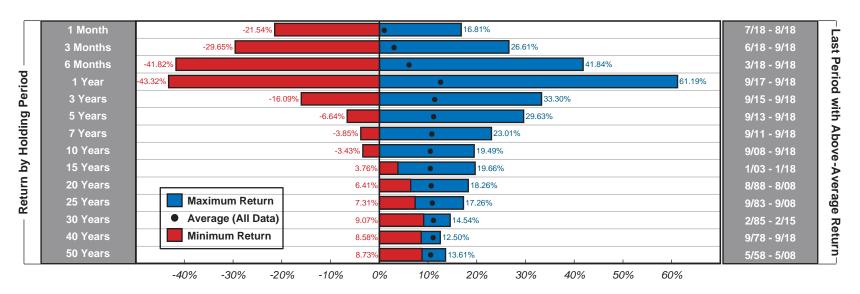


Asset Performance Profile - Large Capitalization Stocks The Standard & Poor's 500 Index

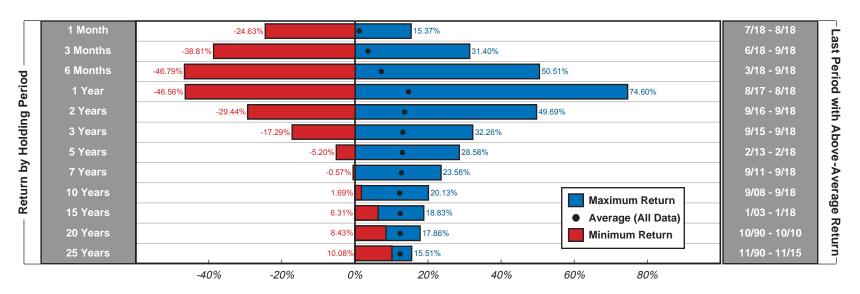
| | Holding Period | 1 Month | 3 Months | 6 Months | 1 Year | 3 Years | 5 Years | 7 Years | 10 Years | 15 Years | 20 Years | 25 Years | 30 Years | 40 Years | 50 Years | |
|--------------------------|------------------------|------------|-------------|-------------|-----------|------------|------------|------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------------------|
| ing 8 | Return | 0.57% | 7.71% | 11.41% | 17.91% | 17.31% | 13.95% | 16.91% | 11.97% | 9.65% | 7.42% | 9.81% | 10.61% | 11.79% | 10.16% | Pe En 9/ |
| Period Ending 9/18 | Percentile | 42.7 | 76.0 | 70.8 | 62.7 | 77.3 | 61.3 | 81.6 | 59.2 | 45.1 | 10.2 | 40.0 | 39.7 | 80.0 | 49.3 | Period Ending 9/18 |
| | Maximum Return | 16.81% | 26.61% | 41.84% | 61.19% | 33.30% | 29.63% | 23.01% | 19.49% | 19.66% | 18.26% | 17.26% | 14.54% | 12.50% | 13.61% | |
| | Average Gain | 3.33% | 6.50% | 10.90% | 18.78% | 13.58% | 12.24% | 10.97% | 10.87% | 10.46% | 10.65% | 10.87% | 11.10% | 11.04% | 10.52% | |
| ∞ | Median Gain | 2.83% | 5.72% | 9.33% | 17.08% | 12.61% | 12.78% | 11.42% | 10.47% | 10.44% | 10.27% | 10.16% | 10.83% | 11.01% | 10.17% | '_ |
| 9/201 | Average (All Data) | 0.99% | 3.00% | 6.09% | 12.56% | 11.35% | 11.14% | 10.77% | 10.46% | 10.46% | 10.65% | 10.87% | 11.10% | 11.04% | 10.52% | 1950 |
| 1 | Median (All Data) | 1.22% | 3.32% | 6.41% | 13.67% | 11.66% | 11.69% | 10.99% | 10.13% | 10.44% | 10.27% | 10.16% | 10.83% | 11.01% | 10.17% |) (|
| through | Median Loss | -2.35% | -3.70% | -5.71% | -8.96% | -5.52% | -1.62% | -1.51% | -0.94% | | | | Periods | | | ا و |
|] o | Average Loss | -3.17% | -5.37% | -7.70% | -11.04% | -6.20% | -1.74% | -1.62% | -1.24% | | with | nout Nega | ative Retu | irns | | ough. |
| | Minimum Return | -21.54% | -29.65% | -41.82% | -43.32% | -16.09% | -6.64% | -3.85% | -3.43% | 3.76% | 6.41% | 7.31% | 9.07% | 8.58% | 8.73% | |
| 950 | Percent Negative | 36.0% | 29.3% | 25.9% | 20.9% | 11.3% | 7.8% | 1.6% | 3.4% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 9/2018 |
| - | Percent Positive | 64.0% | 70.7% | 74.1% | 79.1% | 88.7% | 92.2% | 98.4% | 96.6% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | " |
| | Greater Than Inflation | 60.6% | 64.5% | 68.5% | 73.6% | 79.2% | 76.2% | 84.0% | 82.4% | 93.5% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 1 |
| | Standard Deviation | 4.1 | 7.3 | 10.9 | 16.4 | 9.2 | 7.4 | 5.9 | 5.1 | 4.0 | 3.0 | 2.1 | 1.1 | 0.8 | 1.1 | |
| | First Observation | 1/1950 | 3/1950 | 6/1950 | 12/1950 | 12/1952 | 12/1954 | 12/1956 | 12/1959 | 12/1964 | 12/1969 | 12/1974 | 12/1979 | 12/1989 | 12/1999 | |
| | Total Observations | 825 | 823 | 820 | 814 | 790 | 766 | 742 | 706 | 646 | 586 | 526 | 466 | 346 | 226 | |



Data: Rolling returns using month-end data. Periods over one year are annualized. Inflation is measured utilizing the Consumer Price Index. Sources: Standard & Poor's Corporation; Bureau of Labor Statistics • Copyright © 2018 Crandall, Pierce & Company

Asset Performance Profile - Mid-Capitalization Stocks The Russell Midcap Index

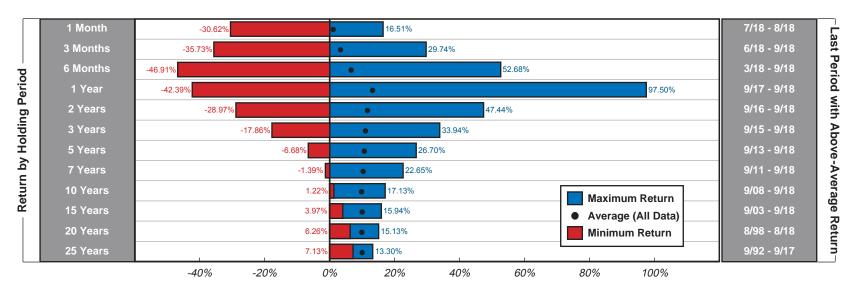
| | Holding Period | 1 Month | 3 Months | 6 Months | 1 Year | 2 Years | 3 Years | 5 Years | 7 Years | 10 Years | 15 Years | 20 Years | 25 Years | |
|--------------------------|------------------------|------------|-------------|-------------|-----------|------------|------------|------------|------------|-------------|-------------|-------------|-------------|--------------------------|
| ing 8 | Return | -0.64% | 5.00% | 7.96% | 13.98% | 14.65% | 14.52% | 11.65% | 16.09% | 12.31% | 11.07% | 10.31% | 10.99% | Pe End 9/ |
| Period Ending 9/18 | Percentile | 30.2 | 55.0 | 50.3 | 43.6 | 52.9 | 50.1 | 37.1 | 76.3 | 46.4 | 37.0 | 21.0 | 11.8 | Period Ending 9/18 |
| | Maximum Return | 15.37% | 31.40% | 50.51% | 74.60% | 49.69% | 32.26% | 28.58% | 23.56% | 20.13% | 18.83% | 17.86% | 15.51% | |
| | Average Gain | 3.84% | 7.66% | 12.10% | 21.16% | 16.02% | 15.10% | 13.20% | 12.76% | 12.19% | 12.37% | 12.36% | 12.34% | |
| ∞ | Median Gain | 3.29% | 6.77% | 10.07% | 19.00% | 15.20% | 15.27% | 14.22% | 13.13% | 12.60% | 12.52% | 12.13% | 11.76% | |
| 9/201 | Average (All Data) | 1.16% | 3.56% | 7.19% | 14.65% | 13.54% | 13.08% | 12.94% | 12.69% | 12.19% | 12.37% | 12.36% | 12.34% | 979 |
| 6/2 | Median (All Data) | 1.51% | 4.13% | 7.91% | 16.03% | 13.92% | 14.48% | 14.08% | 13.10% | 12.60% | 12.52% | 12.13% | 11.76% | |
| lgh | Median Loss | -2.65% | -4.34% | -7.57% | -8.02% | -8.93% | -5.04% | -0.95% | -0.37% | | Holding | Periods | | through |
| through | Average Loss | -3.54% | -6.45% | -9.56% | -11.46% | -10.80% | -5.64% | -1.95% | -0.37% | W | ithout Nega | ative Retur | ns | lgh |
| 9 th | Minimum Return | -24.63% | -38.81% | -46.79% | -46.56% | -29.44% | -17.29% | -5.20% | -0.57% | 1.69% | 6.31% | 8.43% | 10.08% | 9/201 |
| 97 | Percent Negative | 36.3% | 29.1% | 22.7% | 20.0% | 9.3% | 9.7% | 1.7% | 0.5% | 0.0% | 0.0% | 0.0% | 0.0% | 018 |
| 7 | Percent Positive | 63.7% | 70.9% | 77.3% | 80.0% | 90.7% | 90.3% | 98.3% | 99.5% | 100.0% | 100.0% | 100.0% | 100.0% |] " |
| | Greater Than Inflation | 60.6% | 66.5% | 72.7% | 74.7% | 86.8% | 89.1% | 92.3% | 98.5% | 99.2% | 100.0% | 100.0% | 100.0% |] |
| | Standard Deviation | 4.7 | 8.7 | 12.5 | 18.0 | 11.3 | 8.5 | 6.2 | 4.6 | 3.8 | 3.0 | 2.2 | 1.5 | |
| | First Observation | 1/1979 | 3/1979 | 6/1979 | 12/1979 | 12/1980 | 12/1981 | 12/1983 | 12/1985 | 12/1988 | 12/1993 | 12/1998 | 12/2003 | |
| | Total Observations | 477 | 475 | 472 | 466 | 454 | 442 | 418 | 394 | 358 | 298 | 238 | 178 | |



Data: Rolling returns using month-end data. Periods over one year are annualized. Inflation is measured utilizing the Consumer Price Index. Sources: FTSE Russell; Bureau of Labor Statistics • Copyright © 2018 Crandall, Pierce & Company

Asset Performance Profile - Small Capitalization Stocks The Russell 2000 Index

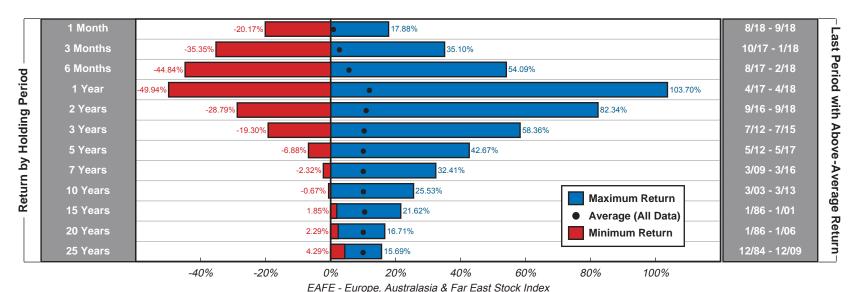
| | Holding Period | 1 Month | 3 Months | 6 Months | 1 Year | 2 Years | 3 Years | 5 Years | 7 Years | 10 Years | 15 Years | 20 Years | 25 Years | |
|--------------------------|------------------------|------------|-------------|-------------|-----------|------------|------------|------------|------------|-------------|-------------|--------------|-------------|--------------------------|
| od ing 8 | Return | -2.41% | 3.57% | 11.60% | 15.23% | 17.96% | 17.12% | 11.07% | 16.43% | 11.11% | 10.11% | 9.45% | 9.38% | Pe En |
| Period Ending 9/18 | Percentile | 24.7 | 48.9 | 66.8 | 53.1 | 68.6 | 78.0 | 49.1 | 90.3 | 66.1 | 49.4 | 46.4 | 35.5 | Period Ending 9/18 |
| | Maximum Return | 16.51% | 29.74% | 52.68% | 97.50% | 47.44% | 33.94% | 26.70% | 22.65% | 17.13% | 15.94% | 15.13% | 13.30% | |
| | Average Gain | 4.41% | 8.89% | 13.26% | 21.38% | 14.79% | 12.96% | 11.32% | 10.37% | 9.80% | 10.02% | 9.89% | 10.00% | |
| w | Median Gain | 3.83% | 7.52% | 11.02% | 18.33% | 14.22% | 12.35% | 11.70% | 10.14% | 9.86% | 10.15% | 9.62% | 9.65% | |
| | Average (All Data) | 1.09% | 3.34% | 6.63% | 13.20% | 11.66% | 11.01% | 10.68% | 10.31% | 9.80% | 10.02% | 9.89% | 10.00% | 979 |
| 9/20 | Median (All Data) | 1.72% | 3.71% | 6.86% | 13.69% | 12.12% | 11.43% | 11.19% | 10.13% | 9.86% | 10.15% | 9.62% | 9.65% | |
| gh | Median Loss | -3.27% | -5.03% | -7.90% | -10.53% | -4.56% | -6.07% | -1.62% | -1.33% | | | Periods | | through |
| through | Average Loss | -4.35% | -7.29% | -9.77% | -12.37% | -7.81% | -6.27% | -2.21% | -1.33% | w | ithout Nega | ative Returi | าร | lgh |
| | Minimum Return | -30.62% | -35.73% | -46.91% | -42.39% | -28.97% | -17.86% | -6.68% | -1.39% | 1.22% | 3.97% | 6.26% | 7.13% | 9/201 |
| 97 | Percent Negative | 37.7% | 34.3% | 28.8% | 24.2% | 13.9% | 10.2% | 4.8% | 0.5% | 0.0% | 0.0% | 0.0% | 0.0% | 018 |
| 7 | Percent Positive | 62.3% | 65.7% | 71.2% | 75.8% | 86.1% | 89.8% | 95.2% | 99.5% | 100.0% | 100.0% | 100.0% | 100.0% |] " |
| | Greater Than Inflation | 60.8% | 62.7% | 66.1% | 70.6% | 77.5% | 86.0% | 87.3% | 97.5% | 98.6% | 100.0% | 100.0% | 100.0% |] |
| | Standard Deviation | 5.5 | 10.2 | 14.5 | 20.5 | 11.7 | 8.6 | 6.2 | 4.4 | 3.2 | 2.6 | 1.8 | 1.4 | |
| | First Observation | 1/1979 | 3/1979 | 6/1979 | 12/1979 | 12/1980 | 12/1981 | 12/1983 | 12/1985 | 12/1988 | 12/1993 | 12/1998 | 12/2003 | |
| | Total Observations | 477 | 475 | 472 | 466 | 454 | 442 | 418 | 394 | 358 | 298 | 238 | 178 | |



Data: Rolling returns using month-end data. Periods over one year are annualized. Inflation is measured utilizing the Consumer Price Index. Sources: FTSE Russell; Bureau of Labor Statistics • Copyright © 2018 Crandall, Pierce & Company

Asset Performance Profile - International Stocks The EAFE Stock Index

| | Holding Period | 1 Month | 3 Months | 6 Months | 1 Year | 2 Years | 3 Years | 5 Years | 7 Years | 10 Years | 15 Years | 20 Years | 25 Years | |
|--------------------------|------------------------|------------|-------------|-------------|-----------|------------|------------|------------|------------|-------------|-------------|--------------|-------------|--------------------------|
| ing ing | Return | 0.91% | 1.42% | 0.44% | 3.25% | 11.15% | 9.77% | 4.90% | 8.80% | 5.87% | 7.28% | 5.64% | 5.65% | Pe End 9/ |
| Period Ending 9/18 | Percentile | 48.4 | 42.9 | 32.4 | 32.2 | 54.0 | 55.0 | 32.9 | 53.8 | 28.8 | 39.5 | 22.3 | 18.5 | Period Ending 9/18 |
| | Maximum Return | 17.88% | 35.10% | 54.09% | 103.70% | 82.34% | 58.36% | 42.67% | 32.41% | 25.53% | 21.62% | 16.71% | 15.69% | |
| | Average Gain | 3.87% | 7.77% | 12.31% | 21.25% | 16.89% | 14.34% | 11.44% | 10.25% | 10.12% | 10.46% | 10.04% | 9.98% | |
| 8 | Median Gain | 3.16% | 6.43% | 10.41% | 18.25% | 13.89% | 10.75% | 9.26% | 8.40% | 7.61% | 9.38% | 10.93% | 10.94% | |
| 9/201 | Average (All Data) | 0.87% | 2.69% | 5.62% | 11.91% | 10.93% | 10.31% | 10.06% | 10.04% | 10.08% | 10.46% | 10.04% | 9.98% | 970 |
| | Median (All Data) | 1.01% | 2.86% | 5.04% | 11.22% | 9.81% | 8.85% | 8.53% | 8.25% | 7.60% | 9.38% | 10.93% | 10.94% | 0 # |
| ngh | Median Loss | -2.55% | -4.10% | -7.70% | -9.83% | -7.70% | -5.17% | -2.54% | -1.03% | -0.57% | | ding Periods | | through |
| throu | Average Loss | -3.62% | -6.12% | -9.13% | -12.69% | -9.47% | -6.17% | -2.57% | -1.05% | -0.57% | without | Negative I | Returns | ıgh |
| | Minimum Return | -20.17% | -35.35% | -44.84% | -49.94% | -28.79% | -19.30% | -6.88% | -2.32% | -0.67% | 1.85% | 2.29% | 4.29% | 9/201 |
| 970 | Percent Negative | 40.0% | 36.5% | 31.2% | 27.5% | 22.6% | 19.6% | 9.9% | 1.8% | 0.4% | 0.0% | 0.0% | 0.0% | 018 |
| 7 | Percent Positive | 60.0% | 63.5% | 68.8% | 72.5% | 77.4% | 80.4% | 90.1% | 98.2% | 99.6% | 100.0% | 100.0% | 100.0% |] ~ |
| | Greater Than Inflation | 57.1% | 58.0% | 61.4% | 64.5% | 68.5% | 68.0% | 72.1% | 88.8% | 88.6% | 98.3% | 99.4% | 100.0% |] |
| | Standard Deviation | 4.8 | 9.0 | 13.7 | 21.7 | 16.7 | 13.5 | 10.0 | 7.4 | 6.5 | 5.5 | 4.1 | 3.2 | |
| | First Observation | 1/1970 | 3/1970 | 6/1970 | 12/1970 | 12/1971 | 12/1972 | 12/1974 | 12/1976 | 12/1979 | 12/1984 | 12/1989 | 12/1994 | |
| | Total Observations | 585 | 583 | 580 | 574 | 562 | 550 | 526 | 502 | 466 | 406 | 346 | 286 | |

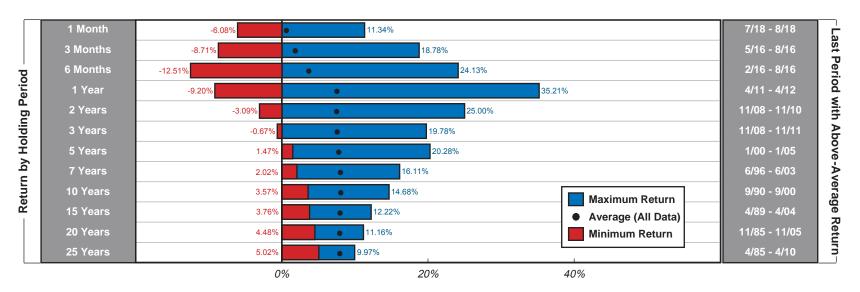


Data: Rolling returns using month-end data. Periods over one year are annualized. Inflation is measured utilizing the Consumer Price Index.

Sources: Morgan Stanley Capital International; Bureau of Labor Statistics • Copyright © 2018 Crandall, Pierce & Company

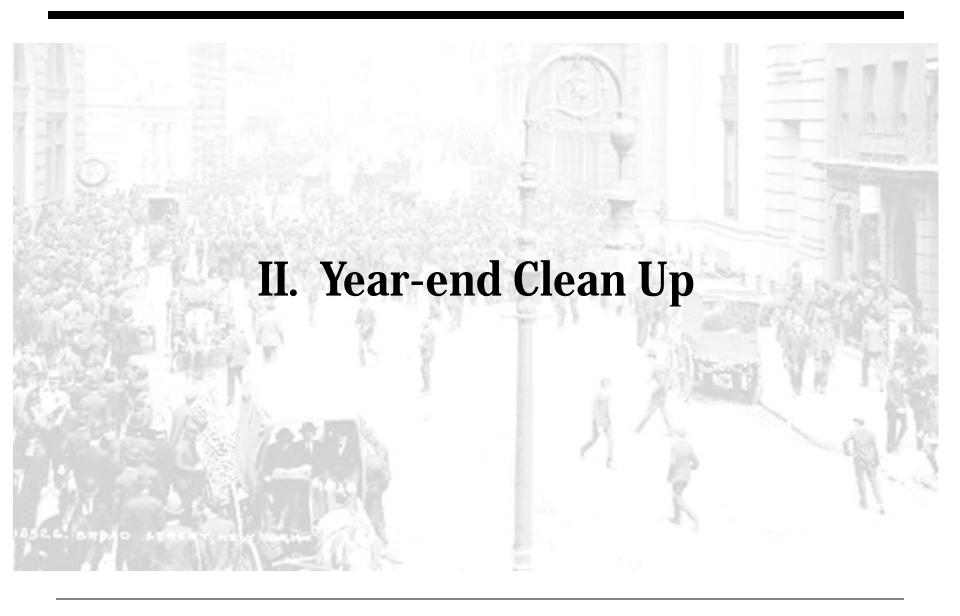
Asset Performance Profile Aggregate Bonds

| | Holding Period | 1 Month | 3 Months | 6 Months | 1 Year | 2 Years | 3 Years | 5 Years | 7 Years | 10 Years | 15 Years | 20 Years | 25 Years | |
|--------------------------|------------------------|------------|-------------|-------------|-----------|------------|------------|------------|------------|-------------|--------------|-------------|-------------|--------------------------|
| ing 18 | Return | -0.64% | 0.02% | -0.14% | -1.22% | -0.57% | 1.31% | 2.16% | 2.02% | 3.77% | 3.78% | 4.48% | 5.02% | Pe End |
| Period Ending 9/18 | Percentile | 15.0 | 21.7 | 14.5 | 4.9 | 1.4 | 2.5 | 2.6 | 0.0 | 2.0 | 0.6 | 0.0 | 0.0 | Period Ending 9/18 |
| | Maximum Return | 11.34% | 18.78% | 24.13% | 35.21% | 25.00% | 19.78% | 20.28% | 16.11% | 14.68% | 12.22% | 11.16% | 9.97% | |
| | Average Gain | 1.30% | 2.77% | 4.78% | 8.42% | 7.68% | 7.62% | 7.77% | 8.00% | 8.04% | 7.95% | 7.89% | 7.91% | 1 |
| w | Median Gain | 1.04% | 2.21% | 4.28% | 7.10% | 6.66% | 6.68% | 7.27% | 7.61% | 7.56% | 7.77% | 7.45% | 8.18% |] |
| 9/2018 | Average (All Data) | 0.60% | 1.81% | 3.66% | 7.51% | 7.47% | 7.55% | 7.77% | 8.00% | 8.04% | 7.95% | 7.89% | 7.91% | 976 |
| | Median (All Data) | 0.60% | 1.62% | 3.29% | 6.26% | 6.59% | 6.63% | 7.27% | 7.61% | 7.56% | 7.77% | 7.45% | 8.18% | |
| rough | Median Loss | -0.57% | -1.04% | -1.29% | -1.56% | -0.78% | -0.36% | | | | Periods | | | through |
| 5 | Average Loss | -0.90% | -1.67% | -1.84% | -1.97% | -1.44% | -0.41% | | W | ithout Nega | ative Returi | ns | | l gi |
| ₽ | Minimum Return | -6.08% | -8.71% | -12.51% | -9.20% | -3.09% | -0.67% | 1.47% | 2.02% | 3.57% | 3.76% | 4.48% | 5.02% | 9/201 |
| 926 | Percent Negative | 31.6% | 21.5% | 16.9% | 8.8% | 2.2% | 0.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 018 |
| 7 | Percent Positive | 68.4% | 78.5% | 83.1% | 91.2% | 97.8% | 99.2% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |] " |
| | Greater Than Inflation | 60.4% | 64.0% | 65.6% | 73.9% | 83.3% | 87.9% | 93.2% | 96.5% | 100.0% | 100.0% | 100.0% | 100.0% |] |
| | Standard Deviation | 1.5 | 3.0 | 4.2 | 6.8 | 5.1 | 4.4 | 3.7 | 3.1 | 2.8 | 2.3 | 1.8 | 1.4 | |
| | First Observation | 1/1976 | 3/1976 | 6/1976 | 12/1976 | 12/1977 | 12/1978 | 12/1980 | 12/1982 | 12/1985 | 12/1990 | 12/1995 | 12/2000 | |
| | Total Observations | 513 | 511 | 508 | 502 | 490 | 478 | 454 | 430 | 394 | 334 | 274 | 214 | |



Data: Rolling returns using month-end data. Periods over one year are annualized. Inflation is measured utilizing the Consumer Price Index.

Sources: Bloomberg Finance L.P.; Bureau of Labor Statistics • Copyright © 2018 Crandall, Pierce & Company



Year-end Clean Up

• Charitable contributions –

Make a list, check your budget, make a donation

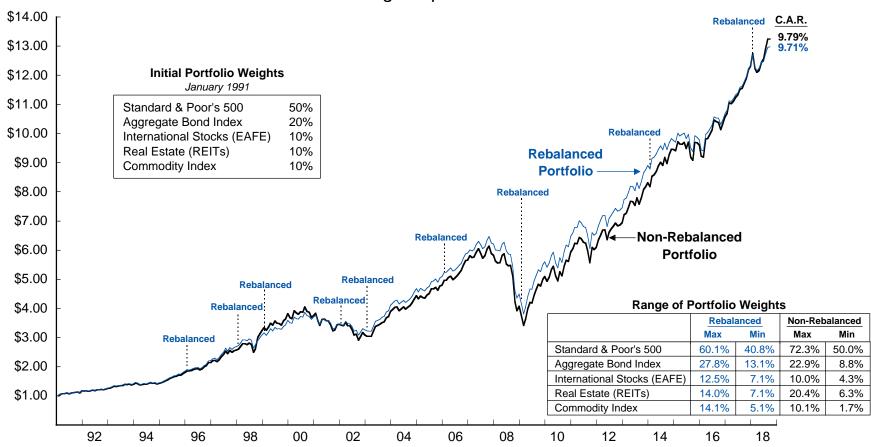
Charity starts at home –

Annual gift exemption \$15,000/person

- Review capital gains; Minimize
- Organize your tax information
- Review your asset allocation; Rebalance if needed

Rebalancing Strategy - 5% Threshold

1991 Through September 2018



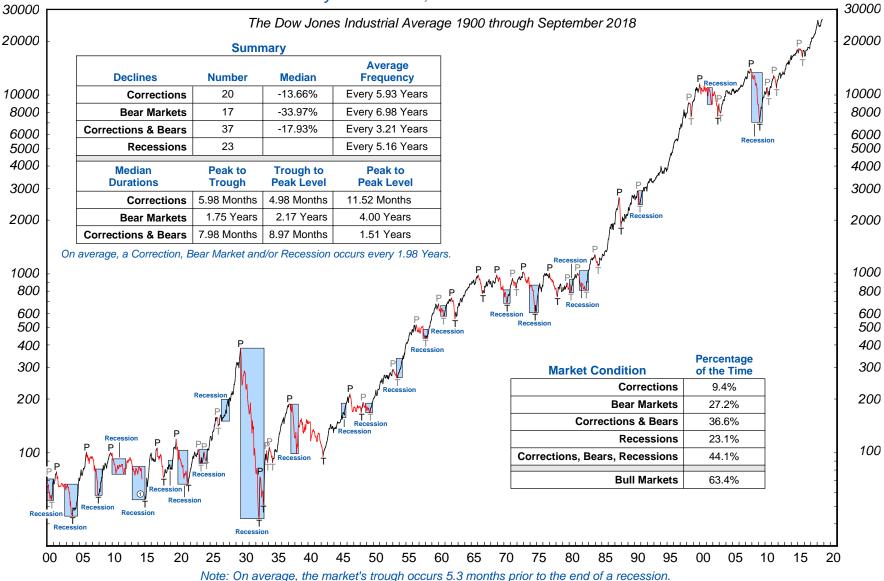
Rebalanced Portfolio - Reviewed at year-end and rebalanced to the initial portfolio weights if any asset is beyond (+/-) 5% of its initial weight

C.A.R. - Compound Annual Rate • This illustration does not take into account the tax and transaction costs of rebalancing. Sources: Standard & Poor's Corporation; Morgan Stanley Capital International; Wilshire Associates; Bloomberg Finance L.P. Copyright © 2018 Crandall, Pierce & Company • All rights reserved.



Why Have a Disciplined Investment Approach?

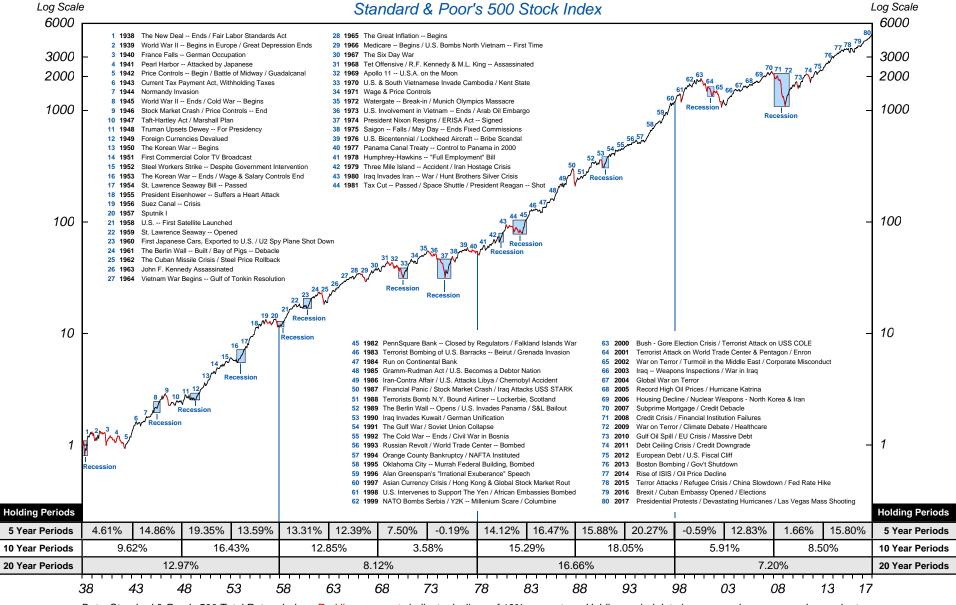
The Market has been affected by a Correction, Bear Market and/or Recession 44.1% of the time.



Red Line Segments: Corrections (P,T) - Minimum 10% decline but less than 20% & Bear Markets (P,T) - Minimum 20% decline. Data: Dow Jones Industrial Average (end of month) Recessions are as defined by The National Bureau of Economic Research. ^①The Stock Exchange was closed due to World War I.

Sources: Dow Jones & Company; National Bureau of Economic Research • Copyright © 2018 Crandall, Pierce & Company • All rights reserved.

Investment Success in Volatile Markets



Data: Standard & Poor's 500 Total Return Index • Red line segments indicate declines of 10% or greater. • Holding period data is expressed as compound annual rates.

Recessions are as defined by The National Bureau of Economic Research.

Sources: Standard & Poor's Corporation; National Bureau of Economic Research • Copyright © 2018 Crandall, Pierce & Company • All rights reserved.

Real Ten Year Returns

January 1950 - September 2018

| Worst Return | Average Return | Best Return | Portfolio Mix: | Period Ending 9/18 | Worst Return | Average Loss | Average Return | Average Gain | Best Return | Percent Negative | Percent Positive |
|-----------------|-------------------|----------------|-------------------------|--------------------------|-----------------|-----------------|-------------------|-----------------|----------------|---------------------|---------------------|
| -6.0 | | 6.7% | Stocks | 10.5% | -6.0% | -2.4% | 6.7% | 8.6% | 16.8% | 18% | 82% |
| -5. | 1% | 15.5% | Stocks 90% Bonds 10% | 9.6% | -5.1% | -2.2% | 6.3% | 8.0% | 15.5% | 17% | 83% |
| -4 | .2% | .9% | Stocks 80% Bonds 20% | 8.6% | -4.2% | -1.9% | 5.9% | 7.5% | 14.3% | 17% | 83% |
| | 3.3% | 13.2% | Stocks 70% Bonds 30% | 7.6% | -3.3% | -1.7% | 5.4% | 6.9% | 13.2% | 17% | 83% |
| | -3.0% | 12.5% | Stocks 60% Bonds 40% | 6.6% | -3.0% | -1.4% | 5.0% | 6.4% | 12.5% | 17% | 83% |
| | -2.8% | % 11.7% | Stocks 50% Bonds 50% | 5.7% | -2.8% | -1.2% | 4.6% | 5.8% | 11.7% | 16% | 84% |
| | -2.7% | 11.0% | Stocks 40% Bonds 60% | 4.7% | -2.7% | -1.2% | 4.2% | 5.1% | 11.0% | 14% | 86% |
| | -2.7% | 10.2% | Stocks 30% Bonds 70% | 3.7% | -2.7% | -1.0% | 3.8% | 4.6% | 10.2% | 14% | 86% |
| | -2.7% | 9.8% | Stocks 20% Bonds 80% | 2.7% | -2.7% | -0.9% | 3.4% | 4.1% | 9.8% | 14% | 86% |
| | -2.7% | 9.3% | Stocks 10% Bonds 90% | 1.8% | -2.7% | -0.9% | 2.9% | 3.5% | 9.3% | 13% | 87% |
| | -2.8% | 8.9% | Bonds | 0.8% | -2.8% | -0.9% | 2.5% | 3.0% | 8.9% | 12% | 88% |

The Consumer Price Index for September 2018 is preliminary.

Data: Rolling 10 year annualized returns using monthly data deflated by The Consumer Price Index (705 Observations)
Stocks: Standard & Poor's 500 Stock Index • Bonds: Intermediate Treasury Bonds • Inflation: Consumer Price Index

Sources: Standard & Poor's Corporation; Ryan Labs, Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Bureau of Labor Statistics

Real Five Year Returns

January 1950 - September 2018

| Worst Return | Average Return | Best Return | Portfolio Mix: | Period Ending 9/18 | Worst Return | Average Loss | Average Return | Average Gain | Best Return | Percent Negative | Percent Positive |
|-----------------|-------------------|----------------|-------------------------|--------------------------|-----------------|-----------------|-------------------|-----------------|----------------|---------------------|---------------------|
| -10.6% | 7.5% | 26.5% | Stocks | 12.4% | -10.6% | -3.3% | 7.5% | 10.9% | 26.5% | 24% | 76% |
| -9.5% | 7.0% | 24.9% | Stocks 90% Bonds 10% | 11.1% | -9.5% | -2.9% | 7.0% | 10.1% | 24.9% | 24% | 76% |
| -8.4% | 6.5% | 23.2% | Stocks 80% Bonds 20% | 9.9% | -8.4% | -2.5% | 6.5% | 9.2% | 23.2% | 23% | 77% |
| -7.3% | 6.0% | 21.6% | Stocks 70% Bonds 30% | 8.6% | -7.3% | -2.2% | 6.0% | 8.4% | 21.6% | 23% | 77% |
| -6.2 | 5.5% | 20.0% | Stocks 60% Bonds 40% | 7.3% | -6.2% | -1.9% | 5.5% | 7.5% | 20.0% | 21% | 79% |
| -5. | 5.0% | 18.4% | Stocks 50% Bonds 50% | 6.0% | -5.1% | -1.8% | 5.0% | 6.5% | 18.4% | 19% | 81% |
| -4 | 3% | 16.7% | Stocks 40% Bonds 60% | 4.7% | -4.3% | -1.7% | 4.4% | 5.6% | 16.7% | 16% | 84% |
| -4. | 3.9% | 15.2% | Stocks 30% Bonds 70% | 3.4% | -4.4% | -1.6% | 3.9% | 4.9% | 15.2% | 15% | 85% |
| -4. | 7% | 4.7% | Stocks 20% Bonds 80% | 2.1% | -4.7% | -1.5% | 3.4% | 4.3% | 14.7% | 15% | 85% |
| -4. | 2.9% | 4.3% | Stocks 10% Bonds 90% | 0.8% | -4.9% | -1.4% | 2.9% | 3.6% | 14.3% | 15% | 85% |
| -5.2 | 2.4% | 4.0% | Bonds | -0.5% | -5.2% | -1.2% | 2.4% | 3.2% | 14.0% | 20% | 80% |

The Consumer Price Index for September 2018 is preliminary.

Data: Rolling 5 year annualized returns using monthly data deflated by The Consumer Price Index (765 Observations) Stocks: Standard & Poor's 500 Stock Index • Bonds: Intermediate Treasury Bonds • Inflation: Consumer Price Index

Sources: Standard & Poor's Corporation; Ryan Labs, Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Bureau of Labor Statistics

Real Three Year Returns

January 1950 - September 2018

| Worst Return | Average Return | Best Return | Portfolio Mix: | Period Ending 9/18 | Worst Return | Average Loss | Average Return | Average Gain | Best Return | Percent Negative | Percent Positive |
|-----------------|-------------------|----------------|-------------------------|--------------------------|-----------------|-----------------|-------------------|-----------------|----------------|---------------------|---------------------|
| -18.69 | 7.8 | 32.2% | Stocks | 15.3% | -18.6% | -6.6% | 7.8% | 11.6% | 32.2% | 21% | 79% |
| -16.5 | 7.3 | 29.1% | Stocks 90% Bonds 10% | 13.6% | -16.5% | -5.9% | 7.3% | 10.7% | 29.1% | 21% | 79% |
| -15. | 0% | 26.4% | Stocks 80% Bonds 20% | 11.9% | -15.0% | -5.2% | 6.7% | 9.8% | 26.4% | 20% | 80% |
| -13 | 6.2 | 24.5% | Stocks 70% Bonds 30% | 10.2% | -13.5% | -4.5% | 6.2% | 8.8% | 24.5% | 20% | 80% |
| -1: | 1.9% | 22.6% | Stocks 60% Bonds 40% | 8.5% | -11.9% | -3.9% | 5.6% | 7.9% | 22.6% | 19% | 81% |
| -1 | 5.19 | 20.7% | Stocks 50% Bonds 50% | 6.8% | -10.4% | -3.1% | 5.1% | 7.0% | 20.7% | 20% | 80% |
| | -8.9% | 18.7% | Stocks 40% Bonds 60% | 5.1% | -8.9% | -2.6% | 4.5% | 6.2% | 18.7% | 19% | 81% |
| | -7.3% | 16.8% | Stocks 30% Bonds 70% | 3.4% | -7.3% | -2.7% | 4.0% | 5.1% | 16.8% | 15% | 85% |
| | -7.0% | 15.2% | Stocks 20% Bonds 80% | 1.6% | -7.0% | -3.0% | 3.4% | 4.3% | 15.2% | 13% | 87% |
| | -7.4% | 14.1% | Stocks 10% Bonds 90% | -0.1% | -7.4% | -2.5% | 2.8% | 3.9% | 14.1% | 16% | 84% |
| | -7.8% | 13.3% | Bonds | -1.8% | -7.8% | -2.0% | 2.3% | 3.7% | 13.3% | 24% | 76% |

The Consumer Price Index for September 2018 is preliminary.

Data: Rolling 3 year annualized returns using monthly data deflated by The Consumer Price Index (789 Observations) Stocks: Standard & Poor's 500 Stock Index • Bonds: Intermediate Treasury Bonds • Inflation: Consumer Price Index

Sources: Standard & Poor's Corporation; Ryan Labs, Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Bureau of Labor Statistics

Real One Year Returns

January 1950 - September 2018

| Worst Return | Average Return | Best Return | Portfolio Mix: | Year Ending 9/18 | Worst Return | Average Loss | Average Return | Average Gain | Best Return | Percent Negative | Percent Positive |
|-----------------|-------------------|----------------|-------------------------|------------------------|-----------------|-----------------|-------------------|-----------------|----------------|---------------------|---------------------|
| -50.9% | 9.0% | 58.6% | Stocks | 15.7% | -50.9% | -12.8% | 9.0% | 16.8% | 58.6% | 26% | 74% |
| -46.6% | 8.3% | 54.7% | Stocks 90% Bonds 10% | 13.8% | -46.6% | -11.4% | 8.3% | 15.4% | 54.7% | 26% | 74% |
| -42.3% | 7.6% | 50.9% | Stocks 80% Bonds 20% | 11.9% | -42.3% | -10.1% | 7.6% | 13.8% | 50.9% | 26% | 74% |
| -38.1% | 6.9% | 47.0% | Stocks 70% Bonds 30% | 10.0% | -38.1% | -8.8% | 6.9% | 12.4% | 47.0% | 26% | 74% |
| -33.8 | % 6.3% | 43.1% | Stocks 60% Bonds 40% | 8.1% | -33.8% | -7.5% | 6.3% | 10.9% | 43.1% | 25% | 75% |
| -29. | 5.6% | 39.2% | Stocks 50% Bonds 50% | 6.1% | -29.5% | -6.0% | 5.6% | 9.6% | 39.2% | 26% | 74% |
| -2! | 5.2% | 35.3% | Stocks 40% Bonds 60% | 4.2% | -25.2% | -4.7% | 4.9% | 8.3% | 35.3% | 26% | 74% |
| -: | 21.0% | 31.4% | Stocks 30% Bonds 70% | 2.3% | -21.0% | -3.8% | 4.2% | 7.0% | 31.4% | 26% | 74% |
| | -16.7% | 27.6% | Stocks 20% Bonds 80% | 0.4% | -16.7% | -3.5% | 3.5% | 5.7% | 27.6% | 24% | 76% |
| | -14.7% | 23.7% | Stocks 10% Bonds 90% | -1.5% | -14.7% | -3.2% | 2.8% | 5.0% | 23.7% | 26% | 74% |
| | -15.4% | 23.5% | Bonds | -3.4% | -15.4% | -3.1% | 2.2% | 5.0% | 23.5% | 35% | 65% |

The Consumer Price Index for September 2018 is preliminary.

Data: Rolling 1 year returns using monthly data deflated by The Consumer Price Index (813 Observations)

Stocks: Standard & Poor's 500 Stock Index • Bonds: Intermediate Treasury Bonds • Inflation: Consumer Price Index Sources: Standard & Poor's Corporation; Ryan Labs, Inc.; Merrill Lynch, Pierce, Fenner & Smith Inc.; Bureau of Labor Statistics



Independent Objective Thoughtful Registered Investment Advisors

Pamela Diamantis

pdiamantis@curbstonefinancial.com www.curbstonefinancial.com