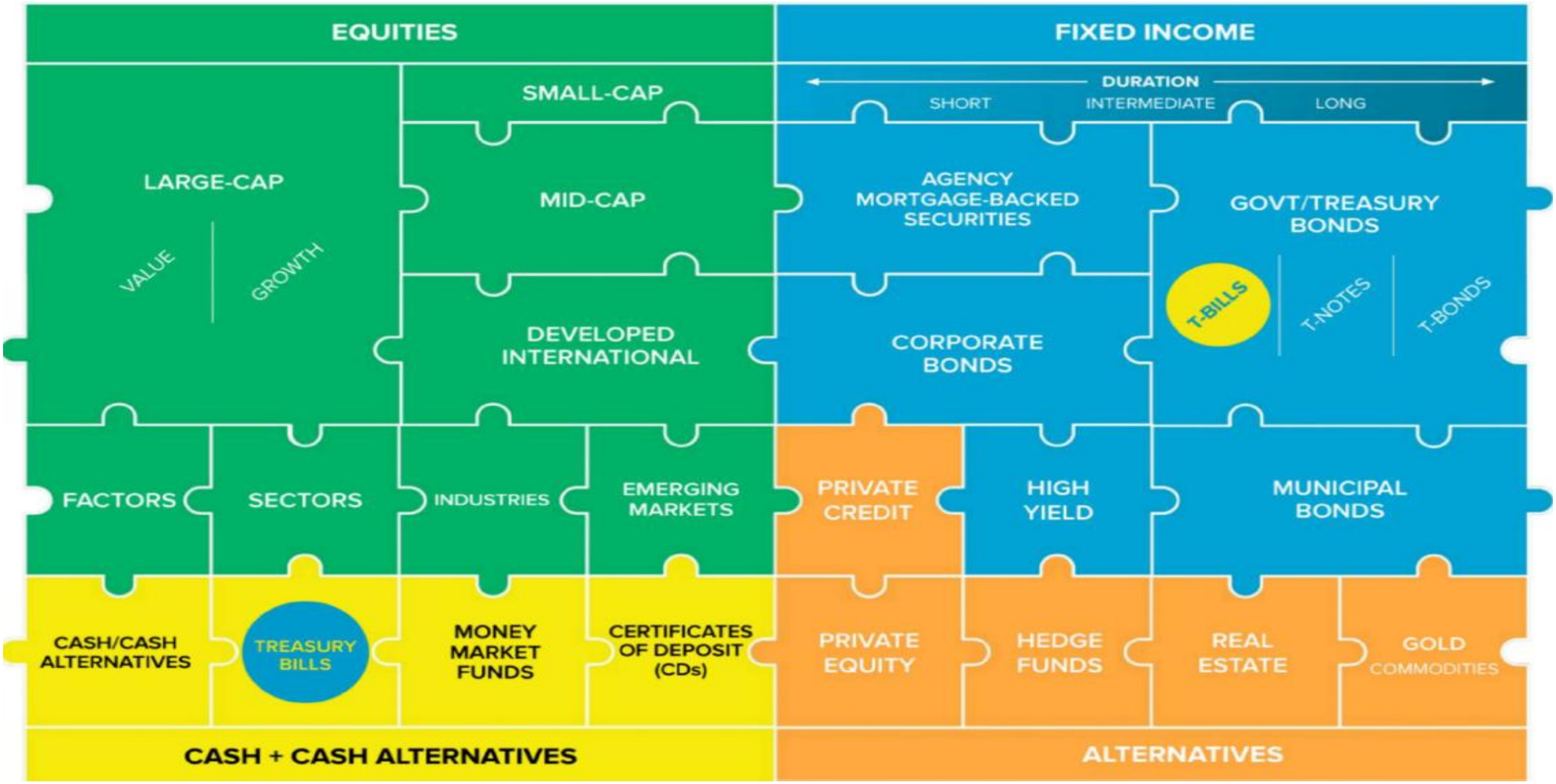


Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

The Importance of Asset Allocation

Asset allocation is the process of strategically distributing investments across various asset categories — such as equities, fixed income, alternatives, and cash — to seek an optimal balance between risk and return. We believe the ideal asset allocation is personalized, reflecting each investor's unique financial goals, risk tolerance, and investment time horizon. *Asset allocation does not ensure a profit or protect against loss. There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio.*

Asset allocation investing is akin to assembling a complex puzzle, where each asset class represents a unique piece contributing to the overall picture of a well-balanced portfolio. Similar to puzzle pieces that vary in shape, size, and color, different asset classes offer distinct characteristics, return potential, and risk profiles. Some pieces fit together seamlessly, seeking stability and income, while others add growth potential.

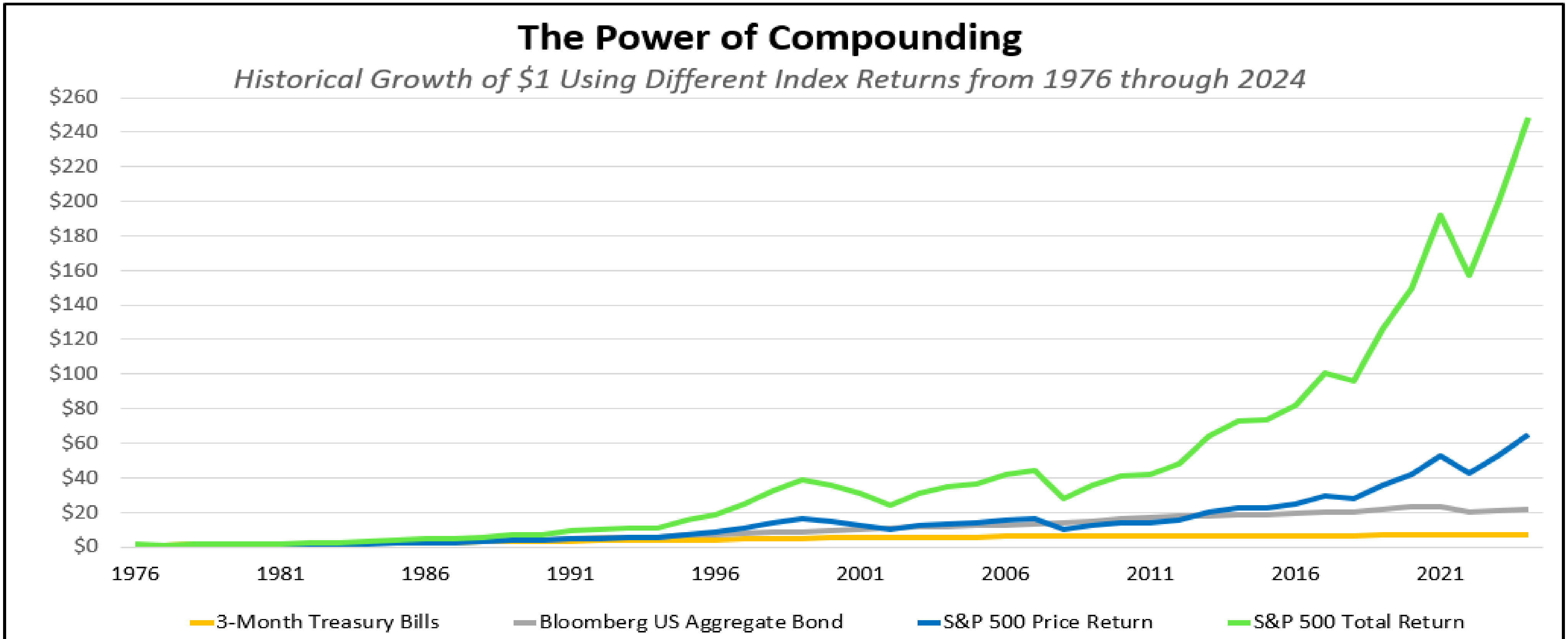


Source: Winthrop Wealth

The Power of Compounding

Compound growth refers to the return on an initial amount of money (principal), as well as on any accumulated earnings (interest, dividends, and/or price appreciation). The power of compounding, which becomes more noticeable over time, is the ability to add accumulated earnings onto the initial principal each period. Although compounding offers the potential for substantial growth over long periods, it requires consistency and discipline. *All investing involves risk. No strategy guarantees success.*

To better illustrate this concept, the graph below showcases the historical growth of $1 invested in various indices from 1976 to 2024. Although these indices have different risk-return profiles, all have shown the historical ability to compound returns over long periods. *All indexes mentioned are unmanaged indexes which cannot be invested into directly. Unmanaged index returns do not reflect fees, expenses, or sales charges. Index performance is not indicative of the performance of any investment. Past performance is no guarantee of future results.*



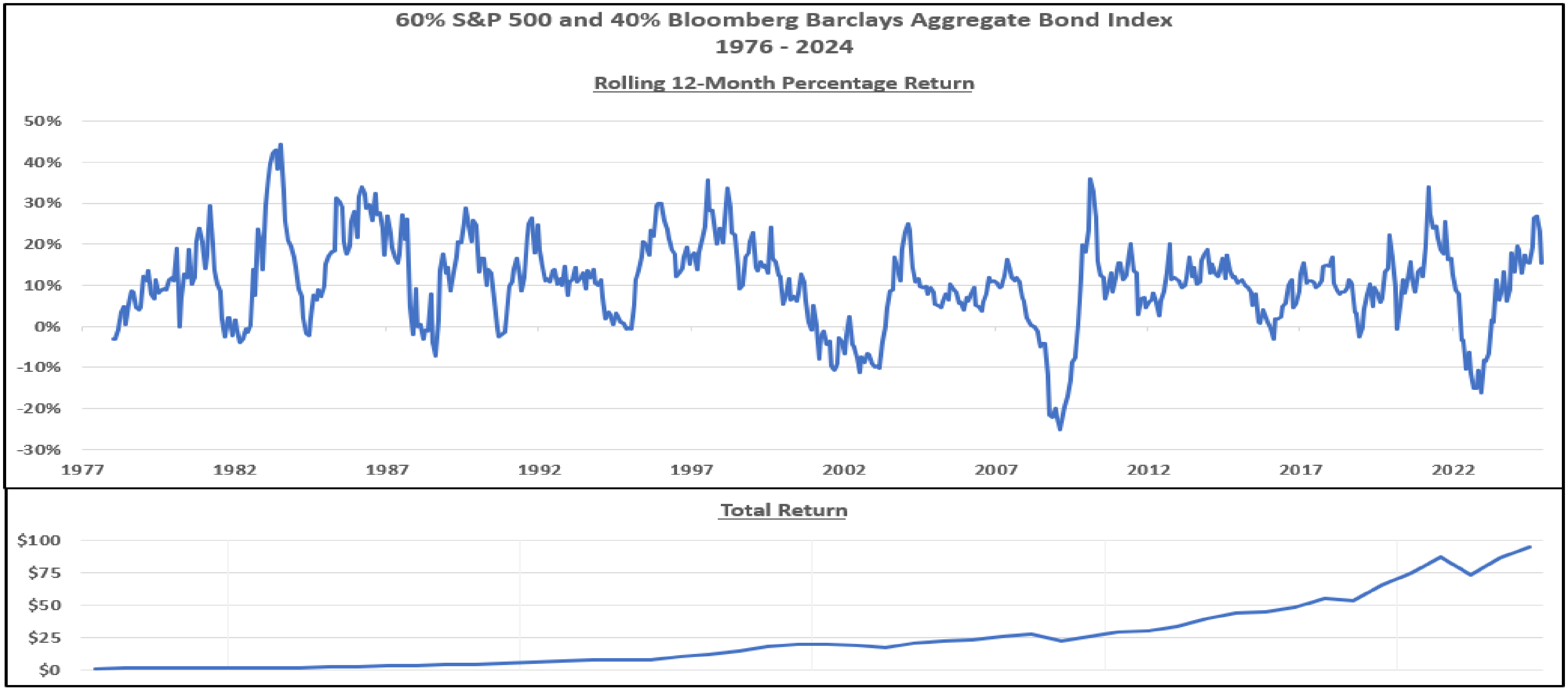
Index	Annualized Return	Growth of $1
3-Month Treasury Bills	4.12%	$7
Bloomberg US Aggregate Bond	6.46%	$21
S&P 500 Price Return	8.90%	$65
S&P 500 Total Return	11.91%	$248

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Withdrawing Money

One of the most common and costly mistakes an investor can make is to not plan for a scheduled cash flow need in advance, and then fund it by selling equities AFTER a significant market decline. A major component of our [Total Net Worth Approach] to comprehensive financial planning and investment management is to identify and account for upcoming cash flow needs. We often invest at least two to three years of scheduled cash flows in conservative ultra-short fixed income to decrease the likelihood that we will need to sell out of risk assets after a market decline to fund distributions.

The following graphic is helpful to understand our approach to funding distributions. The chart displays both the Rolling 12-Month Percentage Return and Total Return from 1976 through 2024 of a benchmark comprised 60% S&P 500 and 40% Bloomberg Aggregate Bond Index. The Rolling 12-Month Percentage Return portion shows that returns can vary significantly over annual periods. When equity markets are strong, we frequently fund distributions from equity holdings, which means we are trimming stocks into strength. When equity markets are weak, we often fund distributions from the more conservative fixed income holdings. *All indexes mentioned are unmanaged indexes which cannot be invested into directly. Unmanaged index returns do not reflect fees, expenses, or sales charges. Index performance is not indicative of the performance of any investment. Past performance is no guarantee of future results.*



Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Investing New Money

Since the investor's worst nightmare is to invest new money right before a significant market decline, we decided to examine both the short and long-term impacts of this scenario.

The following chart displays the performance of the S&P 500 during the last ten bear markets going back to 1950. In our two scenarios, the investor puts money to work at a "terrible" time, either 30- or 90-days before the eventual bear market bottom.

This study illustrates that time invested in the market matters more than investing at the perfect time. In investing, perfect can be the enemy of good. While it would be nice to make the perfect investment at THE market bottom, if you believe the current environment is at least a good time to invest, then we suggest putting a portion of your capital to work. No one knows when the ultimate market bottom will occur since it can only be identified in hindsight (although this will not stop the pundits from guessing). *Historically, equity markets have recovered from recessions and downturns; however, past performance is no guarantee of future returns. Consider your own risk tolerance, financial circumstances, and time horizon when investing.*

At Winthrop Wealth, we work closely with our clients to execute a transparent plan to invest new money. In our opinion, the best way to put new money to work is to agree to an investing schedule with some flexibility that makes the client feel confident in the process. Rather than attempting to wait for the perfect time to buy, our approach allows us to make a series of buys and to save some dry powder as new opportunities arise. This increases the chances that some of our buys may be at good to great prices. In our opinion, our methodical approach is far more effective than trying to find the perfect time to invest everything at once. *No strategy assures success and all investing involves risk, including loss of principle.*

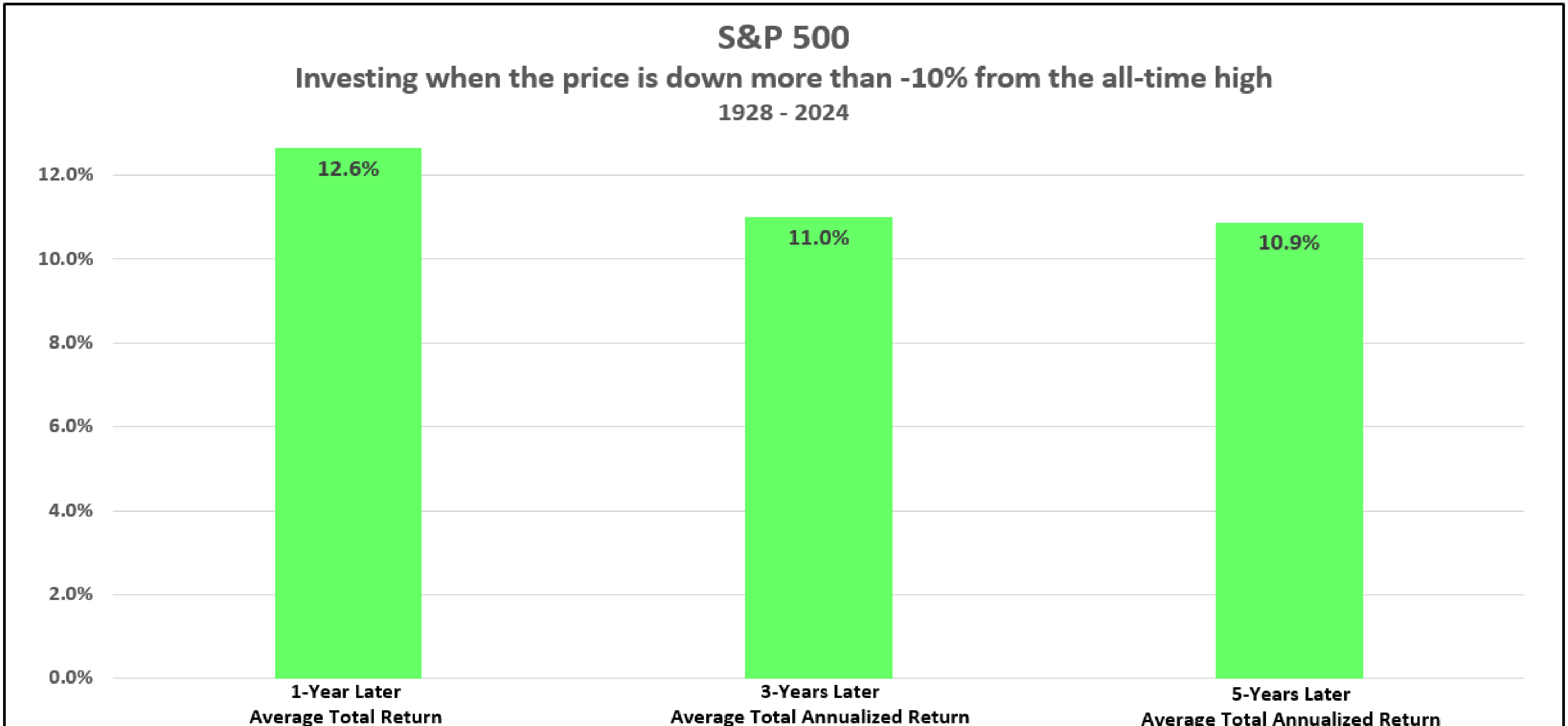
S&P 500 Bear Markets (1950 - 2024)				Invest 1-Month Before Market Bottom			Invest 3-Months Before Market Bottom		
Bear Market	Market Peak	Market Bottom	Price Decline	1-Month Total Return	12-Month Total Return	24-Month Total Return	3-Month Total Return	12-Month Total Return	24-Month Total Return
Eisenhower Recession	July 1957	October 1957	-20.7%	-9.8%	17.3%	35.8%	-19.0%	-0.1%	32.0%
Flash Crash of 1962 / Cold War	December 1961	June 1962	-28.0%	-12.0%	21.8%	44.6%	-24.8%	-1.5%	20.9%
Tech Crash of 1970	November 1968	May 1970	-35.4%	-16.0%	30.2%	38.4%	-21.7%	12.6%	27.2%
Stagflation	January 1973	October 1974	-48.2%	-11.3%	27.8%	60.6%	-24.6%	18.3%	35.8%
Volcker Tightening	November 1980	August 1982	-27.1%	-5.9%	58.9%	50.7%	-11.8%	47.4%	48.0%
Crash of 1987	August 1987	December 1987	-33.5%	-9.8%	16.3%	45.6%	-28.7%	-13.4%	20.0%
Tech Bubble	March 2000	October 2002	-49.1%	-13.8%	15.4%	28.1%	-15.9%	9.6%	24.3%
Global Financial Crisis	October 2007	March 2009	-56.8%	-21.8%	25.6%	58.5%	-23.3%	26.4%	45.1%
Global Pandemic	February 2020	March 2020	-33.9%	-32.8%	19.1%	34.5%	-30.3%	16.6%	51.4%
Inflation / Fed Tightening	January 2022	October 2022	-25.4%	-12.9%	10.4%	39.4%	-5.2%	20.9%	52.9%
Average			**-35.8%**	**-14.6%**	**24.3%**	**43.6%**	**-20.5%**	**13.7%**	**35.8%**

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Investing After Market Declines

The following chart utilizes S&P 500 month-end data from 1928 – 2024 and shows the subsequent 1-, 3-, and 5-Year total return when the initial investment occurs when the index price is down more than -10% from the all-time high. Historically investing after market declines has produced both strong average annualized returns and a high percentage of positive outcomes.

During difficult market periods, we believe those who were able to either stay invested, rebalance, or add to their existing holdings will eventually be rewarded. *Historically, equity markets have recovered from recessions and downturns. Past performance is no guarantee of future returns. Consider your own risk tolerance, financial circumstances, and time horizon.*



Percent of Positive Returns

1-Year Later	3-Years Later	5-Years Later
75%	84%	90%

Source: Bloomberg. Past performance does not guarantee future results and it is not possible to invest directly into an index.

Disclosures

Content in this material is for general information only and not intended to provide specific advice or recommendations for any individual.

The economic forecasts set forth in this material may not develop as predicted and there can be no guarantee that strategies promoted will be successful.

All indexes mentioned are unmanaged indexes which cannot be invested into directly. Unmanaged index returns do not reflect fees, expenses, or sales charges. Index performance is not indicative of the performance of any investment. Past performance is no guarantee of future results.

The Standard & Poor's 500 Index is a capitalization weighted index of 500 stocks designed to measure performance of the broad domestic economy through changes in the aggregate market value of 500 stocks representing all major industries.

The S&P Midcap 400 Stock Index is an unmanaged index generally representative of the market for the stocks of mid-sized US companies.
The Russell 2000 Index is an unmanaged index generally representative of the 2,000 smallest companies in the Russell 3000 index, which represents approximately 10% of the total market capitalization of the Russell 3000 Index.

The prices of small cap stocks and mid cap stocks are generally more volatile than large cap stocks.

The MSCI EAFE Index is a free float-adjusted market capitalization index that is designed to measure the equity market performance of developed markets, excluding the US & Canada. The MSCI EAFE Index consists of the following developed country indices: Australia, Austria, Belgium, Denmark, Finland, France, Germany, Hong Kong, Ireland, Israel, Italy, Japan, the Netherlands, New Zealand, Norway, Portugal, Singapore, Spain, Sweden, Switzerland and the UK.

The MSCI EM (Emerging Markets) Index is a free float-adjusted market capitalization weighted index that is designed to measure the equity market performance of the emerging market countries of the Americas, Europe, the Middle East, Africa and Asia. The MSCI EM Index consists of the following emerging market country indices: Brazil, Chile, Colombia, Mexico, Peru, Czech Republic, Egypt, Greece, Hungary, Poland, Qatar, Russia, South Africa. Turkey, United Arab Emirates, China, India, Indonesia, Korea, Malaysia, Philippines, Taiwan, and Thailand.

International investing involves special risks such as currency fluctuation and political instability and may not be suitable for all investors. These risks are often heightened for investments in emerging markets.
The Bloomberg Capital US Corporate High Yield Bond index is an index representative of the universe of fixed-rate, non-investment grade debt.

The Bloomberg U.S. Aggregate Bond Index is an index of the U.S. investment-grade fixed-rate bond market, including both government and corporate bonds.

The Bloomberg US Treasury Bills 1-3 Month Index is designed to measure the performance of public obligations of the U.S. Treasury that have a remaining maturity of greater than or equal to 1 month and less than 3 months. The Index includes all publicly issued zero coupon U.S. Treasury Bills that have a remaining maturity of less than 3 months and at least 1 month, are rated investment grade, and have $300 million or more of outstanding face value.

Bonds are subject to market and interest rate risk if sold prior to maturity. Bond values will decline as interest rates rise and bonds are subject to availability and change in price.

The Bloomberg Commodity Total Return index is composed of futures contracts and reflects the returns on a fully collateralized investment in the BCOM. This combines the returns of the BCOM with the returns on cash collateral invested in 13 week (3 Month) U.S. Treasury Bills.

Government bonds and Treasury bills are guaranteed by the US government as to the timely payment of principal and interest and, if held to maturity, offer a fixed rate of return and fixed principal value.

DALBAR'S Quantitative Analysis of Investor Behavior (QAIB) study examines real investor returns from equity, fixed income and money market mutual funds from January 1995 through December 2024. The study was originally conducted by DALBAR, Inc. in 1994 and was the first to investigate how mutual fund investors' behavior affects the returns they actually earn.

Financial planning is a tool intended to review your current financial situation, investment objectives and goals, and suggest potential planning ideas and concepts that may be of benefit. There is no guarantee that financial planning will help you reach your goals.

Asset allocation does not ensure a profit or protect against loss. There is no guarantee that a diversified portfolio will enhance overall returns or outperform a non-diversified portfolio.

Diversification does not protect against market risk. All investing involves risk which you should be prepared to bear.

The Armageddonists

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