

Building for the future: Regency's 'Young Guns'

At Regency, we talk a lot about holding a long-term perspective, and in choosing investments that will provide a long-term return consistent with your goals. But to Regency, there's another type of investment. An investment that's equally important as our search for long-term solutions and our clients' realization of goals.

That investment? Our people.

Regency has added a number of people to our staff over the last couple of years, choosing these people with the long term in mind.

"Over our 24-year history, we've built Regency Investment Advisors from the ground up," said Dan Ray, CFP®, President and Client Advisor for Regency. "Now, by bringing on younger staff with an eye toward the future, we're building Regency to last, and we're ensuring our firm will provide the level of service and solid long-term outlook our clients have come to expect well into the next generation."

Dan said it's by design that our "Young Guns" — Servicing Advisor and Paraplanner Alex Amundson, Administrative Director Kelly Carey, and Portfolio Administrator Jeremy Whitt — work closely with Regency's current principals and staff. "Each of our Young Guns brings a wealth of talent to Regency, and each works closely with members of our current staff," Dan said. "Yes, they learn a lot from our 'old guard,' but we learn just as much from them, and we benefit as a company from the fresh perspectives they bring to Regency. We're fortunate and very proud to have each on board."

Alex Amundson: *Prepared for the long haul*

Ask Alex Amundson if he carries one lesson from growing up in the mountains east of Fresno, and he'll

answer with a single word: "Preparedness." An avid outdoorsman with backpacking and wilderness activities still among his favorites, Alex sees a parallel between those activities and his Regency career.

"Out in the wild anything can happen," he said. "You need to be prepared for anything that comes."

Perhaps it's his desire for preparedness that drew him into a career at Regency. Before he joined Regency, Alex Amundson was looking to become a certain kind of advisor: one that focused on the long-term needs of clients instead of on commissions earned for the company. But during his

research, he found that many other investment and financial-advisory companies were doing just the opposite.

In Regency, Alex found a company that matched his own goals, one that puts its clients' long-term goals and best interests at the forefront. "Regency wants me to grow my skills, with an eye on the long term," he said. "To me, that's a much higher standard."

Alex joined Regency in September of 2015, earning the title of Servicing Advisor and Paraplanner. "I work with each of our advisors, assisting with the financial planning process and helping advisors with more complicated and time-intensive cases," Alex said. He's also completed the education requirements for earning his CFP® designation, and plans to take the CFP® exam yet this year.

And where does he see himself down the road? "It's about being there for the long haul, to complete the



Regency's 'Young Guns':
Jeremy Whitt, Kelly Carey, and Alex Amundson



Alex Amundson

Continued on Page 3

REGENCY MARKET COMMENTARY: THROUGH JULY 31, 2017

Key Indexes Source: Morningstar	YTD	1 yr	ANNUALIZED RETURNS			
			3 yr	5 yr	10 yr	20 yr
DJ Industrial Average – Large Cap	12.28%	21.81%	12.54%	13.79%	8.01%	7.47%
S&P 500 – Large Cap	11.59%	16.04%	10.87%	14.78%	7.74%	6.85%
Russell 2000 – Small Cap	5.77%	18.45%	9.89%	14.19%	7.76%	7.78%
MSCI EAFE – Foreign Large Cap	17.09%	17.77%	2.79%	9.06%	1.46%	4.35%
Barclays US Aggregate – Bonds	2.71%	-0.51%	2.71%	2.02%	4.44%	5.13%
USTREAS 3-Month T-Bills	0.33%	0.45%	0.21%	0.16%	0.53%	2.04%
IA SBBI US Inflation	1.41%	1.75%	0.91%	1.34%	1.63%	2.13%

The markets performed well during the second quarter of 2017 and July, generating positive returns across all asset classes. Foreign investments have continued to outpace U.S. investments and large caps have continued to lead small caps. These returns occurred in an economic environment fairly devoid of extremes. In fact, the economy's behavior could be likened to that of "The Little Engine That Could"; neither accelerating nor sliding backwards, but instead simply continuing to chug along.

With the U.S. economy entering its ninth consecutive year of expansion as of June 2017 — the third-longest economic expansion since 1900 — and with improvements in the global economy acting as a bit of a tailwind, performance in the U.S. markets responded positively. The S&P 500 (representative of the U.S. stock market) has earned 11.59 percent this year through July.

Driving factors

The weaker U.S. Dollar and improving global economy have been a boost to domestic earnings. S&P 500 companies generate 40 percent of revenues from foreign countries; a weak U.S. Dollar has helped to increase foreign sales for these companies. The United Kingdom and the Eurozone have also seen increases in consumer confidence, with pent-up consumer demand helping their economies improve.

U.S. unemployment continues to improve, supported less by new workers entering the workforce and more by formerly unemployed workers being re-employed. We have also experienced low volatility in the markets throughout the second quarter and for most of 2017 so far, as gradual gains and not wild fluctuations continue to be the story.

The second quarter did reveal some weakness in commodities. However, performance of that asset class remains dramatically improved over 2014, providing a boost to the commodity-based economies of Canada, Australia, and Latin America.

All of these boosts have helped growth in equity earnings, and that earnings growth tends to push stock prices up. At the same time, the growth has not yet spurred concerns about inflation. With inflation concerns remaining low, bonds have also done well. So the markets find themselves in a unique environment, where both stocks and bonds are performing well, where money continues to flow in, and where low volatility keeps investors of both equities and bonds seeing positive returns and, perhaps, feeling comfortable.

Competing philosophies

At the moment investors seem perplexed by an environment where both stocks and bonds are generating gains. Stock investors seem to be getting their fuel from an improving economy, solid earnings growth and declining unemployment. Meanwhile, bond investors seem to be looking at commodity-market weakness, declining demographics that show an aging population, and higher-than-historic levels of government debt. No one can predict the future and there are no clear indications as to which of these mindsets will become dominant for investors.

History shows that sometimes investors get caught up in the euphoria of markets, which leads to making decisions emotionally or irrationally. In low volatility markets, as we are experiencing now, investors can be lulled into complacency. Both of these environments can be troublesome for investors. Often, when the future looks bleak, that is perhaps when we should be most optimistic about how markets will perform. Conversely, the moment things look rosy and perfect is perhaps when we should exercise the most caution.

In either case, what is called for — and what your Regency advisor helps you to employ — is a measured, methodical, research-based and unemotional approach toward investing. How does one proceed in unique market conditions like these? For Regency, one answer may be found in diversification. While we do not attempt to predict the future, we build and diversify our portfolios for either type of environment, all while keeping our clients' long-term goals and risk tolerances in mind.

Have questions about your portfolio? Call your Regency advisor at (559) 438-2640 today.

FOCUS 360 Disclosure: Past performance is not indicative of future results, and inherent in any investment in the market is a possibility of loss. There are inherent limitations in making assumptions due to the cyclical nature of the market.

Continued from Page 1

client's goals," he said. "It's about answering two questions for clients: 'What do you want to do with your finances?' And 'How can we help get you there?'"

Kelly Carey:
Ensuring a seamless client experience

When a client visits Regency, we work hard to ensure a seamless and quality experience. But of course there are a million activities and tasks happening behind the scenes; everything from money movement to report preparation, to simply ensuring that our office is running smoothly, so our clients can focus on getting the information they need to invest with confidence.



Kelly Carey

With the growth of Regency's assets and number of clients over the years and Marci Deck spending more time on compliance, cybersecurity and corporate administration, Kelly was the perfect choice to take over all client administration duties.

Kelly joined Regency in January 2015 as our front-office receptionist, but immediately demonstrated greater capabilities that earned her two promotions; first to the position of Administrative Specialist, and now as Regency prepares to hire more administrative support, to the position of Administrative Director. Her responsibilities include account administration, service-related issues, and many of those back-office processes that ensure our clients have a quality experience with every visit.

"I learned very early on that for Regency, the client experience is one of the most important aspects of our business," Kelly said. "We're taking responsibility for our clients' financial resources, so we need to demonstrate integrity in everything we do. It means a lot to me to cultivate the best reputation and best relationships with our clients."

Kelly sees long-term opportunities for herself as well. "I'm so very fortunate that Regency has a culture that encourages our own professional development," she said. "As the company expands, our goal is to continue to do the right thing for our clients, and as technologies grow and change, it opens up a whole new ballpark for administration and compliance. The rules are always changing, so I don't think I'll ever be bored!"

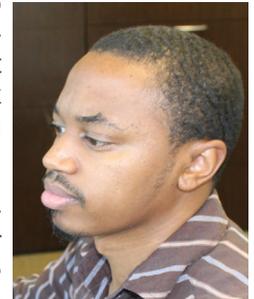
Jeremy Whitt:
Solid research, broad perspective

Regency has always prided itself on the sound and meticulous research provided by Judson Myers that backs our portfolios and advice. But even the best teams have a backup quarterback, and things done so very well can still find ways to be done better.

So nearly three years ago, Regency added Jeremy Whitt to our Portfolio Management Team. Coming from an

accounting background, Jeremy put his own meticulous nature and desire to "get it right for clients" to work for Regency when he came aboard.

"I came from an accounting background, which can be very different from this kind of work, but the common thread is attention to detail," Jeremy said. "I work with Judson on his research, helping to build the portfolios we have for client investments set for different strategies, and I also help to track account performance and perform due diligence."



Jeremy Whitt

That may sound like a lot of paperwork, and a lot of time poring over data on a computer screen. But one of the things that drew Jeremy to Regency was its focus on clients, and on bringing meaning to all of that data by seeing how it impacts people's lives.

"Everything we do is about our clients," Jeremy said. "Every report that I run, every bit of research I do, all involves thinking about our clients. I ask myself, 'How can this better assist our clients? How can this add value?' From my perspective, it means everything I do at Regency is important to our clients, and every decision we make affects them in the long run."

Outside of work, Jeremy is an avid reader and music composer, the latter activity that raises one's meticulous nature into an art form. He currently holds the title of Portfolio Administrator at Regency, but also sees opportunities for his Regency career to grow in the long term. "Clients are trusting us to build their nest eggs for the future," he said. "I'm gratified that Regency saw fit to trust me in the Portfolio Administrator role, interacting with clients and growing right along with the company."

Building for the future

When new staff comes aboard, some might take that to mean "Change is imminent," or that "Things will soon be different." But Dan said nothing could be further from the truth.

"Over our 24-year history, Regency has prided itself on stability and consistency, providing the finest service and highest integrity to our clients since our inception," Dan said. "By bringing on our Young Guns, by having them work closely with existing staff and our principals, we're looking to ensure that the Regency legacy we've built continues just as our clients expect, well into the next generation.

"By bringing on Alex, Kelly, and Jeremy, we're simply growing, and through that growth we're looking to ensure the firm and values we've built over time continue into the far future," Dan added. "We believe our clients would expect and deserve nothing less."

Have a question about your portfolio, or about Regency? Call us today at (559) 438-2640.

Hot Topics: Investing is about you, not about headlines

By Chris Comstock, CFP®, AIF®, CRPS® and Client Advisor

There are times when “no news is good news”; I know a lot of people who’ve been watching the headlines outside of investments, looking for some news story announcing the next big investment trend. Another group spends time and energy focusing on those banner announcements that one might think signal a move in the markets, like “We’ve hit new highs,” or “How long can this continue?”



Chris Comstock

Yes, the markets — with a few exceptions — have been on an upward trajectory since 2009. So far in 2017, they have been quietly performing well, with other issues capturing headlines all year. But as I keep telling clients: Investing isn’t about looking for the next trend-setting headline. Instead, investing is about *you*.

So what do I mean by that? I mean people should invest based on their own situations, or where they’re at in terms of time horizon, age, and risk tolerance, not on what’s happening in the headlines.

Now at the end of the day that’s not an exciting thing to say, and saying it is never going to land me on “Cramer.” But being invested in a way that’s appropriate for you, in a way that focuses on the long term, and in a way that allows you to withstand the bumps along the way without losing sight of your own long-term goals, is the way Regency encourages our clients to proceed. Those commentators you see on television, talking about what a specific stock did today? They tend to be “traders” and not “investors”; they’re picking today’s racehorse and seeing how it does.

Sure, I care where an individual stock ends up at the end of the day. But as an advisor, I care much more about “What does the long term look like?” and “Am I getting clients situated correctly to reach their own goals?”

With that in mind, it really doesn’t matter where you’re getting your news. The point of investing is to set yourself up appropriately according to time frame and risk tolerance, and to keep your eyes on the long-term goal, regardless of what headlines from contradictory sources might be saying. Put another way: If you’re on your way to a destination — your long-term goal — it doesn’t make sense to jump in and out of the car. An investor is better off in the driver’s seat, with their seat belt on and a good navigator beside them, properly prepared for whatever road comes ahead.

Are you on the right path? Call your Regency advisor at (559) 438-2640.
