

LESSONS FROM THE PRIOR DECADE



Although it never materialized, the past decade was riddled with predictions of the next recession—any investor’s greatest fear. These fears were somewhat understandable considering we began the decade on the heels of the worst recession in 80 years. The economy and job market continued to grow slowly and the stock market, with the exception of 2018, was up every year in the decade. Selling stocks based on impending recession fears during this decade would have been damaging.

We now stand with the longest expansion (albeit slower than normal) on record, and as of year-end it had been 544 weeks since the last 20% market correction. Regularly we get questions about when we are “due for a drop.” Historically there has been an average of 127 weeks between 20% corrections. John Templeton had a famous quote that is very appropriate today: “Bull markets are born on pessimism, grown on skepticism, mature on optimism, and die on euphoria.” We do not feel that we have reached a state of euphoria, and furthermore do not see any signs of an impending economic recession. Suffice it to say that we remain positive about continued growth in risk assets.

Will the 20s roar like the last century? Strong equity returns and flat earnings growth last year resulted in valuations

that are back to levels that existed prior to 2018’s fourth quarter dip. Our base case is that these elevated valuations will be sustained as global growth should continue (or even get a boost) if political uncertainties abate. The Fed has done its job of providing monetary stimulus, and as long as inflation remains tame this will allow rates to stay low providing support for asset valuations. However, it would behoove investors to get mentally and financially prepared for lower—yet positive—returns in the next 10 years.

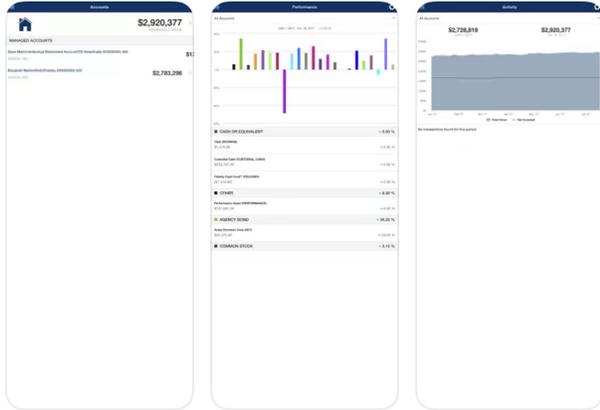
We encourage our clients to avoid the trap of thinking that the coming decade will look like the previous ten years. Large-cap growth stocks crushed all other asset classes in the 2010s, leaving them at record valuations versus value stocks and international stocks. We strongly feel the next 10 years will reward a well-diversified portfolio.

In summary, the 2010s turned out to be far more prosperous than almost anyone could have hoped given the remnants of the global financial crisis that opened the decade. The global economy enters the new decade in a much stronger position than it began the last one. We appreciate your support these past ten years, and look forward to serving you going forward.



Landmark FA Business

GET



NEW TECHNOLOGY AVAILABLE

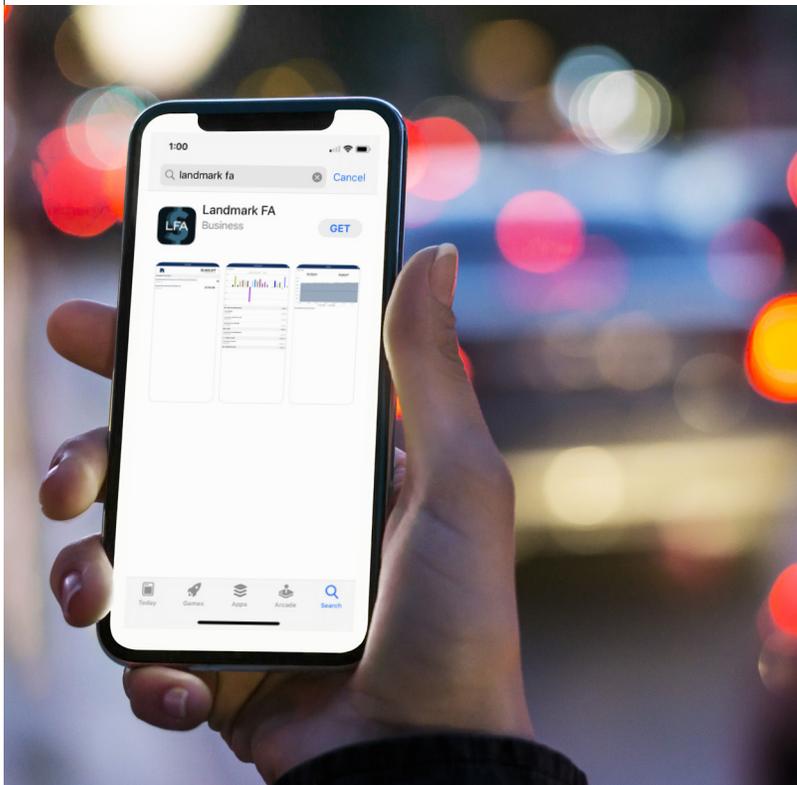
We are live in our new portal, but will make the official switch from our old portal at the end of January. Please be on the lookout for enrollment instructions later this month. We can get you on the site in advance if you desire, so don't hesitate to contact your primary advisor if you want to get set-up early.

The new portal offers some great benefits:

- o Daily updates of values and holdings.
- o Ability to sort on various dates and time frames.
- o A simple and intuitive way to see how your accounts are performing updated daily.
- o Document vault that organizes your financial life, and a soon to come integration with Schwab that will enable you to pull up your tax documents and statements on our site.
- o We also have the ability to link your financial plan directly to our portal, using only one sign-on.

In addition, once you are registered on the new portal, you will be able to search and download our brand-new app on the Apple and Google stores. Simply search for Landmark FA on the store, and enjoy having access to your records at any time formatted specially for your phone or tablet.

We continue to look for ways to incorporate technology into our practice, so stay tuned for future enhancements as well.



LANDMARK FINANCIAL ADVISORS, LLC

John and Jane Landmark

Portfolio Documents Updates Planning Admin Logout

Overview Performance Holdings Activity

ALL ACCOUNTS \$2,118,557

UNASSIGNED \$8,737,288.97

GROUP BY Account Asset Category Asset Class

Landmark, John and Jane-Ind... \$2,118,557.00

Landmark, John and Jane-Ind... \$1,404,887.12

Landmark, John and Jane-Ind... \$1,204,214.97

Landmark, John and Jane-Ind... \$1,267,828.48

Landmark, John and Jane-Ind... \$1,168,427.58

Landmark, John and Jane-Joint \$1,416,273.76

UNMANAGED ACCOUNTS \$0.00

Landmark, John and Jane-Ind... \$0.00

Overview

As Of: 01/06/2020

VALUE ON 1/6/20 \$2,118,557

\$2,069,351 Invested 149,206 Cash

YOUR ADVISOR

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Holding	Market Value	Units	Price	Percent
Money Market	\$49,206.08	--	--	2.32 %
Fixed Income	\$276,785.80	--	--	13.16 %
Domestic Equity	\$1,690,387.15	--	--	49.58 %
International Equity	\$527,940.16	--	--	26.34 %
Real Estate	\$146,237.68	--	--	6.94 %

AN ECONOMIST IS AN EXPERT WHO WILL KNOW TOMORROW WHY THE THINGS HE PREDICTED YESTERDAY DID NOT HAPPEN TODAY. —EVAN ESAR

BE AT WAR WITH YOUR VICES, AT PEACE WITH YOUR NEIGHBORS, AND LET EVERY NEW YEAR FIND YOU A BETTER MAN. —BENJAMIN FRANKLIN