STERLING Financial Management, Inc.

David Neterer, Founder and President

Welcome summertime…At least we can say, we aren't Portland, Oregon, where they had record breaking temperatures that hit the 117 degree mark! I don't think any of us could have written a script about the experiences we have had with Covid but thank goodness it has started tapering off and governments are lifting restrictions and mandates. We have all dealt with the process in different ways and approaches, but I think we can all say, it was good to have the opportunity to take the mask off.

On the investment front, the markets shrugged Covid off like it was not there – creating the fastest decline and recovery in history. The Federal Reserve has provided a backstop for liquidity and stimulus to help the recovery and accelerate the economy. We will see if they can maneuver a taper without causing disruption…something that becomes a delicate balance. We have been more conservative in our portfolio positioning because a correction can quickly wipe out gains and reduce the long-term compounding returns. We don't believe a severe recession or crash is coming – just the normal volatility in the market. Remember, a 15-20% correction is a common occurrence.

Courtney and I have a busy summer attending our son Nic's travel basketball tournaments. He will be a senior in high school and hopes to play college basketball. Our oldest son Jake and his wife Kelsey are expecting a baby girl in August making us grandparents for the second time. Children are so much fun to watch grow – you forget all the little things that you went through as a parent. As the saying goes, it's great to have them and nice to be able to give them back! Mitch has decided college is not his path and has gotten a job working at UPS in California, PA. He has always enjoyed working hard and is very mechanically inclined. Bruce is continuing college and playing summer soccer with a local team. He will be back at Cal U for the fall and hopefully a soccer season this year. We have been able to visit Alex, her husband, Tracey, and their son, Colton (pictured above), in Detroit a couple times this year. He is such a ham and loves to be on the go. We have a trip planned for Hawaii this year and are really looking forward to exploring the islands!

Dave

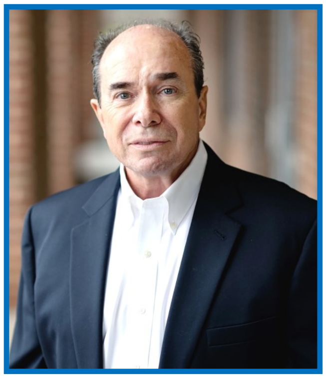
Summer 2021 Newsletter

Mission Statement

To fulfill dreams and pursue financial goals for our clients, providing them with results and financial independence.

Inside this Issue

David Cushwa, Private Wealth Manager



Hello All! It’s hard to believe we are almost at mid-year and well into the fun of summertime! With the lifting of Covid-related restrictions, life has become “exciting again!”

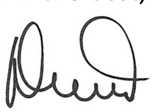
Financial markets have enjoyed a robust 2021 thus far, and the economic recovery looks strong and sustainable. Yes, there are worries of rising inflation now and in the future but it appears the Federal Reserve is cautiously moving toward higher interest rates in the next year or so. If the politicians can come to an agreement on an effective “infrastructure package,” then our view is that the economic recovery will continue for the foreseeable future.

So how do we position portfolios in this kind of environment? Our vast resources, combined with our fiercely independent research/product utilization approach to portfolio management is the hallmark of our success. I am always committed to clearly developing and implementing your long-term financial goals in our planning and overall wealth management. As a client, I trust our long-term success is something you value. We respectfully ask you to always feel free to refer us to family, friends or colleagues, so we may have the opportunity to assist them!

On the personal side, I have stepped up my daily exercise routine by returning to the gym post-Covid. When time permits, golfing and rail trail bicycling are always a priority!

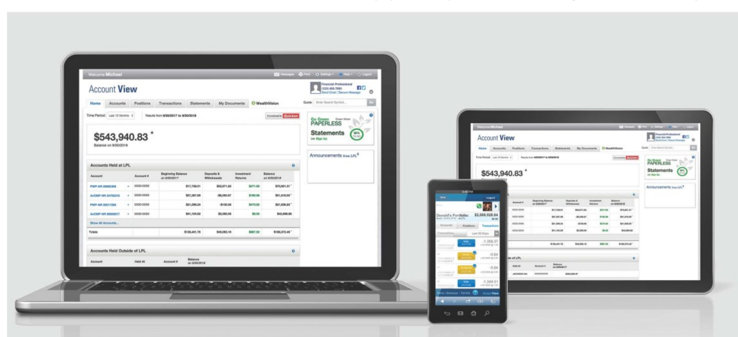
Let me take the opportunity to sincerely thank you for your unwavering dedication and friendship. Rest assured our entire team is here to assist each and every one of you!

All the best,



Moving from Account View 1.0 to 2.0

Account View provides a secure, 24-hour online access to your investment account information. All features are available to you at no charge. LPL Financial has now upgraded Account View 1.0 to 2.0! Besides a refreshed look and feel to the site, the new 2.0 is easier to navigate and access different features, has an app so you can log on from your phone or tablet and has TurboTax integration. eSignature is even included, so you do not have to go to a separate app like DocuSign. Please call Courtney Dowler, client service associate, at (301) 733-7777, and she will switch you over from Account View 1.0 to 2.0 or set you up with 2.0 if you have not signed up yet for this free account benefit!



Contact Info Updates?

Do you have a new e-mail address, mailing address or phone number? Please call us at (301) 733-7777 or send any of our staff an e-mail letting us know, so we can continue to stay in touch with you! We want to make sure you receive all of the latest updates and news.

The Latest Sterling News

Website Updates

We have made some recent changes and updates to our website. If you have not visited it recently, be sure to check out the refreshed home page, Community Support page, monthly blog, Photo Album and additional resources! We also added a new secure **Client Upload** button. Please feel free to use this to upload important documents that you need to send us instead of mailing them or dropping them off. Although, we are always happy to have you stop by to see us!

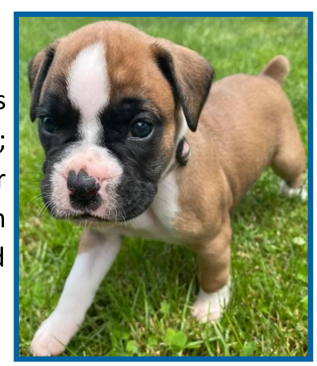
New Staff Member

Meet Robert Ni, our new financial advisor assistant! Robert recently graduated with a Bachelor of Science in Business Administration from the University of Pittsburgh having majored in finance, minoring in economics and receiving a certification in data analytics.

Robert previously interned with Sterling Financial Management last summer, where he helped our advisors evaluate client portfolios and different 401(k) plans. Robert is an entrepreneur having started his own business in 2015 buying and reselling hard to find items, such as tennis shoes and electronics. Make sure you meet Robert next time you are in the Hagerstown office!

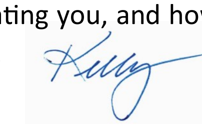
Kelly Batey, Private Wealth Manager

Happy summer, everyone! We are officially halfway through the year, and already things are looking up! The Batey family has had an exciting spring season, as our boys got a full season of high school lacrosse. The past school year has been challenging to say the least. Their typical fall and winter sports' seasons were abbreviated due to COVID-19, so it was nice for them to have a full season. This season, actually, took them all the way to the Maryland State Championship game for their division. (Class 1A, for those who understand high school sports!) Sadly, they lost to Fallston High School, 13-8, but it was a great game, and we are incredibly proud of both Kye (junior) and Adam (sophomore). Both boys are midfielders ("middies") on offense and saw a lot of playing time with Adam scoring the first two goals to put Smithsburg on the scoreboard. It brings us such joy to watch them play…and to play on the same team.



In other exciting news for the Bateys, we welcomed a new puppy on June 28th. Her name is Bailey Louise, and she is a "fancy fawn" boxer. The boys are THRILLED about this new addition; however, Jeff and I are weary already knowing that sleepless nights lie ahead. They have never had an eight week old puppy before, so they don't understand that it is like having a new born baby for the first few months. They say they are going to get up in the middle of the night and take her outside, so we will see! Ask me how that is going in a few weeks!

Enough about me, let's talk about you! I hope you all are staying healthy. I am currently making calls to set appointments for our annual reviews, so we can catch up on how life is treating you, and how you feel about the markets and your investments. I look forward to seeing you all face to face SOON!



Evan Vink, Private Wealth Manager

I have recently started a series called "Evan's Brew Time," where anyone can schedule a Zoom call or in person meeting with me to ask questions about their financial life—all over a cup of coffee (or a beer depending on the time of day!)

You may be wondering: "How do I consolidate my 401(k) plans?" "How much more would I make claiming social security later?" "Should I contribute to a ROTH IRA, traditional IRA or 401(k)?" "I didn't even know my 401(k) had investment options, how do I change them?" "What do all these letters mean?!"

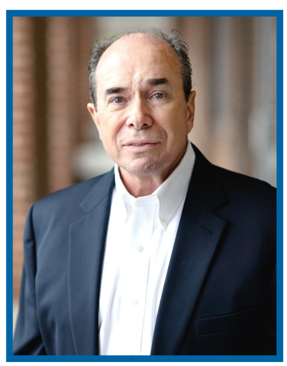
As my teachers in life used to tell me, the only stupid question is the one you don't ask! If I don't know the answer to your questions, our team of highly experienced advisors along with LPL Financial will have an answer. So, when that moment comes that you are not sure of something, please call or e-mail me. I will use all of the resources at my disposal to help you out. I have dedicated my career to helping others plan for their future and solve their financial questions. I look forward to talking to you soon!

Evan Vink

Meet the Sterling Financial Management Team

Dave Neterer
President

Kelly Batey
Private Wealth Manager



David Cushwa
Private Wealth Manager

Ken Smith
Private Wealth Manager

Evan Vink
Private Wealth Manager

Courtney Dowler
Client Service Associate

Robert Ni
Financial Advisor Assistant

Ally Sirbaugh
Marketing Director

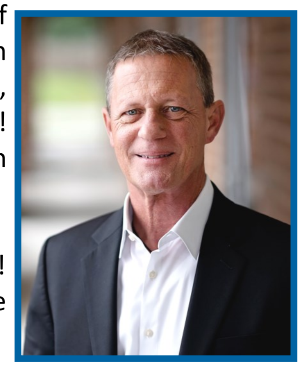
Carlene Willhide
Office Manager

Ken Smith, Private Wealth Manager

It's that time of year again! The smallmouth bass are starting to get really active during our weekend canoe floats down Antietam Creek. I could make that float every weekend. Well, I guess, I actually do. What did my wife say the other day? *All you think about is floating the creek with Erik!* Okay, so, for the record, that's obviously NOT all I think about. But, I get her point. 😉

It's also time to bring back some pre-COVID activities. You know, like Happy Hours. I hope lots of you can make it on July 29th for some drinks, burgers and dogs, and fun activities. Ahh…the good ol' days.

Using e-mail, we were kicking around some client-fun ideas the other day. One e-mail I saw that I think was from Dave Neterer said something about an Ice Cream Fest. Now, I'm not sure if he was kidding or being serious but it stuck in my head. If you think it would be a ***cool*** idea for a ***hot*** summer day for you, your kids and grandkids, let us know! Call, e-mail or do whatever to "**cast your vote**" for an Ice Cream Fest. Of course, as I suggest this now, I have to admit I have no idea what an Ice Cream Fest would involve. Set up the office like a creamery and let everyone self-dip, sprinkle and drizzle?? Park a big ice cream truck in front of the office?? We'll figure it out! (Wow, when I finish this, I'm heading over to Martin's to get the biggest chocolate éclair I can find or maybe some chocolate peanut butter swirl ice cream! Dunno.)



For now, get out there and enjoy your summer with family and friends! Remember, all work and no play made Johnny an intolerable bore who nobody wanted to be around.

Ken

Community Support

At Sterling Financial Management, we believe strongly in giving back to our local community. In May, we participated in Habitat for Humanity's Project Playhouse where we built and painted a house for Ziro, a one year old boy who loves Mickey Mouse! In conjunction with our June Shred Day, we collected donations of dog collars, leashes, toys and food to give to For Otis Sake. Thank you to all our clients who stopped by with donations. We also recently sponsored the Greater Waynesboro Area Chamber of Commerce 29th Annual Golf Scramble. Be sure to visit our new "Community Support" page on our website located under the "About" tab to keep up with our sponsorship activities.

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Connect with us!

We Offer the Following Services:

- Investment Services
- Financial Planning
- 401(k) Rollover Services
- Retirement Plans
- Estate Planning Strategies
- Retirement Planning
- Social Security
- College Planning

Mark Your Calendar!

Upcoming Events

Medicare Webinar: July 19 at 12:00 PM or 5:30 PM
Quarterly Happy Hours: July 29 & October 7 at 4:30 PM
College Planning Webinar--Saving for College: September 20 at 5:30 PM

Call our office at **301.733.7777** for more information or go to **www.sterlingfm.com** to sign up for our events.
Bring a family member, friend or both.
We look forward to seeing you there!