



Dave Neterer, Founder and President

Welcome to our summer newsletter edition. It seems like we have had a lot of unusual events over the past couple of years! On the financial front, we had Covid shutdown and lockdown, then Paycheck Protection Program (PPP) to help employees and companies, financial governmental engineering and Congressional laws were passed, money flooding the system and college loan forgiveness proposals. In October 2022, Jamie Dimon from JP Morgan Bank called for a global recession starting the summer of 2023. On the weather front, we had an unusual weather pattern of hurricanes in the south, snow in the west and one of the mildest winters I can remember. A government so divided neither side wants to budge on polarizing issues. But is this all really that unusual? Our office recently attended a seminar that helped put some things into perspective. For example, corporate profits in 2022 were the highest they have been in history. Thus, corporations have navigated the new landscape fairly well. We seem to be on the cusp of another technological revolution with the use of AI that should give another boost to productivity. When you compare weather patterns over the last 100 years, the number of severe occurrences really hasn't changed that much. Don't forget, our government was created with the idea of differences in opinion and yelling until things were worked out. There was even the dueling Burr-Hamilton saga from July of 1804 – so at least we aren't shooting it out anymore!

All that to say — as I have been in the business for 30 years now – there always seems to be a reason or some scary headline to keep us from investing but time and diversification do work in our favor.

On the lighter side, my son Bruce gave me an outstanding birthday present and married Kaydee Taylor on my special day in June! Needless to say, I will not forget his anniversary, and he better not either...lol. It was a beautiful day with a lovely bride and great celebration. My oldest son Jake and his wife Kelsey just had their second daughter,

Maisie Grace. Mother and daughter (and dad) are doing great. My middle son Mitch and wife Reagan bought a house in Waynesboro and are settling into home ownership. My stepson Nic completed his first year at University of Florida and is heading back for the fall semester. Just when I thought life would slow down a bit, we continue growing and staying busy trying to keep up with everyone...but I wouldn't have it any other way!



Dave

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Kelly Batey, Private Wealth Manager



Happy summer everyone! Our youngest son, Adam graduated from Smithsburg High School on May 31st with Highest Honors and is headed south to University of Tennessee in August, where our oldest son, Kyle, also attends. We are officially a “Tennessee” family, living in Maryland. Funny how things work out! It’s a dream for me, as a mom, knowing that Adam has his big brother to help him navigate a whole new world. This is a new phase for Jeff and I as well, as empty nesters. No more high school football or lacrosse games, so I guess I’ll have to find some new hobbies. Anyone up for pickle ball?! I am really trying to enjoy this summer with the boys before packing them up and moving them into their dorm/apartment in August.

We just returned from South Carolina, where we spent a week with my sister and her family and soaked up as much sea and sun as we could. I truly love this time of year, but I wish this summer would slow down...

On another note, have you met my new assistant Mary? There’s something about her, that has me over the moon! She worked for Edward Jones for four years prior to joining our firm last fall. It has been such a blessing and a joy to have her on our team! She is very client service-oriented, and I am honored to have her work by my side. If you ask me, I think we make a dynamic duo! I generally send letters to my clients to let them know when I am going on vacation, but time got away from me this year. However, I knew you all would be cared for because Mary was here to cover for me. She splits her time between our Frederick and Hagerstown offices. If you have not met Mary yet, stop by the Frederick office to say Hi! She is generally with me on Tuesdays and Thursdays, or as needed.

As we move into fall, let’s get together and complete that annual review, if we haven’t done so already! Enjoy the rest of your summer, and we’ll talk soon!

Ken Smith, Private Wealth Manager

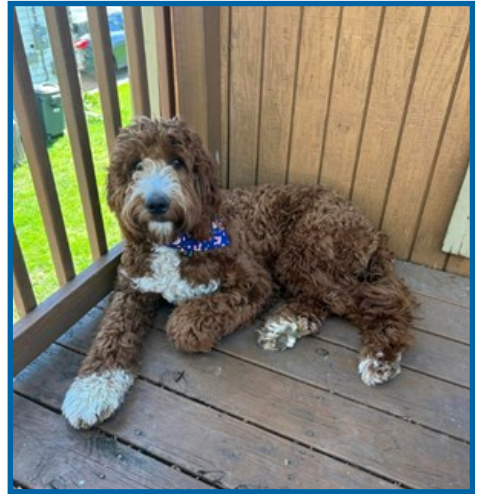


It’s hot! The Dog Days of Summer are already here, July 3rd to August 11th, ugh. Now, check this out, the constellation Canis Major, the Greater Dog, contains the star Sirius, the Dog Star. Sirius is the brightest star visible from anywhere on Earth. During the time of year I mentioned, Sirius and the sun are located in the same area of the sky. Sirius is so bright the Romans believed it added to the sun’s heat, and referred to this time of year as Dies Caniculares, Days of the Dog Star. Well, I’m sure you already knew that. How do I feel about the dog days? Not a big fan. But frankly, on a Saturday in my canoe with a beer and my fishing rod, they really don’t bother me too much. I highly recommend this dog day therapy to all of you.

Enjoy summer!

Evan Vink, Private Wealth Manager

It's hard to believe we are halfway through 2023 already. It seems like yesterday we were all wearing masks and social distancing. Thank goodness all that is over, and we are back to our normal lives! So far this year a few new chapters have taken place in my life, one has four legs and likes to bark, while the other is successfully passing the Certified Financial Planner (CFP) exam in March!



After many months of entertaining the idea of getting a dog, I took the leap with my girlfriend, Ashley, and we adopted Ollie, an Irish Doodle, from the Humane Society in Lancaster, PA. So far, he has been a great addition to our lives and will definitely make friends with Winston soon. As mentioned in our last newsletter, I was studying for the CFP® exam, which consists of investments, taxes, estate planning, insurance and qualified retirement plans. I am happy to say that I have successfully passed that exam and can better serve our clients with the new knowledge I have gained in these areas.

As for the markets, we have had quite a bounce back this year, and those who have remained invested have been rewarded. The recent influx of funds into companies that have exposure to artificial intelligence (AI) has been driving the market overall. If we look at the top ten companies in the S&P 500, they make up 25% of the entire index and have been supporting most of the gains we have seen so far this year. If you take out those ten companies, the entire index would be nearly flat for the year. I believe that artificial intelligence will be something that will be synonymous with “Googling” a question in the near future. If you have not checked it out yet, you should. Chat GPT can summarize books, write jokes, create computer code and many other tasks. You will be hearing more about this in the future, and I look forward to seeing the progress of AI, and how it can help us better the world.

Evan Vink

Medicare Webinar August 10

Wondering if you are eligible for Medicare, or how you can enroll? Join us **Thursday, August 10 at 5:30 PM** to learn the ins and outs of Medicare. This free webinar will review eligibility requirements, when and how to enroll and what Medicare does and does not cover. It will also look at what you need to do to avoid late enrollment penalties and how Medicare works with private insurance. To register or for more information, visit our website at www.sterlingfm.com/events or call (301) 733-7777. Can't make the webinar in person? Sign up anyway, and we will send you the slides and recording afterwards! Our next webinars will be our Mid-year Review in September and another Estate Planning in October. Stay tuned for more details.



Forrest Miles, Private Wealth Manager



Here it is July already, and we are almost halfway through summer! They say time flies when you are having fun, and I certainly hope you and your family are enjoying this summer.

With all the turmoil in the world today, I understand the anxiety many of you may be experiencing. Please rest assured that the staff of Sterling Financial Management, along with the support services of LPL, are here to help you through these uncertain times. If you have not returned your completed Risk Tolerance Questionnaire to me, please do so at your earliest convenience. This value-added assessment will help us to maintain and adjust your portfolio during these unprecedented times to meet your goals and objectives.

My assistant Mary, who many of you have met through your transition to Sterling FM, has been a tremendous help making this process as easy as possible. She is a very experienced and dedicated team player, and I feel so blessed to have her on my team. We truly appreciate each of you who has chosen us to provide you with financial and wealth management services. It warms our hearts to know you put your trust and faith in our team. Please do not hesitate to call if you have any questions, needs or just want to talk. I hope the rest of your summer is filled with the excitement of outings, vacations and family gatherings!

A handwritten signature in dark ink that reads "Forrest Miles".

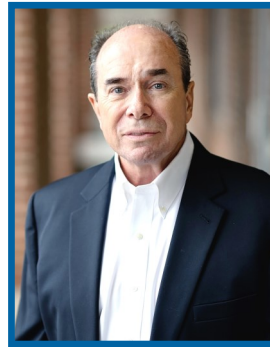
Meet the Sterling Financial Management Team



Dave Neterer
President



Kelly Batey
Private Wealth Manager



David Cushwa
Private Wealth Manager



Forrest Miles
Private Wealth Manager



Karen Brightwell
Office Manager



Tiffany Gawlik
Client Service Associate



Lynn Neal
Client Service Associate

David Cushwa, Private Wealth Manager




Happy Summer Season to all our clients and friends!

It is hard to believe the first half of the year is behind us. Financial markets have essentially "stabilized" but still face challenges related to lingering inflation and labor shortages. We are encouraged to finally see better investment opportunities in the fixed income markets and selective equity portfolios.

It has been a very busy year for Sterling Financial as we continue to grow and attract new clients that are eager to share in the benefits of our remarkable client service model. I would love to share our client experience with new investors of all ages and backgrounds, so please feel free to call me anytime.

Kim and I have continued our travels internationally and domestically by visiting clients, who have relocated to other states. In my spare time, I enjoy working out and golfing (always a work in progress) with both clients and friends.

My entire staff wishes you and your families a safe and pleasant summer. I sincerely appreciate the incredible loyalty and friendship I enjoy with every one of you!

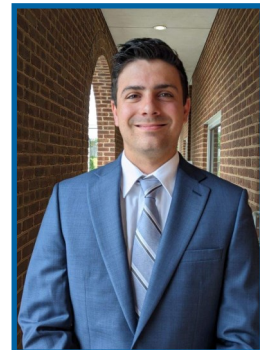
All the best, 



Ken Smith
Private Wealth Manager



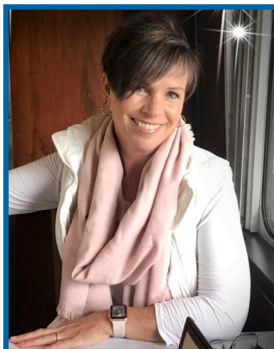
Evan Vink
Private Wealth Manager



Bruce Neterer
Private Wealth Manager



Mitch Neterer
Financial Advisor Assistant



Mary Quilici
Client Service Associate



Ally Sirbaugh
Marketing Director

Dave Neterer

David Cushwa

Ken Smith

Evan Vink

Bruce Neterer

1825 Howell Rd., Suite 5

Hagerstown, MD 21740

Ph:301-733-7777

Fax:301-733-0303

Kelly Batey

6919 Baltimore National Pike

Suite C

Frederick, MD 21702

Phone: 301-473-7777

Fax: 301-473-7888

Forrest Miles

5436 Fishers Hill Way

Haymarket, VA 20169

Phone: 301-733-7777

Fax: 301-733-0303

www.sterlingfm.com

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- ◆ Estate Planning Strategies
- ◆ Social Security
- ◆ Education Planning

Save the Date

| | |
|----------------------------------|---------------------|
| Medicare Planning Webinar | 8/10 5:30 PM |
| Mid-Year Review Webinar | 9/14 TBD |
| Estate Planning Seminar | 10/18 TBD |
| Fall Shred Day | 10/27 |

Stay tuned for more details!

Call our office at **301.733.7777** for more information, or go to
www.sterlingfm.com to sign up for our events.

Connect with us!



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