

Understanding Market Volatility

If you stay invested you won't miss the market's best days.

The Dow was down nearly 3000 points, or 9.2%, in September, resulting in the worst month since March 2020. It was the 10th worst month this millennium, and the worst September since 2002, even more so than the the financial crisis in September 2008.

While this seems concerning, the Dow was up 14.6% in October - the best performance in 4 years. Thus, we had a horrible September, but an incredible October.

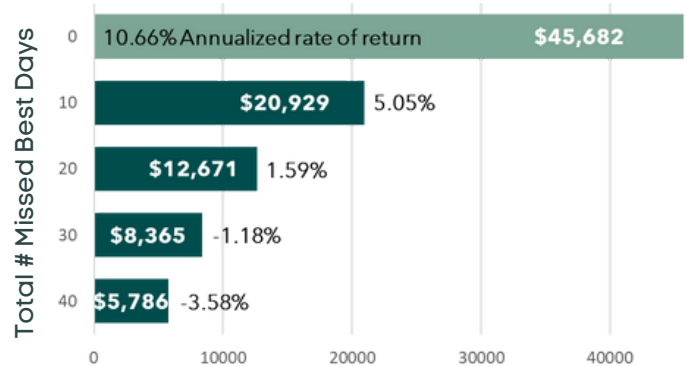
Looking across the other indexes, the tech-heavy NASDAQ was up 4% in October, and still down 30% for the year. The S&P 500, representing a broader gauge of the market, is up approximately 6% in October, but still down 20% for the year.

While our goal is not to talk about performance, we want to illustrate why it is generally not advantageous to move out of the market when it is performing in such a volatile manner.

Though it feels prudent, missing these volatile snapbacks, like the rally on November 10th, can harm long-term performance. Making small, aligned adjustments along the way may smooth the ride and calm the nerves.

We believe abandoning a long-term strategy amidst turmoil is generally not a good idea. The market looks ahead, and may have already priced in the effects of what we are fearing.

\$10,000 invested in the S&P 500 12/31/06-12/31/21)*



While we have had several rates hikes this year, and the Fed raised interest rates by another 75 basis points, it appears the rate hikes may be slowing down.

The silver lining in rate hikes is the decoupling of stocks and bonds, once again providing a natural hedge. People are being paid on their savings, and can get more portfolio income with less risk as we normalize.

The wide and frequent swings we are seeing reflect the overall uncertainty in the economy, labor market, interest rate environment, as well as the geopolitical landscape.

News and data move markets, but over time, population growth, innovation and a rising standard of living across the globe help economies, pulling the averages higher.

If you are feeling uneasy, you are not alone. Please reach out so we may provide perspective and insights on what's happening, and discuss any potential adjustments as needed.

Sage Client Experience Enhancements

At Sage Wealth Planning, we continue to explore ways to innovate and enhance how we serve you. We continue to leverage our team approach to ensure your needs are met as quickly and accurately as possible. We have migrated to a new meeting platform called **GoTo Meeting** that allows us to better connect with you through videos, texts, and calls. Lastly, we have rolled out a brand new website that better outlines our service offerings, houses a library new educational materials, and can serve as a central hub for all client resources.



GoTo Meeting Platform

Having seamless communication access is important to us at Sage. As our team has grown, we recognize that remembering different phone numbers for each of our team members may not be efficient or easy for you.

As a result, we have transitioned to one main phone line where you will be able to contact anyone on our team. Additionally, each of us have new phone numbers where you can text or call us directly.

Lastly, we will be transitioning to using GoTo Meeting instead of Zoom for our virtual meetings. You don't need to do anything differently, as GoTo meeting can be accessed from any browser. We would recommend that before our next meeting, you try to access the meeting 3-5 minutes early to allow time to get comfortable with the new program.

Sage Wealth Main Line: (231)-221-2448

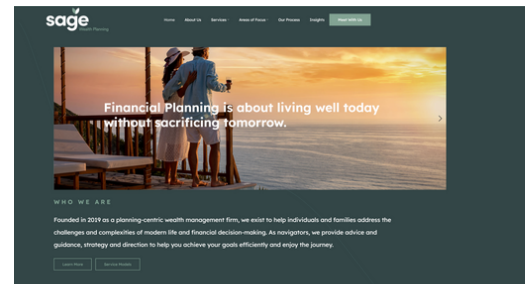
Matt Doran: (231)-631-1912

Ethan Kok: (737)-234-0030

Liz Schehl: (843)-258-3319

Paige Millikin: (734)-237-6784

Check out our new website!



www.sagewealthplans.com

Our new site highlights our philosophy, areas of expertise, service offerings, and an enhanced Client Portal. Be sure to explore the Insights tab to gain access to original content and planning strategies.

Our newly launched Client Portal was designed to make it easier for you access your accounts. You will be able to log in to both Charles Schwab and eMoney directly for performance and planning.

If you bookmark the Client Portal, you can make this your home site for your Sage Wealth Planning needs.

Additionally, you can review helpful online tools and educational pieces to further explain the strategies we discuss in our review meetings.

The Sage Wealth Team

The Benefits of working with a team of advisors



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What's better than working with a great advisor?
Working with a team of great advisors!

The rise of Independent Registered Investment Advisory (RIA) firms over the last 20 years completely disrupted the financial services industry, directly benefiting clients, who can now be served by advisors with specific knowledge and experience to address their particular challenges and address their goals.

The growth of advisory teams has enabled specialization and made expertise available to a broader audience. In addition to shifting the focus toward planning and decision making, rather than product sales, the RIA movement has led to the creation of innovative service models and fee structures that allow teams to serve more clients and deliver a better experience.

At Sage Wealth Planning, we've taken the unique approach that every client is a client of our firm, rather than of a single advisor. To that end, each member of the team plays a role in the planning and service we provide.

We embrace the idea that our work can be more efficiently accomplished by organizing around focused areas of planning, including Cash Flow, Investment Management, Income Tax Planning, Retirement & Retirement Income Planning, Estate and Legacy Planning, Education Planning and Risk Management.

We also commit that every member of our team will become well versed in your plan and your goals so we can seamlessly support you. Continuity, consistency, and responsiveness are the hallmarks we strive for in our client experience, and our collaborative team approach helps us achieve them.

With the recent expansion of our team, we are being intentional about making introductions of our newest team members, Paige and Liz, by asking them to sit in and take part in the meetings and calls we have with each of you regularly. Each member of the team brings something special to the relationship we share with you, and we're excited about the future!