

March 16, 2020

Dear Trilogy Friends,

We have witnessed some extraordinary days in the financial markets and wanted to reach out to you again to discuss our perspective at this point in time.

## SAFETY

For the next several weeks, we are asking clients to conduct reviews over the phone and online. If an office visit is necessary, we will maintain safety protocols and ask that clients refrain from visiting if they are not feeling well or could be at risk due to personal health issues.

## PERSPECTIVE

It's hard to remember in the midst of a crisis that while this virus is new, market sell-offs are not; we have seen this kind of stock market movement before. When we, as advisors, think about market downturns, we ask ourselves several questions:

- How significant are the factors driving this downturn, i.e. do they present a fundamental change in the way our economy functions over the long term?
- Are these problems likely to be permanent?
- Are clients invested appropriately for their individual situation, given what we know today?

## SUMMARY

The Corona Virus is tragic and significant to worldwide health, yet we do not believe we are in an irreversible economic crisis. The financial impact will be felt for many months to come, but we maintain that underlying economic strength can help lift the economy out of the lower levels we see today.

Expect the next weeks and months to be volatile as more of the US is impacted by the virus. We don't know exactly when, but evidence indicates the virus will eventually trend lower and life and economic productivity will return.

Please stay focused on your health and the health of loved ones – we are here for you to help provide valuable advice and guidance as always.

Sincerely,

Tom Hofbauer, Steve Hess, CFP®, Jill Powers, CFP® and Adam Smith, CFP®, ChFC®