



CRUX WEALTH
— ADVISORS —

AROUND THE HARBOR

FROM THE EXECUTIVE TEAM

We are entering the familiar time of year that causes us to slow down a bit and reflect. Pausing during this period is especially necessary as we transition to a new season and anticipate positive change with hopes of the COVID-19 pandemic coming to an end, having affected our lives in so many ways for 18+ months. Although we are still amid these historical challenges, it feels safe to say that we are more than ready to turn the page and start fresh with 2022 just around the corner.

The last year and a half has been trying, but it's essential to consider our accomplishments. Our clients have been tremendous as we transitioned to virtual meetings, remote and hybrid work, and then back to the office again. Our employees stepped up with an all-hands-on-deck mentality to ensure clients were taken care of during an incredibly difficult time while still juggling their responsibilities at home and in the office. We will look back on this time and be amazed at the innovations and advances that originated. Our team encourages you to do the same and take time to reflect on both your personal and professional accomplishments over the past year.

Despite the many unknowns that we've all navigated through during this time, we are incredibly proud of our team's growth and expansion across the United States. Crux's footprint continues to make its way into new states and locations. We opened new

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offices in **Fairport, NY** and **Greenwood Village, CO**, and we introduced Crux Wealth Advisors to **Erie, PA**, and **Rockwall, TX**. In addition to the recent locations, we've also added team members to various Crux locations, and we're excited to introduce you to them in this edition of our newsletter.

We also invite you to read our third quarter Investment Commentary for the latest market insights and other articles in our Investing Well and Living Well sections. These articles highlight the utilization of intelligent technology to help with everyday tasks and reviving your social life in an ever-changing world.

Most of all, we want to thank you for your steadfast support and confidence in Crux Wealth Advisors. Stay healthy and safe.

Meet the newest additions to our teams!

LONG BEACH, CA

Carly Jeavons, Financial Advisor



The financial planning process excites Carly, and it's where she thrives working with her clients. She is an excellent communicator and can bridge information about where her clients are and where they want to go. Carly works hard to establish relationships by listening carefully to each client's story, concerns, and goals to crafting a customized plan and continually reassesses and adjusts strategies as needed.

Jaden Williams, Administrative Coordinator



Jaden's role is critical to our team to help us maintain the high level of service we aim to provide our clients. Of his many responsibilities, he is charged with facilitating client service

needs, including opening accounts, fulfilling client requests, and ensuring smooth operations in our headquarters location and those throughout the Southern California region.

Nancy Perez, Marketing Coordinator



Nancy's position is essential to our team to create clear and engaging content that is communicated with our clients and the community. She works with various team members to develop a comprehensive marketing strategy that effectively connects our organization with our clients and ensures that we meet vital goals. She also focuses on writing the content for various forms of communication, such as our social media channels.

Aaron Castillo, Associate Director of Finance



Aaron brings a unique perspective and essential knowledge to our team. He focuses on reporting monthly revenue and expenditures, collecting and reviewing financial information, and producing financial reports for our management team to review.

Julie Melrose, Transition Consultant



Julie's role on our team is crucial to seamless and efficient changeovers when new advisors join our team. Her duties include assisting and guiding our new advisors when they commit to joining our firm through the first 60 days utilizing education, operations support, and problem resolution, all while providing exceptional customer service.

GREENWOOD VILLAGE, CO



Ryan Murphy, Wealth Advisor

Ryan's approach to the financial planning process avoids an intimidating experience and instead leads our clients to a defined and individualized experience. As a lifelong learner and passionate financial educator, his primary goal is to expand his clients' financial horizons with integrity.



Nicole May, Wealth Advisor

A trusted financial advisor is essential for sound guidance and reliable support, especially in a continually changing and complex industry. Nicole brings those critical characteristics to our team with her more than 20 years of respected industry experience, along with a reputation of being a knowledgeable resource and champion for her clients.



Marilyn Weaver, Financial Advisor

Working with clients energizes Marilyn, and she is always striving to attract, create, and enhance new client relationships. She works closely with her clients to ensure that their legacy is clearly defined and will live beyond their years.



Alexis Herman, Financial Advisor

Alexis is an excellent communicator and can bridge complex information about her clients and their goals. She understands the many priorities in each of her clients' lives and how financial planning can be overwhelming. However, she is committed to sharing her knowledge with clients in a clear and relatable way.



Noreen Murphy, Client Relationship Manager

Clients know they can depend on Noreen to see that their questions and concerns are addressed promptly and to their complete satisfaction. Her duties include opening accounts, transferring assets, helping maintain our financial advisors' calendars and events, client communication, and systematic research. She works closely with our financial advisors and office staff to ensure a seamless service experience for clients.



Eric Swope, Wealth Advisor

The approach that Eric takes with each interaction is from a place of thoroughness and compassion. He aims to ensure that his clients are confident in their financial plans and, in turn, in their financial future. Therefore, he prioritizes education in his planning process so that his clients fully comprehend the workings of their financial plan.



Logan Smith, Branch Operations Manager

The efficient operations of an organization are critical to its success, and Logan works tirelessly to ensure that our team is prepared to support our clients through his supervision of our local office. He works alongside our clients to clarify their financial objectives and design strategies to actively pursue their goals.



Lauren Bland, Client Service Associate

Lauren's friendly and reliable approach is essential to her success and, in turn, the success of our clients. Our advisors and operations team feel comfortable going to her for training on our team's tools and the processes we follow because of her vast knowledge.

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Tracy Thomas, Client Service Associate

Tracy provides critical support to the team, including prioritizing tasks and duties to maintain an organized, efficient office through established processes to support growth within the practice. She also assists with client

onboarding, coordinates client events, and provides general operational support, among many other duties.



Lisa Maestas, Customer Service Associate

Lisa provides essential day-to-day support to our wealth advisors with responsibilities such as promptly and accurately answering our clients' questions, assisting with

client onboarding, organizing client events, and various other administrative duties. She brings a unique and highly valued viewpoint to our team because she worked with Crux as a client for more than a decade and was impressed by the high caliber of the team's work.



Chantel Smith, Client Relationship Manager

Chantel is a valued team because of the broad skill sets she brings to our organization, from her impeccable organizational abilities to her clear communication skills and task-oriented

approach, among many other characteristics. Her role requires the support and execution of daily tasks and responsibilities for the many functions on our team.



Chris Onnen, Client Relationship Manager

From effective relationship building and strong interpersonal skills to providing clear direction and educating others, Chris is an essential member of our team who provides technical support

and guidance on complex matters. Chris is meticulous in his style, which is especially important in a position that requires excellent attention to detail.

FAIRPORT, NY



Michael Weidner, Financial Advisor

Mike works closely with his clients to plan strategically for their goals and the unforeseen challenges in life. He does this by developing strong working relationships through effective listening and

developing unique strategies that are not influenced by market conditions. He also takes a close look at tax minimization and estate planning strategies for families and their businesses.



Rhea Sherman, Senior Registered Client Associate

Rhea's broad set of responsibilities include meeting the service needs of our clients from opening accounts, transfers, distributions, guidance on processing rollovers, along with

critical administrative tasks such as the scheduling of client meetings and preparing our financial advisors for their meetings.

BUFFALO, NY



Thomas Domin, Senior Wealth Management Advisor

Tom's dedication to his clients is unparalleled, and he demonstrates this through his responsiveness and the attention that he gives to each client interaction. He focuses

his days on meeting with his clients to help them assess their goals, alleviate concerns, address questions, and ensure they can confidently live out their dreams, as outlined in the customized plans he creates with them and revises over time.

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Steven Blanchard, Senior Wealth Management Advisor

Steve’s clients know him for his ability to easily relate to them, along with his dependability. He takes an active role in the planning process and has developed countless meaningful working relationships. These relationships are created because Steve’s clients trust that he has their best interest in mind.



Bryan Noonan, Partner, CWA, Senior Financial Advisor, RJFS

Bryan regularly checks in to see the latest happenings with his clients and does formal annual reviews, one of the cornerstones of his days. He aims to set himself apart by committing to excellence in customer service and ensuring that clients reach their financial goals through a thorough planning process.



Sarah Foss, Registered Relationship Manager

Sarah is immersed in all aspects of client relations, such as consulting with our clients to deepen relationships, coordinate client meetings and calls with the advisory team, and any other logistics that provide clients with information, comfort, and perspective of their financial goals.



Lars Petersen, Financial Advisor

Lars plays a vital role on our team and focuses on managing assets and helping build investment portfolios that align with each of our client’s individual goals and risk tolerance. Lars takes a holistic approach to his work because he understands and appreciates the many factors that must be considered to develop an individualized plan to reach financial goals.



Caroline Canton Diaz, Client Service Associate

Efficient and successful business operations and superior customer service are some of the top priorities for our team. This is where Caroline’s personable approach, attention to detail, and organizational skills are crucial to streamline business efforts. She is responsible for managing everyday processes such as maintaining and processing new client accounts, scheduling appointments, and coordinating other important office functions supporting our financial advisors.



Susan White, Senior Operations Specialist

Efficient operations are critical for the success of any organization, and her role is essential to our team and the overall office. Susan’s detailed-oriented approach and genuine care for our clients and their financial futures are apparent with her passion for and dedication to helping others.

SCOTTSDALE, AZ



John Larsen, Financial Advisor

John’s approach to his business and working with his clients is through compassion and practical strategies. He takes unique client information and turns that into a personalized and comprehensive plan to follow and guide them through their journey.



Sydney Falco, Operations Specialist

Sydney is an essential team member, from effective relationship building and strong interpersonal skills to providing superb customer service to our clients, so they are comfortable and confident in their financial situation. She provides vital support to the efficient operations of our office and continually helps to refine and improve processes.

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Peggy Quain, Senior Client Associate

Peggy serves as the backbone of our office. She provides constant stability to our organization through her reliability, institutional knowledge, honest approach, and above all, her integrity.

VILLA PARK, IL



Bob Peterson, Customer Service Associate

Bob has a strong understanding and background in client relations and supports our advisors to assure the smooth operation of the branch through the delivery of the highest level of service

to clients. Helping others has always been a top priority for him, and he has a steadfast commitment to providing the best client experience possible each day.

ERIE, PA



Renee Sopko, Wealth Advisor

Renee's friendly demeanor, attention to detail, and desire to see her client's goals achieved are apparent through the commitment and dedication she has for her career and clients. She has the unique ability to take complex financial circumstances and break them into

comprehensible, handcrafted investment portfolios that are well defined with clear timelines, actions, and desired outcomes.

ROCKWALL, TX



Justin Dollins, Financial Advisor

Justin's approach to the financial planning process centers around developing a solutions-based plan tailored to his client's individual goals. He establishes and maintains meaningful personal relationships with his clients and develops strategies based on a deep understanding

of each client's unique financial needs.

COMPANY CLIENT / ADVISOR EVENTS:

Client Appreciation Event - Buffalo, NY

We are delighted to be returning to in-person events with our clients. Our Buffalo, NY office hosted a Client Appreciation Event on September 8 on The Grand Lady, a Buffalo River boat tour and dinner cruise. The evening included drinks, appetizers, and a sit-down dinner as we sailed onto Lake Erie with 60 attendees.

We were so fortunate to have beautiful views of the sun setting just as we finished dinner. It was a fantastic way to thank our clients for transitioning with their advisors, along with a warm welcome to Crux!

Cradle Beach Golf Tournament - Buffalo, NY

The Buffalo advisors supported a local charity, Cradle Beach, with their annual golf tournament. Cradle Beach specializes in working with children with disabilities and children from disadvantaged backgrounds, and the golf tournament raises funds to help kids go to summer camp. We had 36 attendees, including the advisors, clients, prospective clients, and prospective financial advisors as well as business partners.

A lunch was provided to the participants, followed by dinner after the tournament and a silent auction. Several of our advisors were sponsors of the beverage carts, and both Crux and Raymond James were donors of the event, sponsoring the lunch and a few other items. The best part was seeing familiar names, Chris Campbell and Travis Alexander, winning the tournament! ♦

ADVISOR SPOTLIGHT

RYAN MURPHY, WEALTH ADVISOR • GREENWOOD VILLAGE, CO



What led you to join the Crux family?

I am excited to be a member of Crux because I believe that Travis and the executive management team have created a framework for responsible growth with our client's success as the ultimate priority. The age of the generalist in financial services is

over, and Crux provides professionals in all areas of our client's financial lives. We can deliver the very best financial services for our clients through financial planning, investment acumen, and a team of compliance professionals to provide oversight for our community of clients.

What does a typical day look like for you?

I like to wake up early and walk my dog, Ranger, and then exercise in a group class or on my own. With a young family, the morning routine and roles vary, but my workday is more regimented. When I get to the office, I visit with my team to prioritize our day. Then, I prepare for the client conversations ahead and connect with our support team working on cases for my clients.

The rest of the day is all about relationship management and client meetings. I enjoy collaborating with my clients, whether

it's in-person or through Zoom. I end my workday by prioritizing tomorrow's phone calls, emails, and administrative duties. Then I head home for dinner with my family, quality time with my kids, and participating in their activities.



What is a key initiative you are working on right now?

We are currently focused on training, getting acquainted with the new technology suite at Raymond James, and reestablishing our time management routine. This routine creates an essential foundation for the team to provide a quality client experience and client community that we strive to deliver each day.

When you are not working, what activities do you enjoy?

I replenish myself by getting outdoors and into the mountains of Colorado, but many of the activities I enjoy,



like backpacking, fishing in streams, archery, and mountain biking, are advanced for the age of my kids. Instead, we have backpacks that the kids grab, which we call our "junior explorer packs," and have micro Rocky Mountain adventures to stretch the kid's experience with being outdoors.

What is something people would be surprised to know about you?

Many people don't realize that I played club-level hockey in college. Team experiences and good coaching are imperative to develop driven and successful individuals who care about their entire community.

Lastly, what are your keys to success?

I believe that everyone needs three pillars in their life: Family, community, and purpose. To create the necessary balance, you need to work on all three areas consistently. If you make the pillars in your life a priority, you also must dedicate energy and time to them. You cannot "catch up" on family time, community engagement, charitable events, or educating yourself on your craft to be competent in your purpose. A disciplined routine focused on your long-term aspirations and goals will help you make day-to-day decisions more confidently. ♦



ADVISOR SPOTLIGHT

NICOLE MAY, WEALTH ADVISOR • GREENWOOD VILLAGE, CO



What led you to join the Crux family?

I was led to join the Crux family because I wanted to be a part of a thriving group of independent advisors. The business model that Crux has developed allows me to effectively serve my clients while having many resources available to me. These resources include a vast investment platform and team, a strong financial planning focus, and risk management resources.

What does a typical day look like for you?

My typical day includes in-person and/or Zoom client meetings. I work on investment strategies, financial planning, and hold regular check-in meetings with my team.



I also strive for a healthy work-life balance. Maintaining a wholesome lifestyle with time to exercise is a focus and a challenge. I have two teenage daughters at home, one in high school and the other in college. We try to connect in the evenings for dinner, but our schedules can be very

different. My little birds are flapping their wings and eager to fly from the nest! Fortunately, I've instilled goal planning with them, and they have realized how long it can take to be independent, which can also be overwhelming at times.

What is a key initiative you are working on right now?

I'm continuing to learn the Raymond James technology. Our team is busy systematizing our practice to provide a positive, consistent client experience. I look forward to building my network of resources within Raymond James and attending the Raymond James Women's Summit this fall.

When you are not working, what activities do you enjoy?

I love spending time being active. I enjoy being outdoors, from walking my dog each day to golfing on weekends. My favorite indoor activity is yoga.



Travel is also important to me. I am always looking for opportunities to build memories with my daughters and explore new places with them.

What is something people would be surprised to know about you?

Some may be surprised to know that both of my parents were raised on farms. They developed strong work ethics, and they passed along that determination to me. My hope is that I'm able to pass the same value for hard work and dedication to my daughters.



Lastly, what are your keys to success?

I believe the keys to success are honesty, integrity, and a strong work ethic. Honesty and communication go hand in hand. I strive for transparency and want to educate my clients along their paths to financial success.

I also love to be organized by documenting my client meetings and tasks by tracking action items, monitoring financial goal progress, and planning ahead. I have always found that being prepared helps me efficiently manage unexpected issues that may arise. ♦

ARE YOU READY TO REVIVE YOUR SOCIAL LIFE?

FOR THOSE READY TO RECONNECT IN REAL LIFE, HERE ARE SOME TIPS FOR OVERCOMING POST-QUARANTINE AWKWARDNESS.

From the time we're born (even beforehand, based on studies of twins in utero), humans want to be social. According to the Centers for Disease Control and Prevention (CDC), loneliness is associated with higher rates of depression, anxiety and worse. And having poor social relationships is associated with increased risk of heart disease and stroke.

The pandemic forced us to find new ways to socialize. But now that we have a chance to start reconnecting in real life, we also have the opportunity to reconstruct our social lives. It might feel weird at first, but here are some tips to help you reconnect thoughtfully and overcome the awkward:

Do consider who you want to reignite a relationship with. With the time and space to reflect on what's most meaningful in life, you may have realized not everyone on Facebook is worthy of your time. It's OK to bow out of brunch with way-back-when buddies if you're not into it. Respectfully decline.

Do give yourself more time if you need it. Just because it seems like everyone is starting to party like it's 2019 again doesn't mean you have to. Give yourself grace if you're still working through mental health challenges brought on by the pandemic. (You're not alone. During the pandemic, about 4 in 10 adults in the U.S. reported symptoms of anxiety or depressive disorder.)

Do encourage others to reengage with those who mean the most to them. Interestingly, men more easily let relationships go than women do, according to a study published in the American Sociological Review. So husbands, sons and dads might need an extra push.

Do find a new routine. A lot of our social connections are built into our schedule, like happy hour every Thursday or cycling class on Mondays. When that routine is broken, the social connection is lost too. But this is a chance to create different habits that may work better for you.



Don't be afraid to create physical boundaries that are comfortable for you. Friends may get giddy and go straight for the bear hug. But if you're not there yet, let them know. It's ideal to discuss your comfort levels before meeting up so expectations are set.

Don't beat yourself up. Remember that everyone is just getting back out there. However, if you're feeling a sense of dread about connecting with someone in particular, you may want to reevaluate that relationship.

Don't take it personally if your besties have boundaries that are different than yours. Just as you should assert your comfort level, be respectful of others'. Obey their wishes to mask up or dine outside, for example.

It's significant for our well-being to have social connections. But the pandemic also gave us a reason to pause – and reflect. So step back and construct your new social life carefully, and more meaningfully. And now that your debit card is making an appearance more frequently too, talk to your advisor about reestablishing a “fun” budget so you can start to enjoy life again without the worry of getting overzealous and going overboard.

Next steps

Before you meet up with friends, gauge their comfort level by asking:

- Would you prefer we meet outdoors?
- Would you prefer I wear a mask?
- Are you comfortable with hugs/handshakes? ♦

Sources: wired.com; cdc.gov; kff.org; healthline.com



INVESTING WELL

FROM OUR INVESTMENT COMMITTEE

As we sit atop our prosperous peak it's wise to remember that we began our uphill journey from the depths of the COVID-19 ravine not too long ago. Today we're able to admire the views of the fastest economic growth since 1984, the best start to a bull market, and the record-breaking quarter of earnings growth. Often, the best views come after the most demanding climbs. Now it's time to catch

our breath, peer over the horizon at what's to come and begin our descent from this peak. However, just as the summit of one mountain can become the base of another, the investment landscape goes on indefinitely, making adhering to a disciplined investment strategy of the utmost importance.

Equities

The S&P 500 achieved its sixth consecutive quarter of quarterly gains, narrowly finishing in the green by 0.23%. Similar to history, the month of September was not favorable for equities with the S&P 500 down 4.76% (which compares to the average decline of 0.6% for September since 1960). We continue to believe that the positives outweigh the negatives, despite some mounting concerns such as:

- narrow participation potentially making the market susceptible to pullbacks
- slowing momentum in the macro data
- rising inflation
- COVID cases
- supply chain issues
- China (regulatory tightening, slowing macro, and debt contagion fears)
- elevated valuations
- tax changes
- debt ceiling

While pullbacks are possible, the market has remained resilient in the face of the mounting wall of worry and has not experienced an intra-year decline greater than 6% through the end of September.

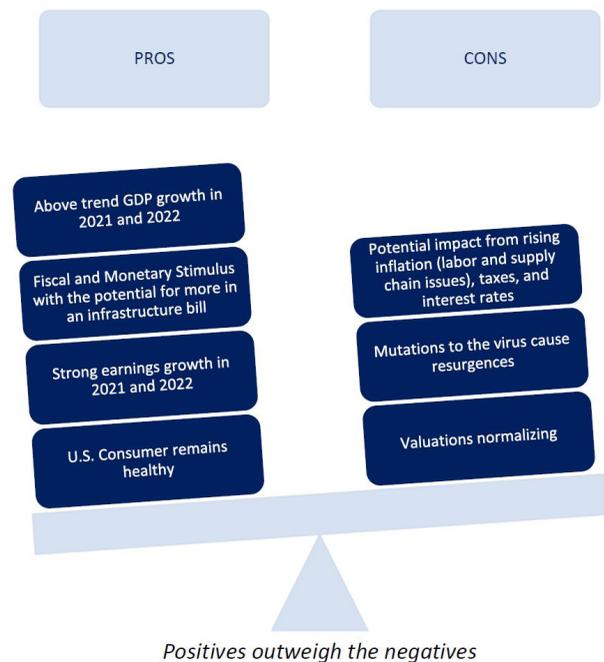


Chart Source: FactSet and Rf Equity Portfolio & Technical Strategy

Fixed Income

Why do interest rates refuse to climb meaningfully higher? U.S. corporations are increasing earnings as domestic growth flourishes. A common aftereffect to very positive data can be rising interest rates, yet the yield curve continues its slow descent, much to the surprise of many pundits and investors.

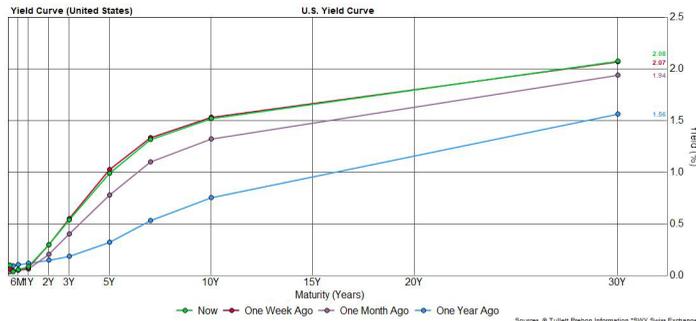


Chart Source: FactSet, Tullett Prebon Information, *SWX Swiss Exchange

We exist in a unique financial world with nearly \$17 trillion in negative-yielding debt, with global central banks expanding their balance sheets (the Fed to >\$8.2 trillion) and with extreme interest rate diversity. The Fed used to control the short end of the yield curve; however, that role has expanded across the curve. The ten-year Treasury does not necessarily reflect what is going on in the economy as it once used to, but it may be indicative of central bank operations.

The Fed appears to control with arguably tremendous pressure to keep interest rates low as government debt climbs. The Fed has been very transparent about its intentions. The latest FOMC release indicated that despite economic progress, they are looking for substantial progress before even beginning to talk about tapering. In other words, they will continue to be accommodating in policy until further notice. This is evidenced by their continued monthly \$120 billion in open market purchases. Talk “taper” all you want, but recognize that it just isn’t happening yet.

Economic Outlook

Fiscal policy refers to the use of tax and spending policy to influence economic behavior. Cutting taxes or increasing government spending is expansionary (or ‘stimulative’), which adds to growth. Raising taxes and cutting spending is contractionary, meaning it subtracts from growth.

Fiscal policy stands in contrast to monetary policy, which is the setting of short-term interest rates (or, in recent years, large-scale buying of Treasury and mortgage-backed securities) to influence economic activity. Monetary policy is quick to implement. The Federal Reserve can lower short-term interest rates whenever it decides to do so; however, it has a long and variable lag. It could take a year or more before we feel the full impact. In contrast, the effects of fiscal policy are more immediate, though it often takes time to implement. The conventional view among economists is that neither policy can be used to fine-tune the economy. Monetary policy is the primary tool to guide the economy and has been likened to steering a supertanker, while fiscal policy is reserved for fighting recessions.

However, we see some debate about whether the conventional view will continue.

In a recession, the loss of jobs and income leads to reduced spending, further job losses, further reductions in spending, and so on. Fiscal stimulus is intended to halt this snowballing and can bridge supporting aggregate demand while the private sector recovers. That bridge should be long enough to get to the other side. The stimulus was massive following the 2008 financial crisis—the federal budget deficit rose to 10% of GDP. In hindsight, while it prevented a much more substantial downturn, it wasn’t large enough to propel the economy to a full recovery right away. From the start, the Biden administration did not want to make the same mistake.

In every recession, lawmakers announce some sort of tax rebate. Economists caution that sending one-time checks to individuals isn’t effective as these checks are more likely to be used to

pay down debt or add to savings and are less likely to be spent. However, as we saw during the pandemic, income support can provide a critical lifeline for people who have lost jobs and income and can prevent more substantial economic weakening.

Increased government spending is also used to fight recessions. Such stimulus should be targeted, timely, and temporary. Largescale spending is challenging to plan quickly, and, as we saw in the aftermath of the 2008 crisis, there may not be shovel-ready projects. Getting the money out rapidly is essential. You don't want to add stimulus after the economy has already recovered. Ideally, added spending should be pulled back as private-sector demand recovers.

The 2008 financial crisis and the pandemic led to significant economic downturns, but they differed from typical recessions and were very different from each other. Following the financial crisis, it would take a long time to repair the damage to household and business balance sheets. We tend to focus on federal fiscal policy, but state policy played a crucial role in dampening the recovery. Most states have balanced budget requirements and state budgets turning red in the aftermath of the financial crisis led to spending cuts. About a third of the \$831 billion American Recovery and Reinvestment Act of 2009 was an aid to states, which

Fiscal and Monetary Policy

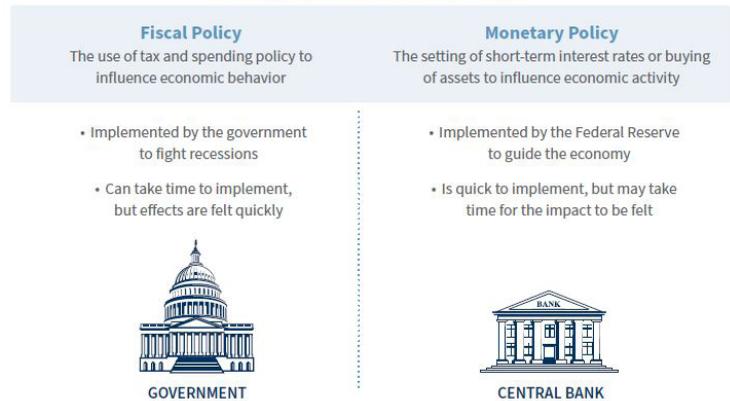


Chart Source: Raymond James ISQ Q3 2021

limited job cuts initially. However, state and local government employment still fell sharply and did not fully recover until 2019. State tax revenues appeared to be at risk in the early stages of the pandemic. Still, federal support helped the national economy to recover, and most states saw a quick rebound in revenues. The pandemic recession was the sharpest and briefest on record but brought massive job losses. The recovery has been swift but partial. A full recovery will not happen until the pandemic is entirely behind us, and it won't be over until it's over everywhere.

Conclusion

The market has continued to have a strong year, which has led to increased investor optimism, but the recent volatility has started to gain traction. While the market is likely to continue to climb, it is also possible to take a short-term break before climbing higher. As mentioned in other messages, the most important investing principle is sticking with long-term investing goals. We do not adjust our investing process based on short-term market movements,

so long-term investment plans shouldn't either. We continue to believe that discipline around portfolio diversification, and rebalancing will be necessary for the remainder of the year. As market dynamics change and we get further into this bull market we recommend consulting with your Raymond James financial advisor to evaluate your portfolio. ♦

TECHNOLOGY MAKES IT EASIER (AND SAFER) TO AGE IN PLACE

DIGITAL ADVANCES MAY HELP YOUR LOVED ONES REMAIN IN THEIR HOMES
WHILE RETAINING A HIGHER LEVEL OF INDEPENDENCE.



Home feels comfortable. Cozy. Happy. No wonder most people want to stay put in retirement.

As people age, however, it's not uncommon to need a little more help in everyday activities. For your peace of mind, and theirs, certain advances in smart tech may help those you love comfortably age in place – safely – and perhaps, just as importantly, independently.

Not only are devices now Wi-Fi-enabled, remotely accessed and schedulable, but many are smart and equipped with artificial intelligence (AI) technology that learns your habits and predicts your preferences. They can sense when something's not right and automatically turn on, off or adjust settings.

From getting groceries to managing medication – and everything in between – here's how intelligent technology (powered with AI) can help with everyday tasks.

Whatcha got cookin'?

Smart refrigerators can be the epicenter of a home – displaying calendars, playing music and showing recipes. And they can do much more. If expiration dates on food become hard to see, these refrigerators can send an alert if the milk goes sour. If you're at the grocery store with your mom but can't remember if she needs eggs, you can ask the fridge from afar. (It knows the contents and can show you a picture!) Couple that with a garbage can that scans barcodes as items are thrown away and automatically adds them to the grocery list. And once the pantry's stocked, a stove that connects to Wi-Fi so family can make sure it's off and an induction cooktop that stays cool to the touch – ideal safety characteristics. Simple but impactful features like automatic lights turning on above the stove when a burner comes on can make life easier, too.

Guiding the way

Flooring that can sense a fall? Sounds too good to be true. A magic carpet, if you will. But there are floor sensors that can be installed

under decorative flooring that alert for help in the case of a fall. Fall prevention measures, though, will put your mind at ease even more. Smart lights that sense movement can illuminate a pathway. Lights can brighten depending on the time of day – so they don't blind someone in the middle of the night – or based on other light nearby, and they can even start to learn habits and automatically (no scheduling needed!) come on during those times.

Managing medication – properly

There's facial recognition for something more important than Facebook: medication. A smart drug-dispensing system can dole out medication at precise times throughout the day to ensure diligent adherence to doctor's orders. The complementary caregiver app also asks loved ones questions like "How are you feeling?" and provides reminders for blood sugar tests or blood pressure checks. Caregivers have access to the data, so you can rest easy knowing your loved one is taking care of themselves and intervene if necessary. A win for both of you.

Squeaky clean

"It's laundry day" will have a completely different meaning with smart washers and dryers that automate cycles. You can remotely start a load if your loved one fills it, and some machines even store dozens of customized cycles so you don't have to worry about settings each and every time. And we've all heard of robot vacuums (you might even have one roaming your house as we speak), but how about a robot window cleaner? Now that's a chore anyone will gladly give up.

Here's to health

Gone are the days when your neighbor across the street checks that your porch light comes on each night as a signal that you're OK. Now, your loved ones (only a select few, of course) can have access to all your health data and track your vitals throughout the day. There's caregiver technology that operates as a large,

easy-to-use touchscreen and can even do video calls for regular face-to-face check-ins. Smart watches can motivate you to stay active throughout the day and even nudge you to stand up from your marathon blogging session. Smart lavatories automatically measure weight and smart toothbrushes allow remote caregivers to monitor your hygiene.

There are some caveats to all this automation, of course. Some of these technologies can feel like big brother is watching, diminishing a sense of privacy even as it increases autonomy. But if it means a loved one can live at home longer and more independently, the tradeoff might be worth it (especially since you can dictate who gets access to what).

Future technological advances might even be more accessible, cost-effective and innovative than they are today. Some surprising innovations coming down the pipeline include a robotic arm that can chop up dinner ingredients, voice-activated controls that can operate from any room and mirrors that analyze skin to monitor health.

Of most importance, talk about your family members' wishes to age in place, especially if you're a potential caregiver. And speak to your advisors about what it takes to help someone grow old at home – the way they envision.

Next steps

Staying in your home (safely) as you age is possible if you make the right preparations. Help your loved one:

- Speak to their advisor about wishes to age in place and create a financial plan that allows for it
- Create a caregiver network with family and friends who can divide tasks you'll need assistance with
- Remain updated with smart and AI technologies that may be able to help ♦

Sources: grandcare.com; my.matterport.com; okpria.com; silvereco.org; healthtechmagazine.net; techhive.com; time.com

MILESTONES

OUR TEAM'S LATEST ACCOMPLISHMENTS



Julia Perez and her husband, Abdiel, welcomed their second son, Ari Isaiah Perez, on March 16, 2021.



Chris Campbell and his wife, Jennifer, welcomed their second daughter, Cora Campbell, born on June 27, 2021.



It's a Girl! *Natasha Palmatier* and her husband welcomed Remington Kay Palmatier on October 24, 2021.



Amy Cruz and her husband, Travis, purchased a cabin in Plail, Washington.



Andrew Durfee and his wife welcomed Luca Patrick Durfee on August 22, 2021.



Caitlyn Salloum and husband Joe welcomed baby Jett on May 5, 2021.

Client Bill of Rights

- You have the right to courteous service – from your financial advisor and all other associates of our firm.
- You have the right to select and work with a trustworthy, independent financial advisor who is professionally competent, personally dedicated, and who communicates with you on a regular basis about your portfolio. You may request information about your advisor's work history and background, and you may contact your state or provincial securities agency for verification.
- You have the right to expect financial and investment recommendations based solely upon your unique needs and goals, consistent with the objective of enhancing your financial well-being. While the performance of investments may not meet your expectations and markets can underperform their historical averages, recommendations should be based upon the goal of attaining superior performance in light of the facts known at the time of investment.
- You have the right to open, consistent communication and to have information presented in clear and understandable terms.
- You have the right to reasonable, achievable projections of results, understanding that many unforeseen factors can frustrate expectations and result in losses, particularly in the short term.
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