

Q1

Quarterly Market Review

First Quarter 2020

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This report features world capital market performance and a timeline of events for the past quarter. It begins with a global overview, then features the returns of stock and bond asset classes in the US and international markets.

The report also illustrates the impact of globally diversified portfolios and features a quarterly topic.

Overview:

SAM Commentary: Brain Games

Market Summary

World Stock Market Performance

World Asset Classes

US Stocks

International Developed Stocks

Emerging Markets Stocks

Select Market Performance

Select Currency Performance vs. US Dollar

Real Estate Investment Trusts (REITs)

Commodities

Fixed Income

Global Fixed Income

Impact of Diversification

Brain Games

First Quarter 2020

While the human species has made our modern world a more advanced place, our brains have failed to follow. Don't let our ancestors' survival instincts set you back during times of market stress.

Dear Partners,

Thank you for your continued trust in your SAM Team. During tough times, a collaborative advisor-client relationship is paramount to keeping the focus where it should be. More to come on this but first and foremost, we have clients who have been on the front lines during the COVID-19 pandemic, so we would like to thank them from the bottom of our hearts. You and all of your colleagues are heroes!

As we have been actively communicating with you, we will get through this together and emerge stronger for it. We value the time we spent with everyone this quarter stewarding your longer-term Big Picture to help ensure you stay on track. A lot of energy, compassion and coaching were involved. And, with the S&P 500 making its quickest bear market (marked by a 20% decline) in history in only 18 trading days, followed by one of its quickest bull market recoveries (marked by a 20% advance) only 13 trading days later, emotions ran high and discipline was tested.

While it is often convenient for people to think about fear and what isn't going right, we would rather focus our energy on abundance and what *is* going right. One of the main silver linings of the pandemic is being able to spend more time at home with our families. I myself have two young children ages 7 and 4. One night, my son and I started "binge watching" the show *Brain Games*. The show essentially demonstrates how our brains work, and the games often played between what our brains think vs. reality. This made me think of parallels in the markets of the past quarter.

A QUICK SCIENCE LESSON: THAT'S A GREAT IDEA!

Human beings have evolved throughout time in our appearance, and in advancing society as a whole. Unfortunately, our brain construct has not. We still have instinctual qualities going all the way back from when we were cave people. In watching *Brain Games*, it made me think of two features of our

brain that affect investing capabilities during market downturns: **focus** and **stress**.

Our brains are not instinctually equipped to focus very well, as we have been trained to pay attention to only a small amount of very important things. We have small capacity in our short-term brains, and larger capacity in our long-term brains. Our brain is then trained to take a lot of these longer-term pieces to make short-cuts for rapid decision making.

This makes evolutionary sense for our survival: see bushes rumbling = run from predator, hear baby crying = pick it up, stomach rumbling = eat. In fact, our brain's memory is so weak that it runs on less energy than the light bulb in a fridge, at anywhere from 12-20 watts!

Additionally, stress causes our brains to have the 'fight or flight' response, which is an instinctual feature of a human that has allowed our survival all the way back to cave people days. See a threatening tiger? Flight. See something infringing on our territory? Fight.

Unfortunately, while both have been beneficial for our survival as a species, they work against us in our survival in investing and compounding wealth.



Brain Games

(continued from page 3)

A FINANCIAL BRAIN HACK: DWARFS – MICE – MUSKETEERS

How often do bear markets occur? How long until we recover losses from a bear market? Is this a big deal to my Big Picture?

All great questions that will allow us to function more clearly during market downturns. However, as we just learned, we are wired as a species to get caught up in the moment, and get stressed. This then leads to instinctual short-term thinking with a fight or flight mentality.

But, what if we had the ability to train our brains to keep these important details in the proper long-term context? Fortunately, *Brain Games* taught a quick “brain hack” to remember important details. The trick is to take numbers and tie them to objects you can quickly recall in our long-term memories (remember this is how we were created to take mental short-cuts).

Below is a chart of the previous bear markets throughout history:

Decline Start Date	Decline End Date	Bear Market Magnitude	Years Between Bear Markets	Recovery Date (at which prices got back to pre-decline levels)	Recovery Time (# of Years between Decline Start to Recovery Date)	% of Life Expectancy (79yrs)
9/3/1929	7/8/1932	-86%		9/22/1954	25.05	31.7%
3/19/1937	4/28/1942	-60%	7.5	1/9/1946	8.81	11.2%
5/29/1946	6/13/1949	-30%	9.2	6/9/1950	4.03	5.1%
8/2/1956	10/22/1957	-22%	10.2	9/24/1958	2.14	2.7%
12/11/1961	6/26/1962	-28%	5.4	8/30/1963	1.72	2.2%
2/9/1966	10/7/1966	-22%	4.2	5/4/1967	1.23	1.6%
11/29/1968	5/26/1970	-36%	2.8	3/6/1972	3.27	4.1%
1/11/1973	10/3/1974	-48%	4.1	7/17/1980	7.51	9.5%
11/28/1980	8/12/1982	-27%	7.9	11/3/1982	1.93	2.4%
8/25/1987	12/4/1987	-34%	6.7	7/26/1989	1.92	2.4%
7/16/1990	10/11/1990	-20%	2.9	2/13/1991	0.58	0.7%
3/24/2000	10/9/2002	-49%	9.7	5/30/2007	7.18	9.1%
10/9/2007	3/9/2009	-59%	7.5	3/28/2013	5.47	6.9%
9/20/2018	12/24/2018	-20%	11.0	4/23/2019	0.59	0.7%
		Median	7.5	Median	2.70	3.4%

Source: Yahoo Finance

With this information, we can answer the previous questions:

- How often do bear markets occur? Bear markets typically occur about every **7** years, which is a lot more frequently than most would think. Given the average life expectancy of 79 years, one would expect to experience 10-11 bear markets during his or her lifetime.
- How long until we recover losses from a bear market? During each bear market, it takes a little less than **3** years to recover all your losses.
- Is this catastrophic to my Big Picture? In the grand scheme of life, not really since it is only about **3%** of one’s life expectancy. A blip on the radar screen of life, especially if one is planning for multi-generational wealth.

So, just remember, during times of market stresses think of the **7** Dwarfs (from Snow White), **3** Blind Mice, and **3** Musketeers to relax and get you through.

IN THE WORDS OF AARON RODGERS: R-E-L-A-X

This past quarter was no doubt a stressful time for everyone on many levels. Loss of jobs, lives, and many sacrifices beings made by all. However, we need to better understand context by training our brains to not revert to our cave people days. It takes some work, but you have a lot of support in 7 Dwarfs, 3 Blind Mice, and 3 Musketeers!

You also have the support of your SAM Team who will be there for you during good times and bad.

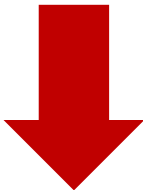
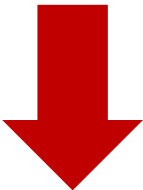
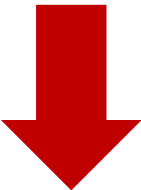
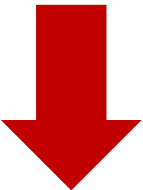


Thank you for your continued trust and collaboration,

Jason and Your SAM Team



Quarterly Market Summary



















Index Returns

	US Stock Market	International Developed Stocks	Emerging Markets Stocks	Global Real Estate		US Bond Market	Global Bond Market ex US
1Q 2020	STOCKS					BONDS	
	-20.90% 	-23.26% 	-23.60% 	-29.02% 		3.15% 	0.51% 
Since Jan. 2001							
Avg. Quarterly Return	1.8%	1.2%	2.5%	2.2%		1.2%	1.1%
Best Quarter	16.8%	25.9%	34.7%	32.3%		4.6%	4.6%
	2009 Q2	2009 Q2	2009 Q2	2009 Q3		2001 Q3	2008 Q4
Worst Quarter	-22.8%	-23.3%	-27.6%	-36.1%		-3.0%	-2.7%
	2008 Q4	2020 Q1	2008 Q4	2008 Q4		2016 Q4	2015 Q2

Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Market segment (index representation) as follows: US Stock Market (Russell 3000 Index), International Developed Stocks (MSCI World ex USA Index [net div.]), Emerging Markets (MSCI Emerging Markets Index [net div.]), Global Real Estate (S&P Global REIT Index [net div.]), US Bond Market (Bloomberg Barclays US Aggregate Bond Index), and Global Bond Market ex US (Bloomberg Barclays Global Aggregate ex-USD Bond Index [hedged to USD]). S&P data © 2020 S&P Dow Jones Indices LLC, a division of S&P Global. All rights reserved. Frank Russell Company is the source and owner of the trademarks, service marks, and copyrights related to the Russell Indexes. MSCI data © MSCI 2020, all rights reserved. Bloomberg Barclays data provided by Bloomberg.

Long-Term Market Summary

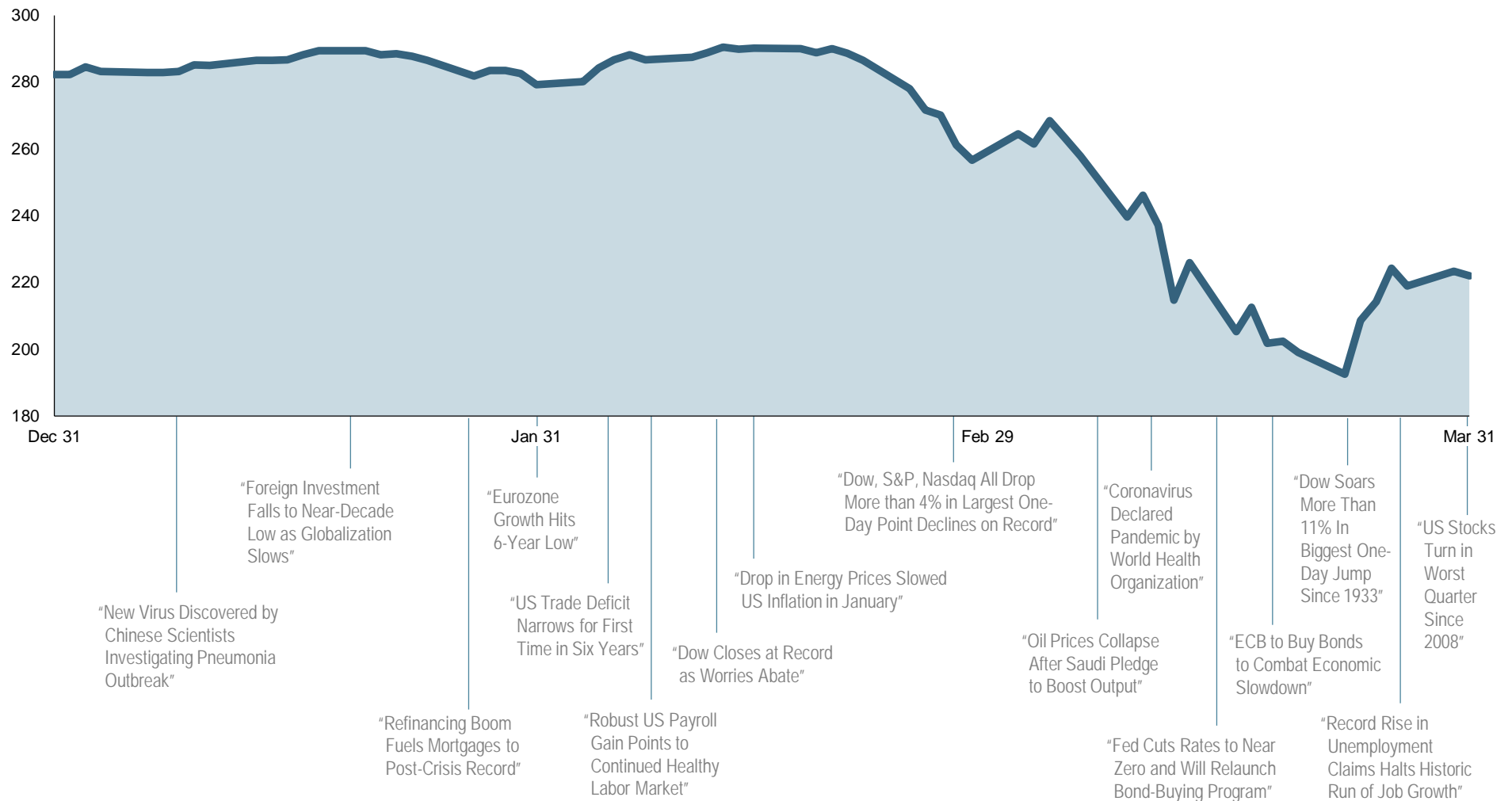
Index Returns

	US Stock Market	International Developed Stocks	Emerging Markets Stocks	Global Real Estate	US Bond Market	Global Bond Market ex US
1 Year	STOCKS				BONDS	
	-9.13% 	-14.89% 	-17.69% 	-23.39% 	8.93% 	5.01% 
5 Years	5.77% 	-0.76% 	-0.37% 	-2.14% 	3.36% 	3.56% 
10 Years	10.15% 	2.43% 	0.68% 	5.12% 	3.88% 	4.17% 

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World Stock Market Performance

MSCI All Country World Index with selected headlines from Q1 2020



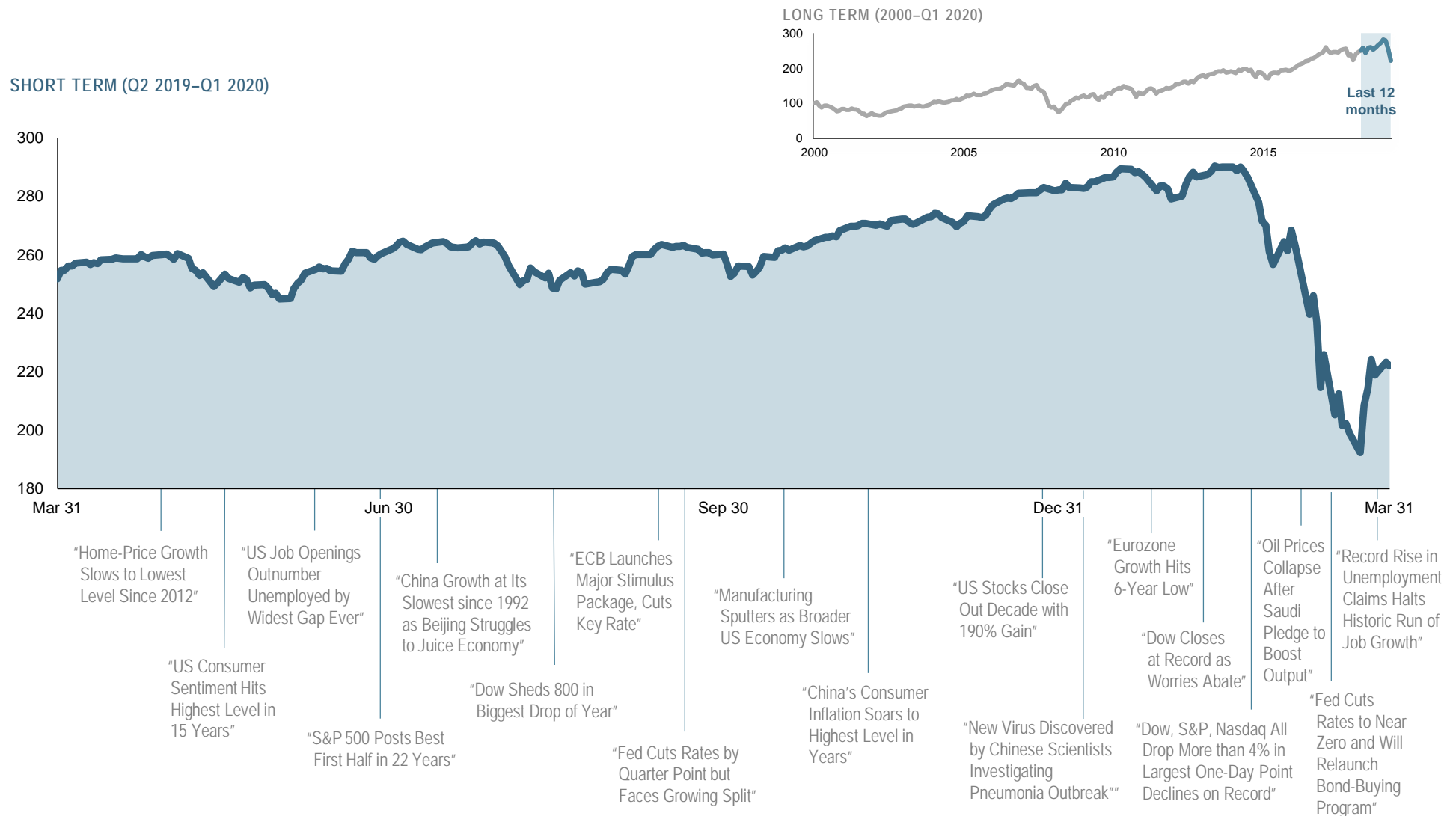
These headlines are not offered to explain market returns. Instead, they serve as a reminder that investors should view daily events from a long-term perspective and avoid making investment decisions based solely on the news.

Graph Source: MSCI ACWI Index [net div.]. MSCI data © MSCI 2020, all rights reserved.

It is not possible to invest directly in an index. Performance does not reflect the expenses associated with management of an actual portfolio. Past performance is not a guarantee of future results.

World Stock Market Performance

MSCI All Country World Index with selected headlines from past 12 months



These headlines are not offered to explain market returns. Instead, they serve as a reminder that investors should view daily events from a long-term perspective and avoid making investment decisions based solely on the news.

Graph Source: MSCI ACWI Index [net div.]. MSCI data © MSCI 2020, all rights reserved.

It is not possible to invest directly in an index. Performance does not reflect the expenses associated with management of an actual portfolio. Past performance is not a guarantee of future results.

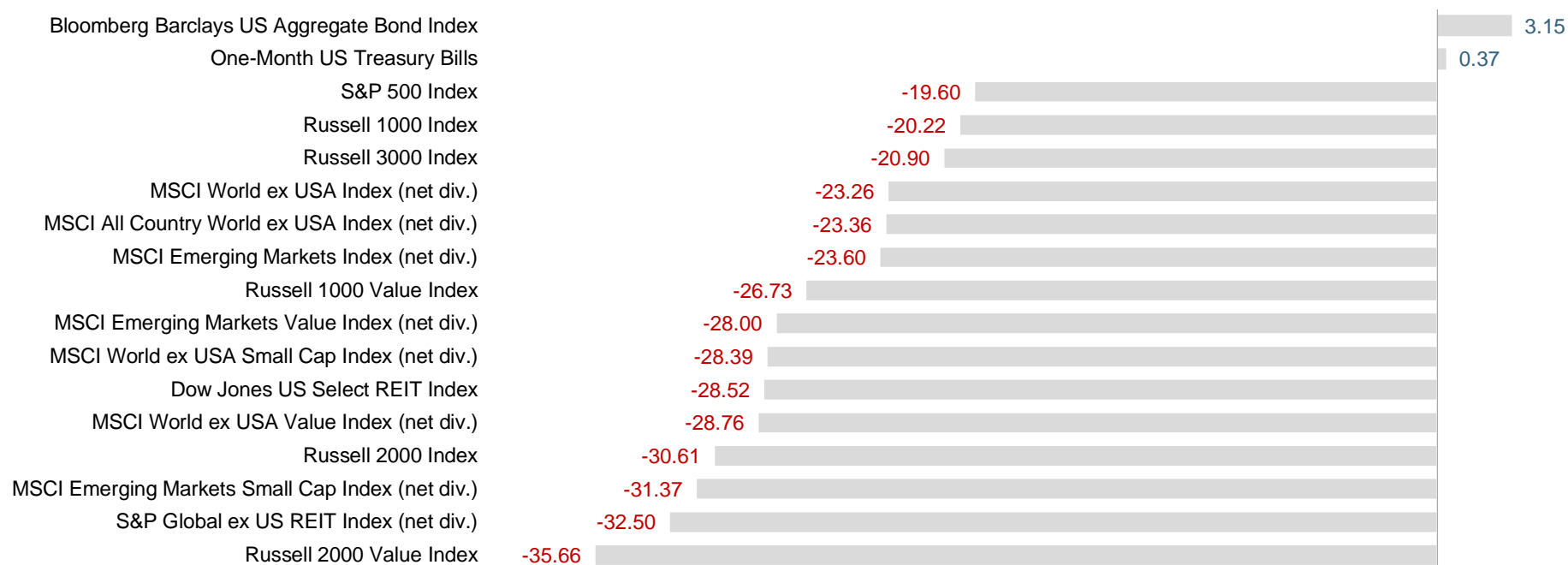
World Asset Classes

First Quarter 2020 Index Returns (%)

Equity markets around the globe posted negative returns in the first quarter. Looking at broad market indices, US equities outperformed non-US developed markets and emerging markets.

Value stocks underperformed growth stocks in all regions. Small caps also underperformed large caps in all regions.

REIT indices underperformed equity market indices in both the US and non-US developed markets.



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US Stocks

First Quarter 2020 Index Returns

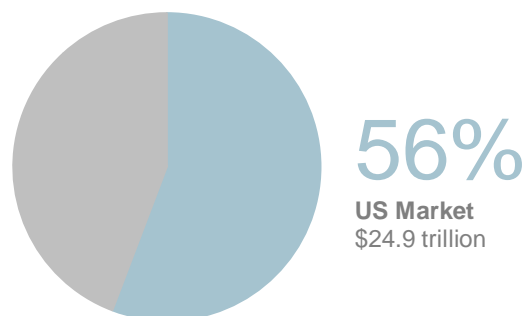
The US equity market posted negative returns for the quarter but on a broad index level outperformed non-US developed markets and emerging markets.

Value underperformed growth in the US across large and small cap stocks.

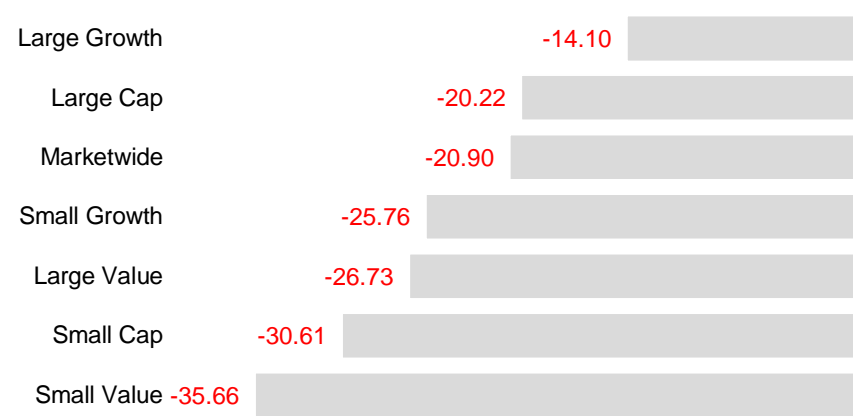
Small caps underperformed large caps in the US.

REIT indices underperformed equity market indices.

World Market Capitalization—US



Ranked Returns (%)



Period Returns (%)

Asset Class	* Annualized				
	YTD	1 Year	3 Years*	5 Years*	10 Years*
Large Growth	-14.10	0.91	11.32	10.36	12.97
Large Cap	-20.22	-8.03	4.64	6.22	10.39
Marketwide	-20.90	-9.13	4.00	5.77	10.15
Small Growth	-25.76	-18.58	0.10	1.70	8.89
Large Value	-26.73	-17.17	-2.18	1.90	7.67
Small Cap	-30.61	-23.99	-4.64	-0.25	6.90
Small Value	-35.66	-29.64	-9.51	-2.42	4.79

Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Market segment (index representation) as follows: Marketwide (Russell 3000 Index), Large Cap (Russell 1000 Index), Large Cap Value (Russell 1000 Value Index), Large Cap Growth (Russell 1000 Growth Index), Small Cap (Russell 2000 Index), Small Cap Value (Russell 2000 Value Index), and Small Cap Growth (Russell 2000 Growth Index). World Market Cap represented by Russell 3000 Index, MSCI World ex USA IMI Index, and MSCI Emerging Markets IMI Index. Russell 3000 Index is used as the proxy for the US market. Dow Jones US Select REIT Index used as proxy for the US REIT market. Frank Russell Company is the source and owner of the trademarks, service marks, and copyrights related to the Russell Indexes. MSCI data © MSCI 2020, all rights reserved.

International Developed Stocks

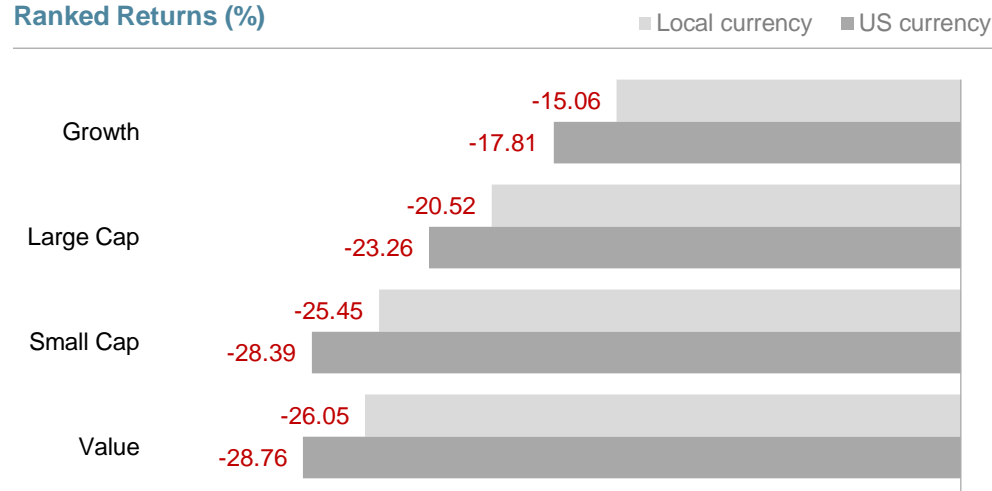
First Quarter 2020 Index Returns

Developed markets outside the US underperformed the US equity market but outperformed emerging markets equities during the quarter.

Small caps underperformed large caps in non-US developed markets.

Value underperformed growth across large and small cap stocks.

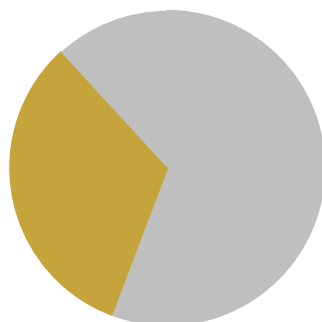
Ranked Returns (%)



World Market Capitalization—International Developed

32%

International
Developed Market
\$14.4 trillion



Period Returns (%)

Asset Class	YTD	1 Year	3 Years*	* Annualized	
				5 Years*	10 Years*
Growth	-17.81	-6.47	2.55	2.05	4.25
Large Cap	-23.26	-14.89	-2.07	-0.76	2.43
Small Cap	-28.39	-19.04	-3.60	0.39	3.95
Value	-28.76	-23.16	-6.74	-3.70	0.51

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Emerging Markets Stocks

First Quarter 2020 Index Returns

Emerging markets underperformed developed markets, including the US, for the quarter.

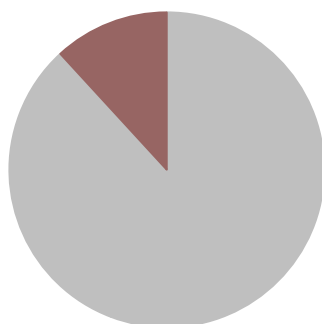
Value stocks underperformed growth stocks.

Small caps underperformed large caps.

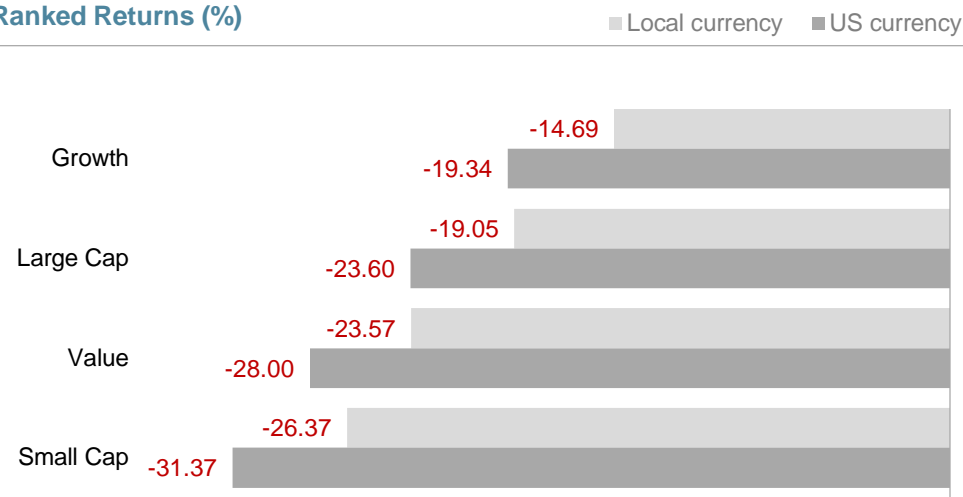
World Market Capitalization—Emerging Markets

12%

Emerging Markets
\$5.3 trillion



Ranked Returns (%)



Period Returns (%)

Asset Class	YTD	1 Year	* Annualized		
			3 Years*	5 Years*	10 Years*
Growth	-19.34	-9.94	2.39	2.13	2.71
Large Cap	-23.60	-17.69	-1.62	-0.37	0.68
Value	-28.00	-25.26	-5.78	-3.00	-1.45
Small Cap	-31.37	-28.98	-9.64	-5.17	-1.34

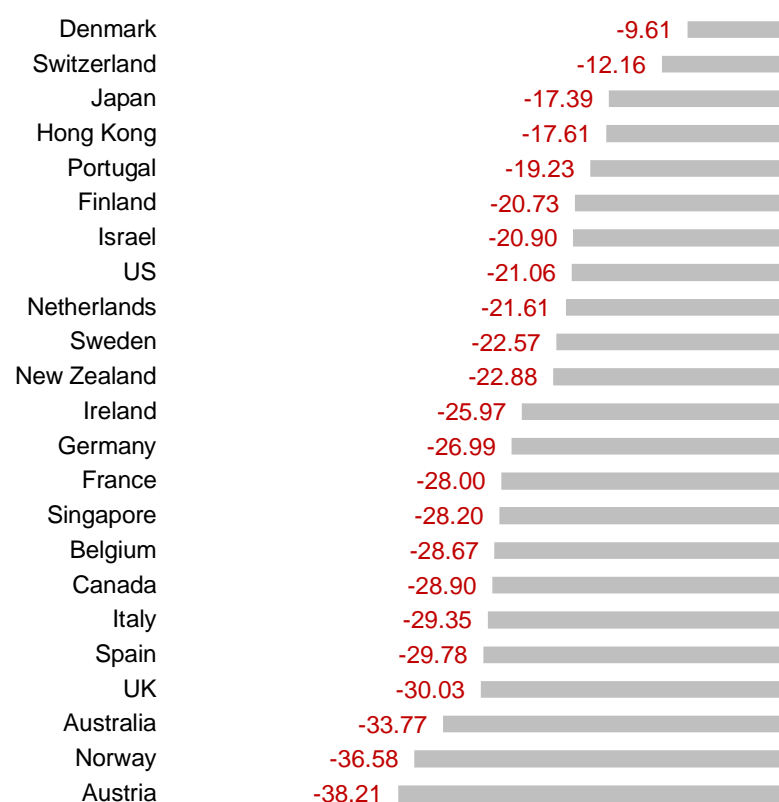
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Select Market Performance

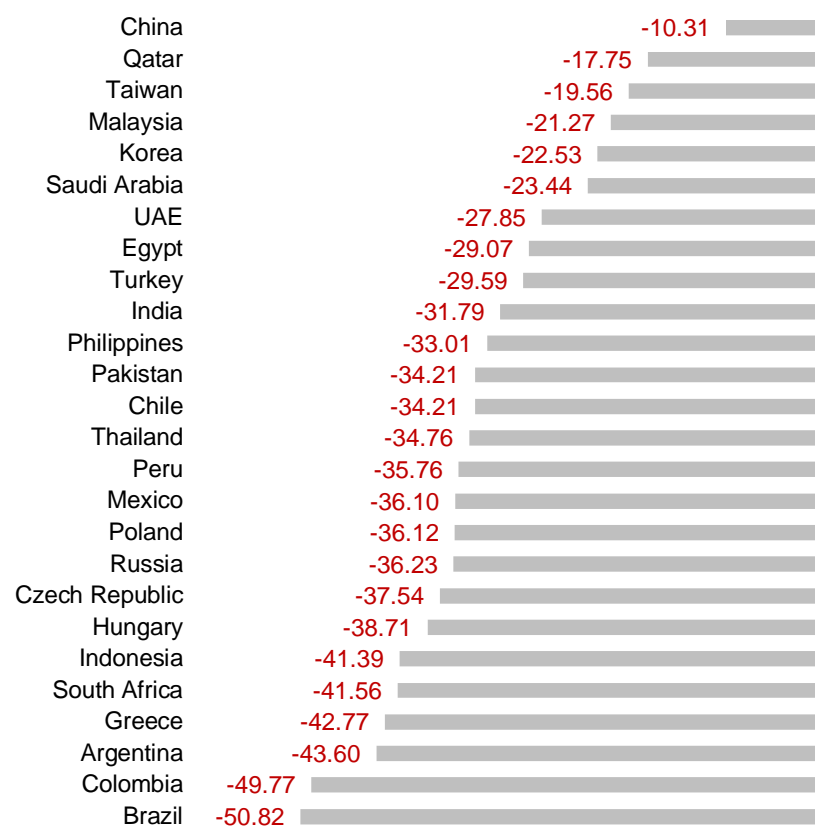
First Quarter 2020 Index Returns

In US dollar terms, Denmark and Switzerland recorded the highest country performance in developed markets, while Austria and Norway posted the lowest returns for the quarter. In emerging markets, China and Qatar recorded the highest country performance, while Brazil and Colombia posted the lowest performance.

Ranked Developed Markets Returns (%)



Ranked Emerging Markets Returns (%)



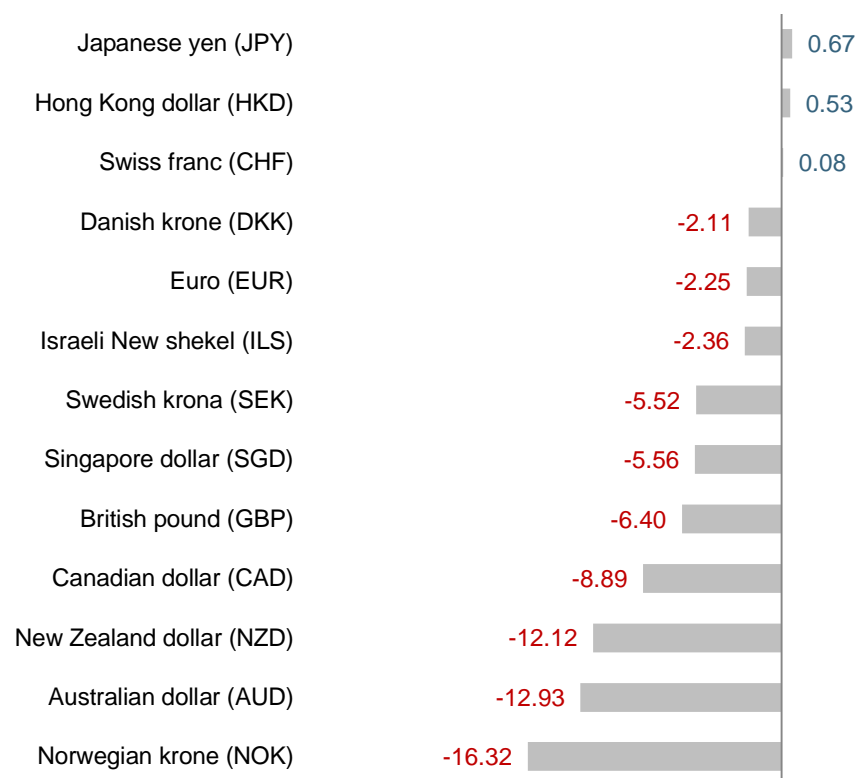
Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Country performance based on respective indices in the MSCI World ex US IMI Index (for developed markets), MSCI USA IMI Index (for US), and MSCI Emerging Markets IMI Index. All returns in USD and net of withholding tax on dividends. MSCI data © MSCI 2020, all rights reserved. UAE and Qatar have been reclassified as emerging markets by MSCI, effective May 2014. Saudi Arabia and Argentina have been reclassified as emerging markets by MSCI, effective May 2019.

Select Currency Performance vs. US Dollar

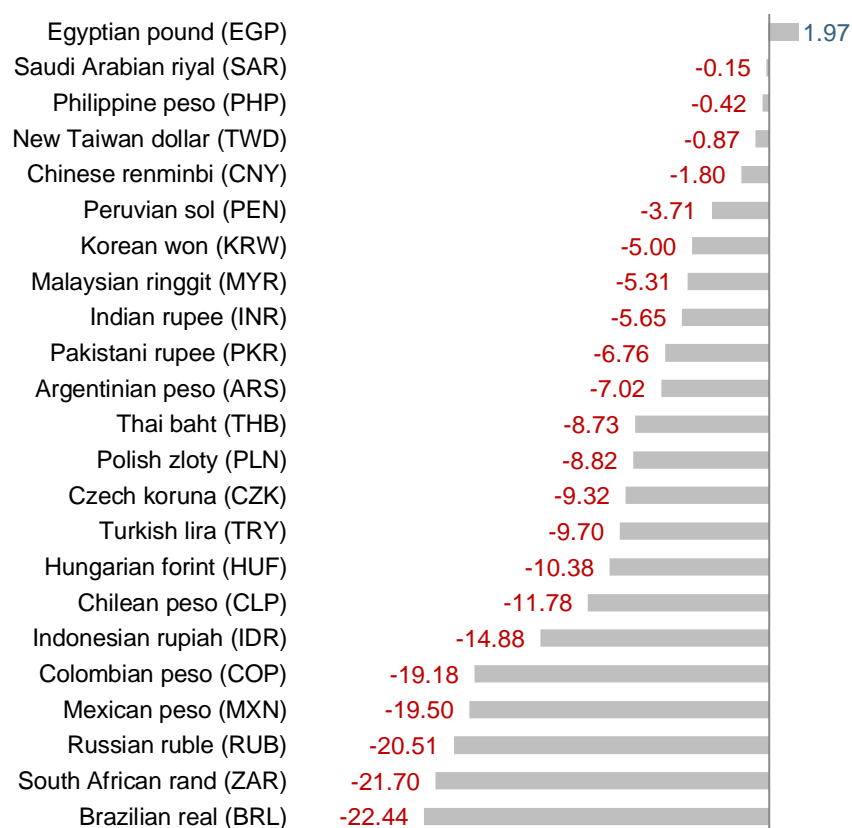
First Quarter 2020

In developed and emerging markets, currencies mostly depreciated vs. the US dollar with a few exceptions, including the Japanese yen and the Swiss franc.

Ranked Developed Markets (%)



Ranked Emerging Markets (%)

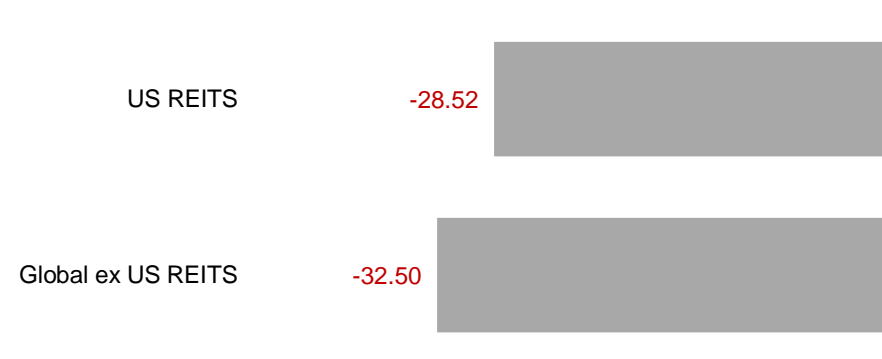


Real Estate Investment Trusts (REITs)

First Quarter 2020 Index Returns

US real estate investment trusts outperformed non-US REITs in US dollar terms during the quarter.

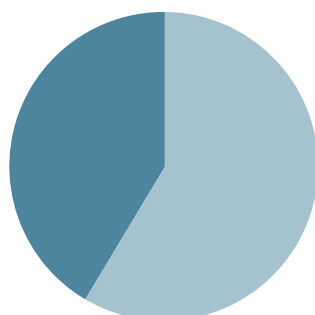
Ranked Returns (%)



Total Value of REIT Stocks

41%

World ex US
\$363 billion
253 REITs
(22 other countries)



59%

US
\$514 billion
93 REITs

Period Returns (%)

* Annualized

Asset Class	YTD	1 Year	3 Years*	5 Years*	10 Years*
US REITS	-28.52	-23.96	-4.28	-1.42	6.88
Global ex US REITS	-32.50	-25.34	-4.83	-2.76	3.61

Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Number of REIT stocks and total value based on the two indices. All index returns are net of withholding tax on dividends. Total value of REIT stocks represented by Dow Jones US Select REIT Index and the S&P Global ex US REIT Index. Dow Jones US Select REIT Index used as proxy for the US market, and S&P Global ex US REIT Index used as proxy for the World ex US market. Dow Jones and S&P data © 2020 S&P Dow Jones Indices LLC, a division of S&P Global. All rights reserved.

Commodities

First Quarter 2020 Index Returns

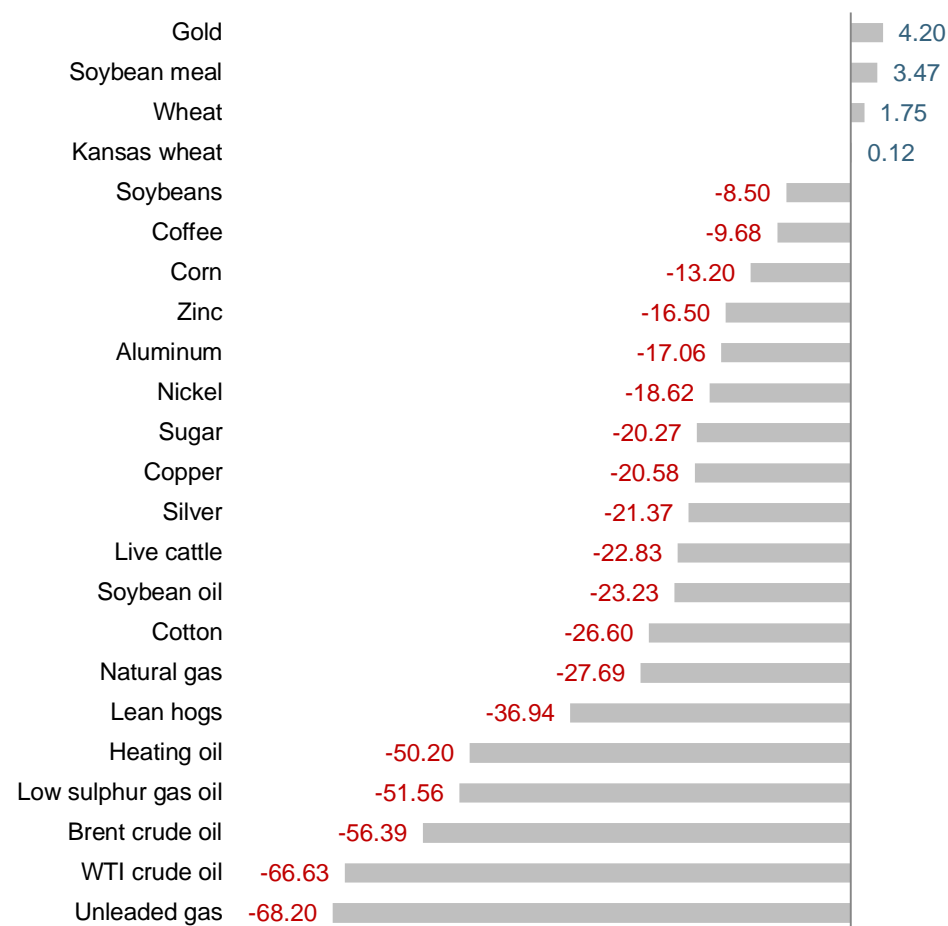
The Bloomberg Commodity Index Total Return decreased 23.29% for the first quarter.

Unleaded gas and WTI crude oil were the worst performers, declining by 68.20% and 66.63%, respectively.

Gold and soybean meal led quarterly performance, returning 4.20% and 3.47%, respectively.

Asset Class	* Annualized				
	QTR	1 Year	3 Years*	5 Years*	10 Years*
Commodities	-23.29	-22.31	-8.61	-7.76	-6.74

Ranked Returns (%)



Fixed Income

First Quarter 2020 Index Returns

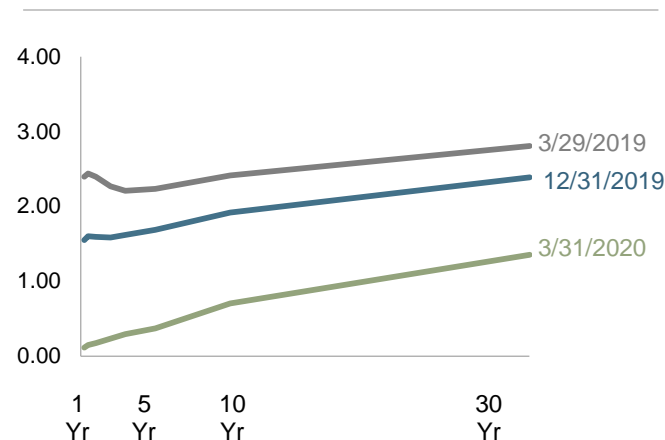
Interest rates decreased in the US treasury market in the first quarter. The yield on the 5-year Treasury note decreased by 132 basis points (bps), ending at 0.37%. The yield on the 10-year note decreased by 122 bps to 0.70%. The 30-year Treasury bond yield decreased 104 bps to 1.35%.

On the short end of the yield curve, the 1-month Treasury bill yield decreased to 0.05%, while the 1-year Treasury bill yield decreased by 142 bps to 0.17%. The 2-year note finished at 0.23% after a decrease of 135 bps.

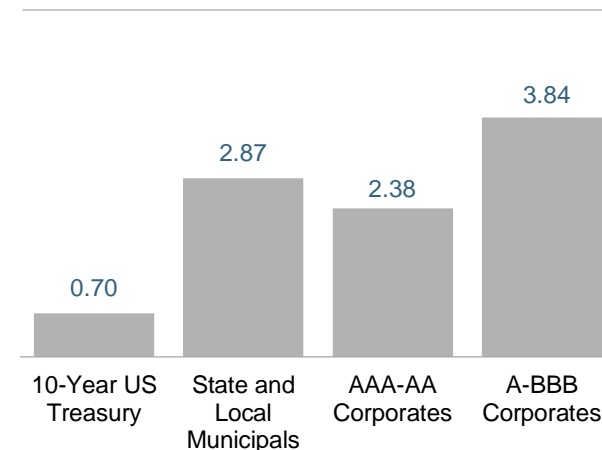
In terms of total returns, short-term corporate bonds declined 2.19%. Intermediate-term corporate bonds declined 3.15%.

The total return for short-term municipal bonds was -0.51%, while intermediate-term municipal bonds returned -0.82%. General obligation bonds outperformed revenue bonds.

US Treasury Yield Curve (%)



Bond Yield across Issuers (%)



Period Returns (%)

Asset Class	QTR	1 Year	3 Years*	5 Years*	10 Years*
					*Annualized
Bloomberg Barclays US Government Bond Index Long	20.63	32.28	13.30	7.32	8.89
Bloomberg Barclays US Aggregate Bond Index	3.15	8.93	4.82	3.36	3.88
FTSE World Government Bond Index 1-5 Years (hedged to USD)	2.25	4.98	3.03	2.24	2.00
ICE BofA 1-Year US Treasury Note Index	1.72	3.85	2.31	1.57	0.98
Bloomberg Barclays US TIPS Index	1.69	6.85	3.46	2.67	3.48
FTSE World Government Bond Index 1-5 Years	0.69	2.79	2.12	1.55	0.40
ICE BofA US 3-Month Treasury Bill Index	0.57	2.25	1.83	1.19	0.64
Bloomberg Barclays Municipal Bond Index	-0.63	3.85	3.96	3.19	4.15
Bloomberg Barclays US High Yield Corporate Bond Index	-12.68	-6.94	0.77	2.78	5.64

One basis point (bps) equals 0.01%. Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect the expenses associated with the management of an actual portfolio. Yield curve data from Federal Reserve. State and local bonds are from the S&P National AMT-Free Municipal Bond Index. AAA-AA Corporates represent the Bank of America Merrill Lynch US Corporates, AA-AAA rated. A-BBB Corporates represent the ICE BofA Corporates, BBB-A rated. Bloomberg Barclays data provided by Bloomberg. US long-term bonds, bills, inflation, and fixed income factor data © Stocks, Bonds, Bills, and Inflation (S&BBI) Yearbook™, Ibbotson Associates, Chicago (annually updated work by Roger G. Ibbotson and Rex A. Sinquefeld). FTSE fixed income indices © 2020 FTSE Fixed Income LLC, all rights reserved. ICE BofA index data © 2020 ICE Data Indices, LLC. S&P data © 2020 S&P Dow Jones Indices LLC, a division of S&P Global. All rights reserved.

Global Fixed Income

First Quarter 2020 Yield Curves

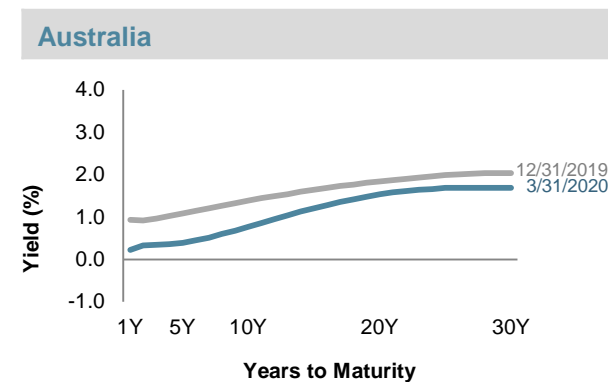
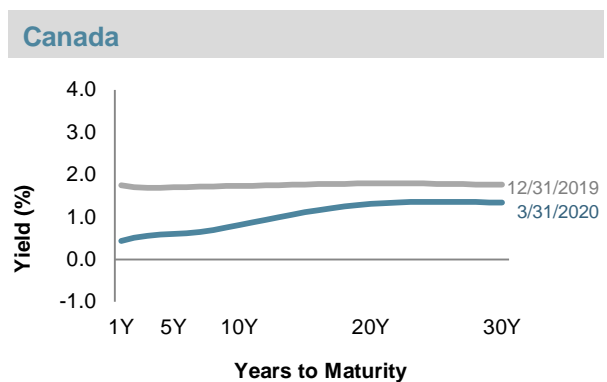
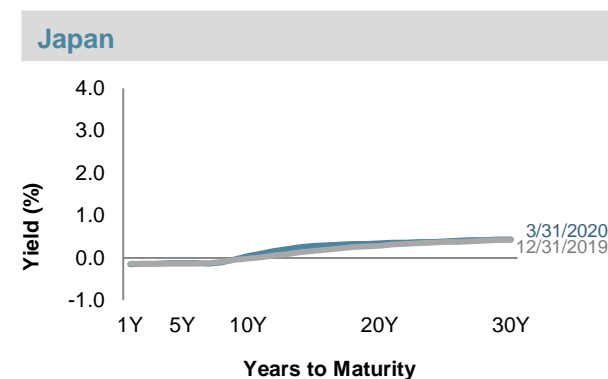
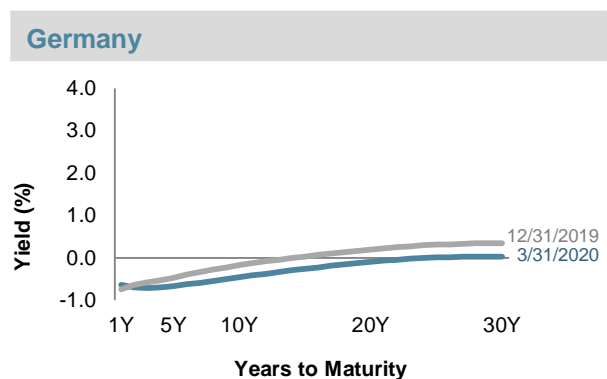
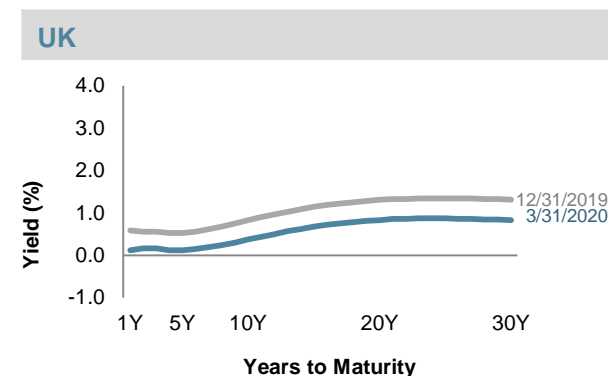
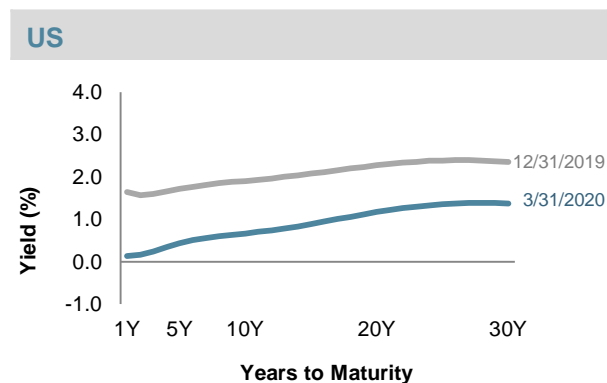
Government bond interest rates in the global developed markets generally decreased during the quarter.

Longer-term bonds generally outperformed shorter-term bonds in the global developed markets.

Short- and Intermediate-term nominal interest rates are negative in Japan and Germany.

Changes in Yields (bps) since 12/31/2019

	1Y	5Y	10Y	20Y	30Y
US	-1.5	-1.3	-1.2	-1.1	-1.0
UK	-0.5	-0.4	-0.5	-0.5	-0.5
Germany	0.1	-0.2	-0.3	-0.3	-0.3
Japan	-0.0	0.0	0.1	0.1	0.0
Canada	-1.3	-1.1	-0.9	-0.5	-0.4
Australia	-0.7	-0.7	-0.6	-0.3	-0.3



Impact of Diversification

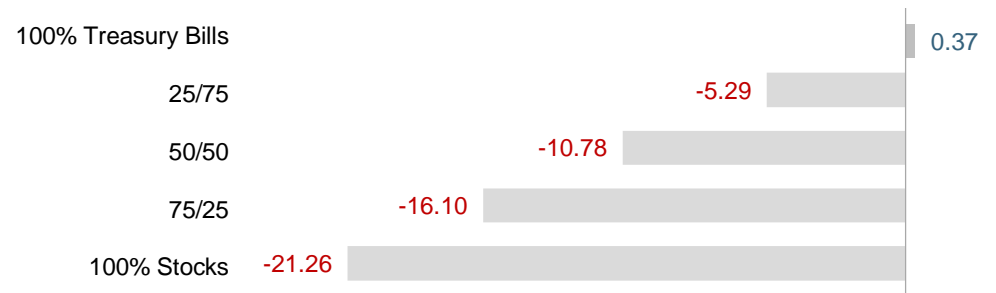
First Quarter 2020

These portfolios illustrate the performance of different global stock/bond mixes and highlight the benefits of diversification. Mixes with larger allocations to stocks are considered riskier but have higher expected returns over time.

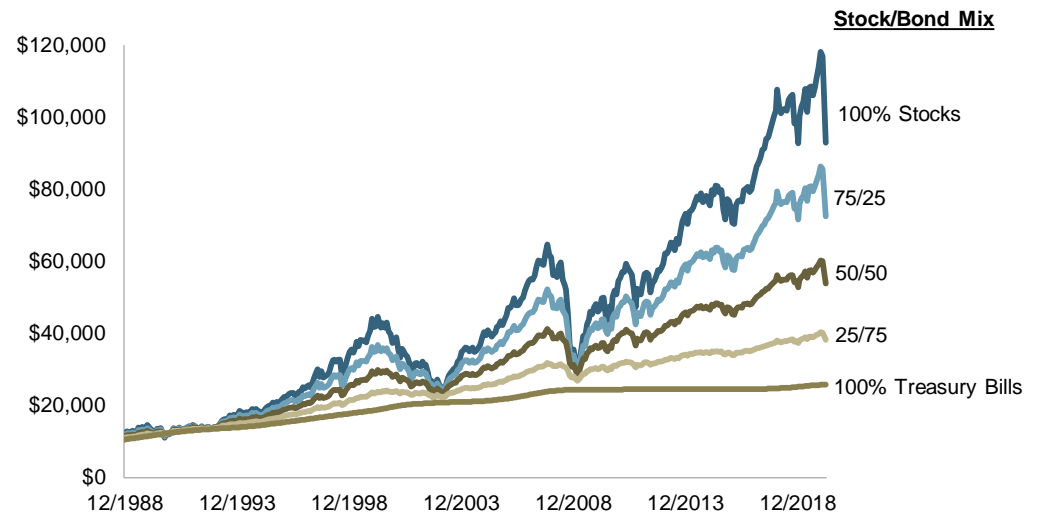
Period Returns (%)

Asset Class	* Annualized					
	QTR	1 Year	3 Years*	5 Years*	10 Years*	10-Year STDEV ¹
100% Treasury Bills	0.37	1.93	1.67	1.06	0.56	0.23
25/75	-5.29	-1.03	1.98	1.83	2.19	3.50
50/50	-10.78	-4.14	2.15	2.48	3.72	7.00
75/25	-16.10	-7.39	2.17	3.01	5.14	10.50
100% Stocks	-21.26	-10.76	2.05	3.41	6.45	14.00

Ranked Returns (%)



Growth of Wealth: The Relationship between Risk and Return



1. STDEV (standard deviation) is a measure of the variation or dispersion of a set of data points. Standard deviations are often used to quantify the historical return volatility of a security or portfolio. Diversification does not eliminate the risk of market loss. Past performance is not a guarantee of future results. Indices are not available for direct investment. Index performance does not reflect expenses associated with the management of an actual portfolio. Asset allocations and the hypothetical index portfolio returns are for illustrative purposes only and do not represent actual performance. Global Stocks represented by MSCI All Country World Index (gross div.) and Treasury Bills represented by US One-Month Treasury Bills. Globally diversified allocations rebalanced monthly, no withdrawals. Data © MSCI 2020, all rights reserved. Treasury bills © Stocks, Bonds, Bills, and Inflation Yearbook™, Ibbotson Associates, Chicago (annually updated work by Roger G. Ibbotson and Rex A. Sinquefeld).

Important Disclosures

April 2020

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