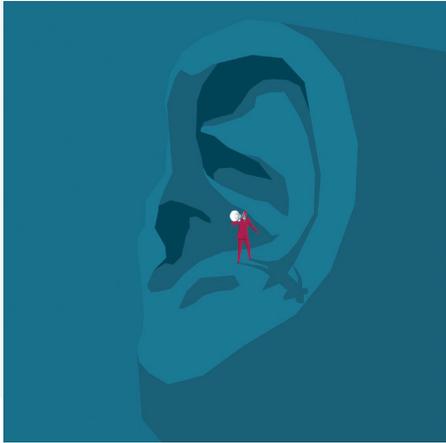


SUMMIT PERSPECTIVE



AMIDST THE NOISE

It's loud, it's constant, and it doesn't show any signs of slowing: The economic and political noise in our world can be deafening. At the recent Summit Symposium, our guest speakers did their best to sift through the cacophony to bring some meaningful insight to where we stand today. A few themes emerged as we heard from Dr. Chris Thornberg of Beacon Economics, and from Kent Chan of the Capital Group:

Tribal Politics Is Not Healthy

Economist Chris Thornberg made a point to call out the divisiveness that permeates our political culture today. So many policy decisions are dictated from a "we must win" and "they must lose" attitude that productive discussion is no longer happening. It seems that the media (both mainstream and social) only fans the flames as a soundbite world makes it easy to assign tribal beliefs to someone simply because of one opinion on a particular issue. America has some serious long-term issues to deal with such as national debt, funding for Social Security and Medicare, and Infrastructure investment, but we are too busy yelling at one another to tackle the job productively. We join Chris in encouraging each other

to share this message with our elected officials (regardless of party!) in the years ahead. Our economy could use less tribal fighting, and more earnest negotiation and compromise.

The Future is Still Bright

It has become fashionable for media pundits to cite stagnating wage statistics and proclaim that the current generation is worse off than its predecessor. Dr. Thornberg forcefully and comically presented a counter-argument for how amazing things are today compared to years gone by. After reciting a list of mind-bending advancements in communications (smartphones, internet), medical advancements, entertainment (Netflix), online shopping (Amazon), and environmental improvements, he implored people to quit whining! His rant was met with applause as it reminded us that the American economy continues apace regardless of the challenge.

Synchronicity in World Economies

Kent Chan from the Capital Group illustrated the global coordination underway in world economies and financial markets. For the first time in several years, all areas of the globe showed economic growth (albeit at different rates). Mr. Chan implored investors to remember international investments in their portfolio allocations. He views the global growth story as compelling, and overseas markets are not quite as highly valued as domestic markets in the opinion of analysts at the Capital Group. While we are resistant to market timing and sector switching, we agree with his analysis that international markets contain the possibility for higher growth rates based on demographics and technological advancements.

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SUMMIT
FINANCIAL GROUP, LLC

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Don't let the noise of others' opinions drown out your own inner voice.

– Steve Jobs



KUDOS!

Keith Campbell

Each quarter, Summit recognizes one team member who receives the most kudos from their peers and managers for going the extra mile. The winner receives \$1,000 to donate to the charity of his or her choice. Congratulations to Keith, the recipient of this quarter's Kudos award!



Keith has chosen to award his donation to SHELTER, Inc., a non-profit whose mission is to prevent and end homelessness for low-income and disadvantaged families and individuals by providing housing, services, support and resources that lead to self-sufficiency.

Here's why: Most of us are fortunate enough to participate in the economic prosperity of the Bay Area and it's often hard to identify with or understand those who are less fortunate. But many individuals and families face considerable obstacles and challenges, some of which are no fault of their own. SHELTER, Inc. not only provides housing assistance but also training and counseling to help people with challenges work toward self-sufficiency. Supporting this charity not only helps those in need now but can have a ripple effect within these families for generations to come.

To learn more about this organization, visit shelterinc.org.

— Keith Campbell

SUMMIT UNIVERSITY

Here's what's coming up ...

RETIREMENT PLANNING TODAY

This course addresses financial issues that pertain to the self-employed as well as employees of corporations and government agencies. Whether you plan to retire 20 years from now or have just recently retired, the information you'll learn in this class can deliver rewards throughout your lifetime.



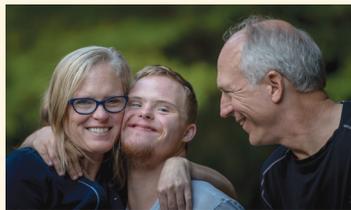
COLLEGE FINANCIAL PLANNING - SAVE SMART

Taught by Certified Financial Planner™ Jeneen Slack, this informative session will help provide an answer to that nagging question: How will I pay for my child's college education?

During the evening we will discuss:

- College savings options
- Estimating your expenses and calculating your savings goals
- Considerations for financial aid
- Tax advantaged strategies such as 529, Coverdell and ESA plans
- College funding as part of your overall financial plan

Tuesday, April 24; 6:30 - 8 p.m.



SPECIAL NEEDS FINANCIAL & ESTATE PLANNING ESSENTIALS

Join us for an educational session designed for parents concerned with providing financial security and stability for a special needs child now and in the future. Taught by Summit Financial Advisors John O'Dea and Michael Schomaker and an Estate Planning Attorney, this presentation will delve into key elements of plans that aim to cover your child's personal care needs, financial and legal needs, and the resources available to you.

Wednesday, April 25; 6:30 - 8 p.m.

SECOND SATURDAY DIVORCE WORKSHOPS

Contemplating or going through a divorce? Come to this monthly session led by an attorney, therapist and financial advisor and develop a strategy for future emotional and financial success.

Get more information and sign up for classes through Summit University on our website: summitadvisors.com/education/university/



SUMMIT SYMPOSIUM WRAP-UP

Held on Saturday, February 24, our 6th Annual Symposium was one of our best yet. Located at the beautiful Palm Event Center in Pleasanton, the event drew an eclectic crowd of over 300 of our clients and their guests.

The day began with our Emcee - film and TV actor Andy Buckley - who warmed up the crowd with a video highlighting his role as David Wallace on NBC's hit show *The Office* playing opposite Steve Carrell. The Stanford alum spoke of his days on the college golf team and his short-lived career as a financial advisor before turning the floor over to our first presenter, Economist Dr. Christopher Thornberg of Beacon Economics.

Thornberg took to the stage, larger than life - big guy, big personality! He exhibited what keynote speaker Michael Allosso would later describe as "swagger on steroids." Mixing in an unexpected helping of humor, Thornberg tackled topics of economic importance from labor shortages to market bubbles and everything in between. Overall, he painted a positive picture of the market while cautioning the audience not to get too wrapped up in the national political circus. Instead, he recommended focusing on what's going on locally, and relying on the advice of financial advisors when making big decisions.

Following Thornberg's presentation, equity investment specialist Kent Chan delivered an investment update which transitioned into a panel discussion with Summit Partner Nathan Bennett, Thornberg and Chan. Audience members had the opportunity to ask questions, many of which revolved around the economic outlook of California, the housing market and investments.



Following the panel, Partner Steve Wilcox, on behalf of the Summit Financial Foundation, presented special guest Brianna Robinson of Opportunity Junction with a \$5,000 grant to the charity, which fights poverty by providing job training and placement to low-income residents of Contra Costa County.

Perhaps packing the biggest punch of the day, communications expert Michael Allosso stepped up to the stage while getting down to the Bruno Mars hit song *Uptown Funk* (check out his moves on our Facebook page).

His presentation, *You on Your Best Day*, emphasized the importance of consistently and ritually bringing your A-game to work and at home. Engaging the audience with observations and his unique brand of humor, Allosso encouraged us to be great leaders in every aspect of our lives. His ultimate message: Excellent communication and leadership skills are infectious. If you up your game, those around you will follow.

As the presentations concluded, guests gathered in the Barrel Room for wine tasting, appetizers and a chance to chat with their favorite speakers, friends and advisors.

We thoroughly enjoyed this chance to entertain, inspire and educate. Thanks to all who participated. We hope to see you again at next year's Symposium on February 24th at the Palm Event Center.



COMMUNITY CORNER

Our Foundation Website is Here!

Created in 2016, the Summit Financial Foundation is the result of our desire to formalize a giving process that has been in place at Summit Financial Group since its 2006 inception. Our new website will help us foster the abundant spirit of our community-minded firm. We encourage you to visit. There you can read about our mission, learn about charities we've helped in the past, find out how to donate, or request a grant for your charity. Find it here: www.summitfinancialfoundation.org

“Normal” is Back

As we suspected in our year-end newsletter, price volatility was bound to reappear in the public equity markets. February saw a bona-fide correction in rapid fashion, and a reminder that volatility is the price of admission for long-term equity rates of return. There is little to gain in trying to determine “why” the hiccup occurred. It did, it does, and this is normal – certainly more normal than 2017 where volatility was nonexistent. The prospect of rising interest rates, possible inflation, and national trade policy all likely played a factor. However, according to FactSet, 73% of companies in the S&P 500 reported earnings that outpaced expectations last quarter, and 77% beat their revenue targets as well. Corporate America is still healthy and moving forward.

Your Best Day

Finally, for those of you who were privileged to see Michael Allosso challenge you, make you laugh, and inspire you to be better – we are preaching to the choir. For those of you who couldn’t attend this year, Michael “brought it” to our stage. His ability to connect with someone instantly, recognize a unique ability they possess, and coach them on opportunities to improve (all at the same time!) was impressive. Many of us are walking around the office looking to distribute a little TSP (Truthful, Specific, and Positive) feedback to the people we care about. Thank you for being part of our best day – as we truly enjoy spending that time with our clients and friends.



Vanessa Savage, CFP®, Director, at Summit Financial Group, has been named one of three “Women Who are WinningSM” by The Torch magazine, a Securian publication. The December article profiled

three successful advisors within the Securian network. Vanessa was selected because of her status as the leading female advisor in grid revenue at the time of the nomination and for her work as a mentor. Visit the News and Events section of our website to read the full story.

*The honors and distinctions are based primarily on commissions, premiums, or fees generated from investment and insurance products and other criteria relative to leadership, achievement, and mentorships. Working with this individual or firm is not a guarantee of future financial results. Investors should conduct their own evaluation.

Rachael Kepke has stepped up to tackle the role of Manager of Financial Planning and Professional Services. Rachael has spent the past 4 years working with our advisors and clients to create comprehensive financial plans for individuals, families and business owners. In her new position, Rachael will be collaborating with our financial planning, tax planning and trading functions to expand and improve



STAFF SPOTLIGHT

upon the services that we offer to clients and advisors in these areas. Rachael’s superior planning and analysis skills combined with her strategic aptitude will allow us to continue providing the quality services that our clients deserve and have come to expect from Summit.

Breanne Powers has been promoted to Accounting and Front Office Lead. In the 3 years she has been with Summit, she has continually taken on more responsibility and has been instrumental in our day-to-day operations. She is our office tech guru, our supplies champ and handles our accounting with ease. We couldn’t function without her!



And last but not least (and very, very sweet) ...

Announcing the newest member of the Summit family: Andric Stephen was born on February 13, weighing in at 8 lbs. 12 oz. Baby makes four children (three boys and a girl) for Advisor Michael Lahl and his wife, Kristina.



Congratulations, everyone!

CONTACT US



SUMMIT
FINANCIAL GROUP, LLC

2000 Crow Canyon Place, Suite 450
San Ramon, CA 94583

Office: 925.866.7800

info@summitadvisors.com ■ summitadvisors.com